

# Starbucks product based marketing strategies

This slide highlights Starbucks product based marketing strategies which helps to build and achieve brand leadership. It provides information regarding, price element, customer segmentation, marketing channels, marketing budget and influence marketing.



## Store Launches

- Select suitable location with high traffic and visibility
- Launched brand campaign "Starbucks@home" to implement self-service tasks at stores
- Add text here



## Marketing Channels

- Utilize promotional channels such as print media, events, contests
- Use strategy such as social media marketing to increase online presence
- Add text here



## Customer Segmentation

- Target professionals of upper and middle class
- Use mass segmentation to identify target audience
- Add text here



## Marketing Budget

- Increase marketing budget to target customer segments in creative ways
- Increase budget for brand expansion in global and local market
- Add text here



## Influencer Marketing

- Use celebrity endorsements attract customers
- Communicate brand message through influencer marketing
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# Starbucks Marketing Plan Ppt

**John Westwood**



## **Starbucks Marketing Plan Ppt:**

Downloadholic , **Differentiation as the key to success. A marketing plan for Starbucks** Katharina Reinhard,2016-03-17 Seminar paper from the year 2015 in the subject Business economics Offline Marketing and Online Marketing grade 1 3 University of King Juan Carlos language English abstract The present paper develops a marketing plan for Starbucks The author begins this task by performing a marketing analysis including a Porters Five Forces analysis of the retail coffee and snacks industry He then proceeds with an external and internal analysis examining competitors and social economic and environmental trends as well as the companies own resources and current position Following a SWOT Analysis different aspects of strategic and operational marketing are highlighted among them the product itself price place promotion targeting and segmentation Finally implementation and control of the strategy are discussed and a conclusion is drawn

*Starbucks. Evolution of the Company's Marketing Plan* Fotini Mastroianni,2016-11-29 Seminar paper from the year 2010 in the subject Business economics Offline Marketing and Online Marketing course Marketing language English abstract Starbucks is known for the qualitative variety of its products the exclusive and friendly environment the helpful and very polite personnel the information and training on the products and the participation of management in building relationships with customers Starbucks offers more than 16 blends and types of coffee made of coffee beans Arabica a large variety of beverages prepared instantly teas freshly baked pastries chocolates savoury delicacies sandwiches salads etc Also at Starbucks a customer can buy coffee specialty products such as coffee machines espresso coffee grinding machines mugs and other items related to coffee and tea and CDs which are original proposal gifts Despite this wide array of products Starbucks founder Howard Schultz in February 2007 decided to close 600 Starbucks stores This paper examines several reasons that may be advanced for the company s decline concluding that it would not have happened if Starbucks had stayed in their original form of combining the exclusive cafe with the friendly atmosphere and staff and above all good quality coffee The paper then goes on to explore the changes that the company has made in its marketing strategy since the decline in 2007 as well as the risks and potential benefits from competition such as best practice examples of marketing in other countries specifically in Greece

*Starbucks Market Plan* Mutinda Jackson,2018-06-28 Essay from the year 2017 in the subject Business economics Offline Marketing and Online Marketing grade 1 0 Mount Kenya University language English abstract Starbucks is the biggest coffee and fast food company in the world The organisation has outlets in various location in the worlds With the ever changing coffee market this marketing plan is designed to propel Starbucks into the realisation of its missions and objectives The main aim of this market plan is to ensure that our product gluten free sandwiches are the most sort after sandwiching in the world and our brand is considered to be the best To realise this objective Starbucks has to ensure that it continues to grow by opening more outlets and improving the quality and taste of the gluten sandwich

Marketing Strategy of 'Starbucks Coffe' Khanh Pham-Gia,2009-07 Research Paper undergraduate from the year 2008 in

the subject Business economics Marketing Corporate Communication CRM Market Research Social Media grade 1 0

University of applied sciences Munich language English abstract Starbucks is the world leader in the premium coffee market and has an amazing success story In this study the key factors for the successes of Starbucks are analyzed The distribution strategy of Starbucks e g through coffee stores grocery markets and new retail channels is investigated Additionally problems of the rapid expansion of Starbucks in national and international markets and their solutions are discussed Starbucks sells not only its coffee it sells the Starbucks experience The company is successful to convey its vision to the customers It can convince customers paying more for high quality products and a new life style Starbucks reached its goal to establish and leverage its powerhouse premium brand through rapid expansion of retail operations introduction of new products and store concepts as well as development of new distribution channels Starbucks has revolutionized the coffee business The main marketing strategy is to represent Starbucks store as a third place between work and home The company could increase the market share in existing markets and open stores in new markets rapidly Additionally Starbucks always tries to expand its products portfolio The company cooperates and takes alliances with other companies to develop and distribute new products As the result Starbucks has developed from a local coffee bean roaster and retailer in the US to a multinational coffee and coffeehouse chain with more than 14 000 stores in 42 countries The rapid expansion of Starbucks leads unfortunately to some serious problems The company has to fight with the commoditization of Starbucks brand because of a series of decisions which are necessary for the rapid business growth Getting back to the s      *Starbucks International Strategy* Christine Nyandat,2019-10-24 Academic Paper from the year 2019 in the subject Business economics Offline Marketing and Online Marketing University of Phoenix language English abstract The internationalization strategy of Starbucks involves using three approaches which are wholly owned subsidiaries joint ventures and licensing The licensing procedure is used when Starbucks wants quick expansion in a particular country Starbucks uses a joint venture strategy in order to initiate its business practices to the local market Wholly owned subsidiaries technique is used when Starbucks has the market knowledge of the market it s operating in for example the U S and Canada market Starbucks has adopted a multi domestic company approach in its internationalization strategy Multi domestic companies are characterized as having essential ties with local communities This MNC type is an independent sub unit from the headquarters and other subsidiaries Starbucks marketing and sales strategies are unique in each market it operates in Besides it embraces products as to local preferences and tastes by providing products in various markets      **How Starbucks uses the marketing mix to achieve competitive advantages in the UK** ,2014-12-04 Seminar paper from the year 2012 in the subject Business economics Offline Marketing and Online Marketing grade 1 0 Ashcroft International Business School Cambridge Anglia Ruskin University language English abstract The aim of this paper is to analyse the way in which each element of Starbucks marketing mix contributes to achieve sustainable competitive advantage in the UK market In order to identify critical success

factors marketing elements will be examined and contrasted to competitors approaches Ever since the first coffee houses were opened in the late fourteen hundreds they have been a gathering place for people to socialise and discuss business Today the possibilities of how and where to enjoy a cup of coffee are plentiful and Starbucks aims to set itself apart from other coffee houses by creating an experience around coffee which caters to people s lifestyles As a supplier of high quality coffee Starbucks has become one of the most recognised brands worldwide The company s approach to doing business and its impressive success story set it apart from other companies and make it an interesting case for analysing retail marketing strategies

*Marketing Mix of Starbucks* Kathl Morgenstern,2010-04-23 Essay from the year 2009 in the subject Business economics Offline Marketing and Online Marketing grade 2 6 Justus Liebig University Giessen language English abstract Ever since the first Starbucks store in Seattle was opened the company has shown an amazing growth and development With over 15 000 stores all over the world Starbucks is one of the leading coffee shops This assessment will give an overview of the history of Starbucks showing the quick growth of the company and highlighting major management decisions that have been made during the years Furthermore it will show the variety of products and take a look at the operation of Starbucks on the basis of the Marketing Mix The paper will close with a summary and a conclusion

*The Starbucks Company. Success Strategy And Expansion Problems* Christian Mangold,2010-12-09 Essay from the year 2010 in the subject Business economics Business Management Corporate Governance grade 1 3 University of Applied Sciences Wernigerode language English abstract Starbucks CEO Howard Schultz asks an interesting question What would happen if one takes the high quality coffee from Starbucks and connects it with the charm and atmosphere of European caf s Starting from this idea the company developed in a unique way Starbucks is now the world leader in the premium coffee market with 128 898 employees in more than 17 000 locations and a revenue of US 9 77 billion Starbucks has revolutionized the coffee business Its main marketing strategy is to present the Starbucks store as a third place between work and home Starbucks has expended rapidly abroad but there were and are some cultural differences through which Starbucks has problems I will try to analyze these problems and demonstrate solutions

**The Effect of Central-place Theory on Starbucks Marketing Strategy** Shekema Drake,2006

*The Marketing Plan Handbook, 6th Edition* Alexander Chernev,2020-02-15 The Marketing Plan Handbook presents a streamlined approach to writing succinct and meaningful marketing plans By offering a comprehensive step by step method for crafting a strategically viable marketing plan this book provides the relevant information in a concise and straight to the point manner It outlines the basic principles of writing a marketing plan and presents an overarching framework that encompasses the plan s essential components A distinct characteristic of this book is its emphasis on marketing as a value creation process Because it incorporates the three aspects of value management managing customer value managing collaborator value and managing company value the marketing plan outlined in this book is relevant not only for business to consumer scenarios but for business to business scenarios as well This integration of

business to consumer and business to business planning into a single framework is essential for ensuring success in today's networked marketplace. The marketing plan outlined in this book builds on the view of marketing as a central business discipline that defines the key aspects of a company's business model. This view of marketing is reflected in the book's cross-functional approach to strategic business planning. The Marketing Plan Handbook offers an integrative approach to writing a marketing plan that incorporates the relevant technological, financial, organizational, and operational aspects of the business. This approach leads to a marketing plan that is pertinent not only for marketers but for the entire organization. The Marketing Plan Handbook can benefit managers in all types of organizations. For startups and companies considering bringing new products to the market, this book outlines a process for developing a marketing plan to launch a new offering. For established companies with existing portfolios of products, this book presents a structured approach to developing an action plan to manage their offerings and product lines. Whether it is applied to a small business seeking to formalize the planning process, a startup seeking venture capital financing, a fast growth company considering an initial public offering, or a large multinational corporation, the framework outlined in this book can help streamline the marketing planning process and translate it into an actionable strategic document that informs business decisions and helps avoid costly missteps.

**Strategic Marketing Planning** Karel Jan Alsem, 2023-11-01. This book provides a uniquely practical approach to strategic marketing planning. Combining a comprehensive overview of theory with practice, each chapter takes the reader step by step through the strategic marketing process. Beginning with situation analysis, it moves on to marketing strategy, targeting, and brand positioning, and finally details the overall implementation and creation of customer values. This second edition has been fully updated to integrate both sustainability and digitalization throughout the whole strategic planning process, covering analyzing consumer needs, setting goals, choosing a brand positioning, and marketing communication. Subjects such as big data, AI, online behavioral targeting, influencer marketing, and social media are explored, accompanied by plentiful examples. A unique feature is the full integration of sustainability within normal marketing, led by a new customer value model. Strategic Marketing Planning equips the reader with the necessary tools and techniques to develop and deliver a thorough and effective marketing strategy. With a broad range of international case studies that bring the theory to life, this well-renowned text is vital reading for undergraduate and postgraduate students of marketing management and strategic marketing. It should also be of interest to marketing practitioners who want a clear overview to aid them in the planning process. Support materials include PowerPoint slides.

*The research of Starbucks China marketing strategy* Bo Pang, Hochschule Anhalt Fachbereich Wirtschaft, 2011. [The Idea Behind the Starbucks Experience](#) Nadine Pahl, 2009-03-27. Research Paper, undergraduate, from the year 2008, in the subject Business economics, Operations Research, grade 1.0. University of Applied Sciences Berlin, course International Entrepreneurship, language English, abstract. 1971, when the Starbucks experience began, Starbucks was just a small coffee shop in Seattle, USA. Today, Starbucks, named after the first

mate in Herman Melville's *Moby Dick* is the world's leading retailer roaster and brand of specialty coffee with millions of customer visits per week at stores in North America Europe Middle East Latin America and the Pacific Rim Thus within not more than three decades Starbucks offering of distinctive blend of quality coffee neighbourly camaraderie and a unique coffeehouse culture combined with an aggressive growth strategy helped it to become the most famous specialty coffee shop chain in the world and a global company In 2007 it run more than 15 000 stores worldwide by employing more than 172 000 people But in the same year 2007 despite revenues of USD 9.4 billion Starbucks had to report a first ever decline in same store sales As early as the mid 1990s analysts had been predicting that Starbucks could not sustain such strong growth especially in same store sales For more than 10 years Starbucks had consistently beaten these expectations By 2007 however Starbucks unprecedented size combined with the uncertainty of the economy had placed the company in a new competitive game As a result in early 2008 Starbucks announced a series of initiatives to cope with the new challenges and to prepare for a successful future all of them based on renewing the focus on customer experience and slowing down expansion But what constitutes the Starbucks strategy that has been that successful in the past What were the main drives of the considerably growth of the Starbucks business And is the Starbucks strategy flexible enough to adapt to the current challenging market conditions After the introduction of the Starbucks business in terms of vision mission and history this assignment focuses on answering these questions by analysing Starbucks strategy and its key drivers of success in chapter 2 This analysis is done with the model of the strategic diamond that is introduced in the beginning of chapter 2 as working basis The assignment ends a comprehensive analysis of the challenges Starbucks is facing today and how it prepares to successful handle them

**How to Write a Marketing Plan** John Westwood, 2010-11-03 How to Write a Marketing Plan makes the task of writing a marketing plan much easier This practical step by step guide details how to formulate a workable and successful plan Fully updated and packed with exercises to help the reader produce sections of their own marketing plan this comprehensive workbook looks at all the essential stages including carrying out a marketing audit setting objectives and the strategies to achieve them devising budgets writing and implementing the plan How to Write a Marketing Plan is ideal as an individual study guide for group marketing planning exercises as well as being a useful resource for marketing courses

*Starbucks Business Case Study* Nihat Canak, 2006-11-28 Research Paper undergraduate from the year 2006 in the subject Business economics Offline Marketing and Online Marketing grade 1.0 Western Carolina University course Marketing Management Mature Consumers language English abstract Starbucks purchases and roasts high quality whole bean coffees and sells them along with fresh rich brewed coffees Italian style espresso beverages cold blended beverages a variety of complementary food items coffee related accessories and equipment a selection of premium teas and a line of compact discs primarily through company operated retail stores Starbucks also sells coffee and tea products and licenses its trademark through other channels and the company produces and sells bottled Frappuccino coffee drinks and Starbucks DoubleShot espresso drink

and a line of ice creams Concluding Starbucks is able to sell in some respects emotions and experiences This is basically what every marketing try to realize and to measure By providing a unique atmosphere the customers enjoy the time they spend in the stores The interior design and the smell of coffee are the most important aspects that support the company's store concept *Marketing Strategy Case Studies: The Starbucks Experience*, 2016 Key Topics Marketing Strategy Retailing Corporate Social Responsibility Globalisation Starbucks is the essential success story of the American capitalist dream From humble beginnings in 1971 as a Seattle coffee store it's become a multinational with over 21 000 outlets in 63 countries Its brand is universally known How did they do it Starbucks success owes a lot to the vision of its guiding light CEO Howard Schultz who preaches an almost evangelical brand of caring capitalism at the same time focusing relentlessly on the customer experience Acquisition brand stretching social media and new channel development have all played a part They put a lot of stress on caring for their staff and the in-store atmosphere They want customers to feel it's their Starbucks Good Citizen CEO Howard Schultz talks about creating a philosophically different business but is it really Critics point to low pay and scheduling pressures for staff tax avoidance and above all the pittance developing world farmers receive for the coffee beans

**How to Write a Marketing Plan** John Westwood, 2019-06-03 How to Write a Marketing Plan provides a step by step guide to creating a successful marketing plan from carrying out a marketing audit setting objectives and devising budgets to writing presenting and implementing the plan With content on producing mini plans and seizing new opportunities quickly it also contains the most current information on email marketing web usage mobile commerce and social media Fully updated for 2019 this 6th edition now features even more practical exercises useful templates and top tips to help you develop this all important business skill Including helpful chapter summaries and a detailed sample marketing plan How to Write a Marketing Plan is essential reading for anyone who wants to boost their product or business The Creating Success series of books Unlock vital skills power up your performance and get ahead with the bestselling Creating Success series Written by experts for new and aspiring managers and leaders this million selling collection of accessible and empowering guides will get you up to speed in no time Packed with clever thinking smart advice and the kind of winning techniques that really get results you'll make fast progress quickly reach your goals and create lasting success in your career

Comparison of Starbucks Internet Marketing Strategy in a Global Perspective [], 2020 *Powerpoint and Coffee* Michael Pollak, 2014-10 A wry look behind the scenes at the world of marketing in the food and drink industry How one man's career was founded on getting chocolate cheese and cider from boardroom to barcode Smile at Mike's experiences working with advertising agencies chuckle at his observations of office meetings and grin sympathetically as he gets to grips with new technology Now he admits what I always knew that most of his days at the office were spent EATING AND DRINKING Donna Pollak Wife fan and best friend I COULDN'T STOP LAUGHING Well Ok I exaggerate but it did make me chuckle Patrick Melton Wilson Advertising Legend THE FUNNIEST MARKETING book I've ever read Actually it's the only book about



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