

MART301: Strategic Marketing Exam

MART301:

- Structure: 6 questions, choose 4.
- 2 hours
- 40%

Study plan:

- Make notes on lectures
- Do practice essays

Sample question

- Apply DART model to explain how small businesses in new Zealand can co-create value with their key stakeholders including: employees, customers, suppliers, channel, and local community.
- Using BSC framework, explain how NZ tourism operators can regain their profitability by increasing their market share from the domestic market.
- Questions are similar to this

This paper is about:

- The strategy of marketing is attaining long-term survival and growth of a business. Taking a critical thinkers lens that considers all stakeholders.
- Outcomes of the course:
 - Understanding of the complexities of key environmental issues facing firms
 - An appreciation of the nature of strategy (competition due to limited resources)
 - An ability to analyze marketing opportunities and threats
 - The capability to understand strategic concepts and theories
 - The capability of develop and critically evaluate marketing strategy
 - An appreciation of the interdependence of the domestic and foreign markets in developing marketing strategies (the need for NZ business to export as our market is small)

LECTURE 1: INTRODUCTION

LEARNING OBJECTIVES:

- Role of marketing and how it contributes to creating and delivering value to stakeholders
- Explain marketing strategy
- Explain difference between strategy formulation (planning) and strategy formation

Strategic paradox

How firms create and deliver value to their customers? Stakeholders?

- Existing business environment is always changing, customers always want something new

Strategic paradox:

- How firms perceive and attain **superior** market positions? (ONE)
- How firms design, produce, and deliver **superior value** to their stakeholders (ALL) (THIS COURSE)

Big issues

- **Sustainability:** four pillars
 - Environmental: global warming, climate change, pollution
 - Societal: care for the local community
 - Individual: customers, employees, and their wellbeing, happiness and future
 - Economic: profitability – but must consider 3 others to be successful
- **Corporate social responsibility**

Strategic Marketing Exam Questions And Answers

Richard Schwindt



Strategic Marketing Exam Questions And Answers:

Whispering the Secrets of Language: An Psychological Quest through **Strategic Marketing Exam Questions And Answers**

In a digitally-driven world wherever monitors reign supreme and immediate communication drowns out the subtleties of language, the profound techniques and psychological subtleties concealed within phrases often get unheard. However, located within the pages of **Strategic Marketing Exam Questions And Answers** a interesting fictional treasure pulsing with raw feelings, lies a fantastic quest waiting to be undertaken. Written by a skilled wordsmith, this enchanting opus invites readers on an introspective journey, lightly unraveling the veiled truths and profound impact resonating within the fabric of every word. Within the psychological depths of this emotional evaluation, we shall embark upon a honest exploration of the book is core styles, dissect its fascinating publishing style, and succumb to the powerful resonance it evokes heavy within the recesses of readers hearts.

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