

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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