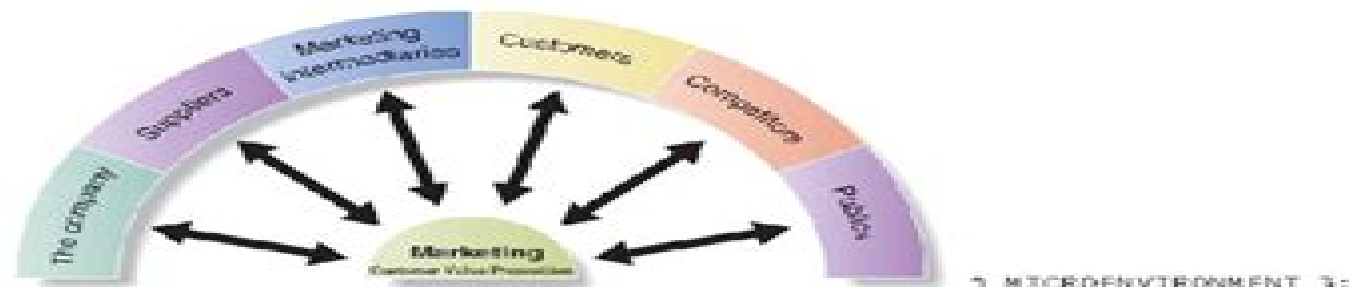


Marketing Chapter 3

The Marketing Environment includes the actors and forces outside marketing that affects marketing management's ability to build and maintain successful relationships with target customers.

Microenvironment consists of the actors close to the company that affects its ability to serve its customers – the company, suppliers, marketing intermediaries, customer markets, competitors, and publics.

Macro Environment consists of the larger societal forces that affects the microenvironment – demographic, economic, natural, technological, political, and cultural forces



The Company: In designing marketing plans, marketing management takes other company groups into account.

- Top management
- Finance
- Research and Development
- Information technology
- Purchasing
- Operations
- Human Resources
- Accounting

Suppliers:

- ❖ Provide the resources to produce goods and services
- ❖ Treat as partners to provide customer value
- ❖ (IKEA)

Chapter 3 Marketing Guidelines

Richard Bailey



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



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