

13.1 Introduction

Marketing process

Marketing process

The marketing process is a series of steps that a company takes to identify, select, and reach its target market.

1. Identify the target market

Identify the target market by determining the needs and wants of the target market.

Identify the target market by determining the needs and wants of the target market.

2. Select the target market

3. Reach the target market

4. Evaluate the target market

5. Monitor the target market

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Xiaolong Qi



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