TRM 263

Chapter 1: Marketing: Creating Customer Value and Engagement

1. Marketing and the Marketing Process

Marketing is the process by which companies create value for customers and build strong relationships to capture value from customers in return.

The twofold goal of marketing is to:

- · attract new customers by promising superior value
- · grow current customers by delivering satisfaction

The marketing process involves five steps:

- 1. Understanding the Marketplace and Customer Needs
 - Needs, Wants, and Demands:
 - Needs: Basic human requirements (food, clothing).
 - Wants: Shaped by culture and personality (e.g., pizza in the US).
 - Demands: Wants backed by buying power

Marketing myopia—paying more attention to the specific products than to the benefits and experiences produced

Customers form expectations about the value and satisfaction of market offerings.

Satisfied customers buy again

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Table of Contents Trm Chapter Section 30

- 1. Understanding the eBook Trm Chapter Section 30
 - The Rise of Digital Reading Trm Chapter Section 30
 - Advantages of eBooks Over Traditional Books
- 2. Identifying Trm Chapter Section 30
 - Exploring Different Genres
 - Considering Fiction vs. Non-Fiction
 - Determining Your Reading Goals
- 3. Choosing the Right eBook Platform
 - Popular eBook Platforms
 - Features to Look for in an Trm Chapter Section 30
 - User-Friendly Interface
- 4. Exploring eBook Recommendations from Trm Chapter Section 30
 - Personalized Recommendations
 - Trm Chapter Section 30 User Reviews and Ratings
 - Trm Chapter Section 30 and Bestseller Lists
- 5. Accessing Trm Chapter Section 30 Free and Paid eBooks

- Trm Chapter Section 30 Public Domain eBooks
- Trm Chapter Section 30 eBook Subscription Services
- Trm Chapter Section 30 Budget-Friendly Options
- 6. Navigating Trm Chapter Section 30 eBook Formats
 - o ePub, PDF, MOBI, and More
 - Trm Chapter Section 30 Compatibility with Devices
 - Trm Chapter Section 30 Enhanced eBook Features
- 7. Enhancing Your Reading Experience
 - Adjustable Fonts and Text Sizes of Trm Chapter Section 30
 - Highlighting and Note-Taking Trm Chapter Section 30
 - Interactive Elements Trm Chapter Section 30
- 8. Staying Engaged with Trm Chapter Section 30
 - Joining Online Reading Communities
 - Participating in Virtual Book Clubs
 - Following Authors and Publishers Trm Chapter Section 30
- 9. Balancing eBooks and Physical Books Trm Chapter Section 30
 - Benefits of a Digital Library
 - o Creating a Diverse Reading Collection Trm Chapter Section 30
- 10. Overcoming Reading Challenges
 - Dealing with Digital Eye Strain
 - Minimizing Distractions
 - Managing Screen Time
- 11. Cultivating a Reading Routine Trm Chapter Section 30
 - Setting Reading Goals Trm Chapter Section 30
 - Carving Out Dedicated Reading Time
- 12. Sourcing Reliable Information of Trm Chapter Section 30
 - Fact-Checking eBook Content of Trm Chapter Section 30
 - Distinguishing Credible Sources
- 13. Promoting Lifelong Learning
 - Utilizing eBooks for Skill Development

- Exploring Educational eBooks
- 14. Embracing eBook Trends
 - Integration of Multimedia Elements
 - Interactive and Gamified eBooks

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