

MARKETING

Market in traditional sense – The word market is derived from a Latin word, “Marcatus”, which means a place of business. In other words, it is a location where buyers and sellers of goods assemble to facilitate exchange, market thus refers to a place.

The term market used in various contexts is given below:

1. Product market (Pepper market, Vegetable market, share market etc.)
2. Geographical market – (Local market, national market, international market)
3. Based on types of buyers (Consumer market and industrial market)
4. Based on quantity of goods (Wholesale and Retail market)

Market in modern sense - the term market has a wider meaning; it refers to the aggregate potential demand for a product or service. For example, we say the market for car is booming, we are referring to the enhanced collective demand for cars.

Marketing – Marketing can be defined as an exchange transaction in between buyer and seller. All activities connected with transfer of goods and services from the producer to the consumer come within the purview of marketing. They include production, transportation, storage, advertising etc. Though selling and sales promotion are integral part of marketing, they are not everything, therefore marketing is a broader term and is concerned with the identification of needs and wants of consumers and finding out ways and means for satisfying them.

Definition – “Marketing is the performance of business activities that direct the flow of goods and services through producers to consumers or users.” – American Marketing Association

According to Philip Kotler – “Marketing is a social process by which individuals and groups obtain what they need and want through creating, offering and freely exchanging products and services of value with others.”

The above definition gives the following **features of marketing**:-

1. **Needs and Wants** – Marketing process helps the people in getting what they want. The focus of marketing is on the satisfaction of their needs and wants. A marketer’s job is to identify the needs of consumers and develop products or services accordingly.
2. **Creating a market offering** – Market offering means a complete offer of a product or service. While offering products to customers, it should include the features like size, quality, taste, price, availability etc.
3. **Customer value** – Consumer buys a product based on its value to satisfy their need. So the marketer should always add value to his products, so that the customer prefers it.
4. **Exchange Mechanism** – It refers to a process through which two or more parties come together to obtain the desired product or service from someone, in return making a payment to the other. Essential conditions in exchange mechanism are as follows:
 - a. Two parties – buyer and seller.
 - b. Offering something – Seller offer a product and the buyer, money.
 - c. Ability to communicate – Each party should communicate and deliver the product or service.
 - d. Freedom – Each party has the freedom to accept or reject the offer.
 - e. Voluntary – Acceptance or rejection of the offer must not be on compulsion.

Chapter 11 Marketing And Distribution Rasco Name

Judd E. Hollander



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