



EFMD EQUIS ACCREDITED

EL PRODUCT MARKETING MANAGER

Dominar lo esencial de la función del product manager para reforzar la efectividad

Duración: 3 días

Tipo: Curso Presencial

Dirigido a: Jefes de producto, o responsables de decidir y trabajar en el ámbito de un producto, tanto en sus dimensiones tácticas, como estratégicas.

En definitiva, está dirigido a todos aquellos que busquen adquirir o perfeccionar métodos y habilidades necesarias para afrontar las tareas de un jefe de producto

Ref: 67

Precio: 1.390 € (exento de IVA)

Objetivos: Adquirir los principios y métodos de jefe de producto. Analizar el entorno interno y externo. Realizar un diagnóstico y establecer la relación con la estrategia de marketing.

Gestionar y desarrollar su cartera de productos o de marcas. Comprender las posibilidades de la comunicación off y online. Promocionar su oferta internamente a la fuerza de ventas. Practicar con casos B2B y B2C en diversos sectores para apropiarse de los métodos y herramientas.

Con la creciente complejidad de los mercados y la evolución de los consumidores, la formación del jefe de producto es cada día más relevante para el éxito de la empresa.

Programa de la formación

1. Definición y evolución del jefe de producto

- Funciones y tareas de un jefe de producto.
- Jefe de producto, jefe de mercado: diferencias y similitudes.
- El trabajo del jefe de producto B2C y B2B: particularidades.
- El proceso de marketing: las etapas clave.

2. Analizar el entorno externo y competitivo

- El análisis del entorno externo: los pasos clave.
- Análisis de los factores de influencia: la herramienta P.E.S.T.E.L.
- La comprensión del entorno competitivo: la matriz de PORTER.
- El comportamiento y la decisión de compra: B2C vs. B2B.
- Utilizar la web como fuente de información.
- Los estudios de mercado: metodologías y protocolos de estudio.

3. Del análisis de datos al diagnóstico del marketing

- Claves y componentes del análisis interno.
- El uso de fuentes internas: base de datos y CRM.
- Poner en perspectiva el análisis externo y el análisis interno.
- Análisis y diagnóstico con la matriz DAFO.
- Claves para el éxito del análisis DAFO.

4. Recomendar la estrategia de marketing de producto

- Del diagnóstico DAFO a los ejes estratégicos.
- Estrategia de marketing: 3 pasos esenciales y 5 reglas a respetar.
- Segmentación del mercado: Criterios B2C y B2B.
- El árbol de la segmentación de marketing: de lo estratégico a lo operativo.
- Definir el público objetivo.
- Las cinco reglas del posicionamiento eficaz.

Manual Del Product Manager Marketing Y Ventas

Anthony S. Fauci



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