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**Chapter 4
MANAGING MARKETING INFORMATION TO GAIN
CUSTOMER INSIGHTS**

MARKETING STARTER: CHAPTER 4

Domino's Pizza: Listening to Consumers and Letting Them Know You Heard Them

Synopsis

After five years of stagnant or declining revenues, Domino's Pizza did something practically unheard of in the business world. It asked customers for honest feedback and reinvented its product "from the crust up." The Domino's "Pizza Turnaround" campaign began with marketing research to understand what customers thought and wanted. Industry research showed that although Domino's was tops in service, convenience, and value for the money, it trailed far behind competitors in taste. To gain deeper insights into what consumers really thought, Domino's turned to research using social media channels and focus groups. Rather than hiding from these stinging results or waving them off, Domino's executives feigned up to the problems and faced them head on. The company began by completely reinventing its pizza recipes, and customers seemed to like it. To announce the changes and to turn around customer opinions, Domino's launched a daring \$75 million "Pizza Turnaround" promotion campaign. The startlingly honest campaign was fully integrated into the brand's Facebook and Twitter pages, where the company posted all the bad along with the good and asked for continuing feedback. Since the Pizza Turnaround campaign began, Domino's has seen revenues increase by 21 percent and profits increase by 31 percent, even as the pizza-delivery industry and restaurants in general of struggled. The lesson for marketers is that talking to customers, hearing what they have to say, and acting on the resulting insights can pay big dividends.

Discussion Objective

A focused 10-minute discussion of the Domino's Pizza Turnaround story will reveal just how far corporations can sometimes stray from the needs and opinions and needs of their customers. The chapter-opening Domino's story underscores the importance of recognizing one's problems, gaining customer insights (even when it is painful), and then taking bold steps to re-invent a product. This discussion should also illustrate how Domino's effectively used social media to research and monitor customer opinions, and then use those opinions as the basis for their entire marketing campaign to promote The Pizza Turnaround.

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CL Gary



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Table of Contents Basic Marketing Manual Of Tests 15th Ed

1. Understanding the eBook Basic Marketing Manual Of Tests 15th Ed
 - The Rise of Digital Reading Basic Marketing Manual Of Tests 15th Ed
 - Advantages of eBooks Over Traditional Books
2. Identifying Basic Marketing Manual Of Tests 15th Ed
 - Exploring Different Genres
 - Considering Fiction vs. Non-Fiction
 - Determining Your Reading Goals
3. Choosing the Right eBook Platform
 - Popular eBook Platforms
 - Features to Look for in an Basic Marketing Manual Of Tests 15th Ed
 - User-Friendly Interface
4. Exploring eBook Recommendations from Basic Marketing Manual Of Tests 15th Ed
 - Personalized Recommendations
 - Basic Marketing Manual Of Tests 15th Ed User Reviews and Ratings
 - Basic Marketing Manual Of Tests 15th Ed and Bestseller Lists
5. Accessing Basic Marketing Manual Of Tests 15th Ed Free and Paid eBooks
 - Basic Marketing Manual Of Tests 15th Ed Public Domain eBooks
 - Basic Marketing Manual Of Tests 15th Ed eBook Subscription Services
 - Basic Marketing Manual Of Tests 15th Ed Budget-Friendly Options
6. Navigating Basic Marketing Manual Of Tests 15th Ed eBook Formats

- ePub, PDF, MOBI, and More
 - Basic Marketing Manual Of Tests 15th Ed Compatibility with Devices
 - Basic Marketing Manual Of Tests 15th Ed Enhanced eBook Features
7. Enhancing Your Reading Experience
 - Adjustable Fonts and Text Sizes of Basic Marketing Manual Of Tests 15th Ed
 - Highlighting and Note-Taking Basic Marketing Manual Of Tests 15th Ed
 - Interactive Elements Basic Marketing Manual Of Tests 15th Ed
 8. Staying Engaged with Basic Marketing Manual Of Tests 15th Ed
 - Joining Online Reading Communities
 - Participating in Virtual Book Clubs
 - Following Authors and Publishers Basic Marketing Manual Of Tests 15th Ed
 9. Balancing eBooks and Physical Books Basic Marketing Manual Of Tests 15th Ed
 - Benefits of a Digital Library
 - Creating a Diverse Reading Collection Basic Marketing Manual Of Tests 15th Ed
 10. Overcoming Reading Challenges
 - Dealing with Digital Eye Strain
 - Minimizing Distractions
 - Managing Screen Time
 11. Cultivating a Reading Routine Basic Marketing Manual Of Tests 15th Ed
 - Setting Reading Goals Basic Marketing Manual Of Tests 15th Ed
 - Carving Out Dedicated Reading Time
 12. Sourcing Reliable Information of Basic Marketing Manual Of Tests 15th Ed
 - Fact-Checking eBook Content of Basic Marketing Manual Of Tests 15th Ed
 - Distinguishing Credible Sources
 13. Promoting Lifelong Learning
 - Utilizing eBooks for Skill Development
 - Exploring Educational eBooks
 14. Embracing eBook Trends
 - Integration of Multimedia Elements
 - Interactive and Gamified eBooks

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