

CHAPTER **2** *DEVELOPING MARKETING STRATEGIES AND PLANS*

LEARNING OBJECTIVES

In this chapter, we will address the following questions:

1. How does marketing affect customer value?
2. How is strategic planning carried out at different levels of the organization?
3. What does a marketing plan include?

CHAPTER SUMMARY

1. The value delivery process includes choosing (or identifying), providing (or delivering), and communicating superior value. The value chain is a tool for identifying key activities that create value and costs in a specific business.

2. Strong companies develop superior capabilities in managing core business processes such as new-product realization, inventory management, and customer acquisition and retention. Managing these core processes effectively means creating a marketing network in which the company works closely with all parties in the production and distribution chain, from suppliers of raw materials to retail distributors. Companies no longer compete—marketing networks do.

3. According to one view, holistic marketing maximizes value exploration by understanding the relationships between the customer's cognitive space, the company's competence space, and the collaborator's resource space; maximizes value creation by identifying new customer benefits from the customer's cognitive space, utilizing core competencies from its business domain, and selecting and managing business partners from its collaborative networks; and maximizes value delivery by becoming proficient at customer relationship management, internal resource management, and business partnership management.

4. Market-oriented strategic planning is the managerial process of developing and maintaining a viable fit between the organization's objectives, skills, and resources and its changing market opportunities. The aim of strategic planning is to shape the company's businesses and products so they yield target profits and growth. Strategic planning takes place at four levels: corporate, division, business unit, and product.

5. The corporate strategy establishes the framework within which the divisions and business units prepare their strategic plans. Setting a corporate strategy means defining the corporate mission, establishing strategic business units (SBUs), assigning resources to each, and assessing growth opportunities.

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The book delves into Marketing Management By Philip Kotler 14th Edition Mcqs Free. Marketing Management By Philip Kotler 14th Edition Mcqs Free is an essential topic that needs to be grasped by everyone, ranging from students and scholars to the general public. This book will furnish comprehensive and in-depth insights into Marketing Management By Philip Kotler 14th Edition Mcqs Free, encompassing both the fundamentals and more intricate discussions.

1. This book is structured into several chapters, namely:
 - Chapter 1: Introduction to Marketing Management By Philip Kotler 14th Edition Mcqs Free
 - Chapter 2: Essential Elements of Marketing Management By Philip Kotler 14th Edition Mcqs Free
 - Chapter 3: Marketing Management By Philip Kotler 14th Edition Mcqs Free in Everyday Life
 - Chapter 4: Marketing Management By Philip Kotler 14th Edition Mcqs Free in Specific Contexts
 - Chapter 5: Conclusion
 2. In chapter 1, the author will provide an overview of Marketing Management By Philip Kotler 14th Edition Mcqs Free. The first chapter will explore what Marketing Management By Philip Kotler 14th Edition Mcqs Free is, why Marketing Management By Philip Kotler 14th Edition Mcqs Free is vital, and how to effectively learn about Marketing Management By Philip Kotler 14th Edition Mcqs Free.
 3. In chapter 2, this book will delve into the foundational concepts of Marketing Management By Philip Kotler 14th Edition Mcqs Free. The second chapter will elucidate the essential principles that must be understood to grasp Marketing Management By Philip Kotler 14th Edition Mcqs Free in its entirety.
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 6. In chapter 5, the author will draw a conclusion about Marketing Management By Philip Kotler 14th Edition Mcqs Free. The final chapter will summarize the key points that have been discussed throughout the book.
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kidneys have several functions of filter blood plasma and excrete wastes or regulate blood volume