

Chapter I—Overview of Marketing

- ❖ Marketing is...
 - A _____, an attitude, a perspective, or a management orientation that stresses _____
 - An organizational _____, set of institutions, and processes.
- ❖ What Is Marketing?
 - Marketing is the activity, set of institutions, and processes for creating, capturing, _____, delivering, and exchanging offerings that have _____ for customers, clients, partners, and society at large.

❖ Core Aspects of Marketing



- ❖ Exhibit 1.2: Exchange: The Underpinning of Seller-Buyer Relationships

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Marketing ,1996 Marketing the Product ,198? *Teaching Notes for Cases in Computer and Model Assisted Marketing* Gerald J. Eskin,David Bruce Montgomery,1975 **Marketing** Charles W. Lamb Editado por: Joseph F. Hair (Carl McDaniel),Lamb,Hair,Carl D. McDaniel,1997-01-01 **Great ideas for teaching marketing** Charles W. Lamb,Joseph F. Hair,Carl D. McDaniel,1994

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