

Unit-1

Introduction to Marketing

Introduction

The term Marketing is derived from the Latin word 'Mercatus' which refers to "a place where business is conducted".

Marketing is a form of communication between a business house and its customers with the goal of selling its products or services to them. Goods are not complete products until they are in the hands of customers. Marketing is that management process through which goods and services move from concept to the customer. Marketing has less to do with getting customers to pay for a product as it does with developing a demand for that product and fulfilling the customer's needs.

Definitions of Marketing

According to Jevons, Market is "any body or persons who are in intimate business relation and carry on any extension transactions in any commodity".

Dr. Philip Kotler defines marketing as "the science and art of exploring, creating and delivering value to satisfy the needs of a target market at a profit. Marketing identifies unfulfilled needs and desires. It defines, measures and quantifies the size of the identified market and the profit potential. It pinpoints which segments the company is capable of serving best and it designs and promotes the appropriate products and services." Thus, marketing refers to all the activities involved in the creation of place, time, possession and awareness utilities and beyond.

Meaning of Marketing.

The activity or business of promoting and selling products or services, including market research and advertising.

Marketing is the process of exploring, creating, and delivering value to meet the needs of a target market in terms of goods and services;

Nature of Marketing

1. **Marketing is an economic function;** marketing embraces all the business activities involved in getting goods and services, from the hands of producers into the hands of final consumers. The Business steps through which goods progress on their way to final consumers is the concern of marketing.
2. **Marketing is a Legal process by which Ownership transfers;** In the process of



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