

APPENDIX C Sample Marketing Plan

This sample marketing plan for a hypothetical company illustrates how the marketing planning process described in Chapter 2 might be implemented. If you are asked to create a marketing plan, this model may be a helpful guide, along with the concepts in Chapter 2.

1 The Executive Summary, one of the most frequently read components of a marketing plan, is a synopsis of the marketing plan. Although it does not provide detailed information, it does present an overview of the plan so readers can identify key issues pertaining to their roles in the planning and implementation processes. Although this is the first section in a marketing plan, it is usually written last.

2 The Environmental Analysis presents information regarding the organization's current situation with respect to the marketing environment, the current target market(s), and the firm's current marketing objectives and performance.

3 This section of the environmental analysis considers relevant external environmental forces such as competitive, economic, political, legal and regulatory, technological, and sociocultural forces.

Star Software, Inc. Marketing Plan

1 I. EXECUTIVE SUMMARY

Star Software, Inc., is a small, family-owned corporation in the first year of a transition from first-generation to second-generation leadership. Star Software sells custom-made calendar programs and related items to about 400 businesses, which use the software mainly for promotion. Star's 18 employees face scheduling challenges, as Star's business is highly seasonal, with its greatest demand during October, November, and December. In other months, the equipment and staff are sometimes idle. A major challenge facing Star Software is how to increase profits and make better use of its resources during the off-season.

An evaluation of the company's internal strengths and weaknesses and external opportunities and threats served as the foundation for this strategic analysis and marketing plan. The plan focuses on the company's growth strategy, suggesting ways in which it can build on existing customer relationships, and on the development of new products and/or services targeted to specific customer niches. Since Star Software markets a product used primarily as a promotional tool by its clients, it currently is considered a business-to-business marketer.

2 II. ENVIRONMENTAL ANALYSIS

Founded as a commercial printing company, Star Software, Inc., has evolved into a marketer of high-quality, custom-made calendar software and related business-to-business specialty items. In the mid-1960s, Bob McLemore purchased the company and, through his full-time commitment, turned it into a very successful family-run operation. In the near future, McLemore's 37-year-old son, Jonathan, will take over as Star Software's president and allow the elder McLemore to scale back his involvement.

3 A. The Marketing Environment

1. *Competitive forces.* The competition in the specialty advertising industry is very strong on a local and regional basis but somewhat weak nationally. Sales figures for the industry as a whole are difficult to obtain since very little business is conducted on a national scale.

The competition within the calendar industry is strong in the paper segment and weak in the software-based segment. Currently paper calendars hold a dominant market share of approximately 90 percent; however, the software-

The Marketing Plan How To Prepare And Implement It

Isbn 081447805

Malcolm McDonald, Hugh Wilson



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The Marketing Plan William Luther, 2011-03-09 The rules for creating a knock out marketing plan have completely changed With the advent of digital business strategies it may seem like you need to start from scratch In his trusted classic now completely updated to reflect the latest changes in digital marketing Bill Luther shows readers how to navigate this perilous landscape while staying true to your current marketing strategy and the tools that work best for your business With answers to important marketing questions in each chapter readers will identify their marketing objectives and deploy specific strategies for every stage of the marketing cycle from competitive and market analysis to planning budgeting brand development and management The up to the minute fourth edition of *The Marketing Plan* pairs case studies and examples from major brand successes of the last ten years with access to online software that aids in decision making pricing budget calculations and sales projections providing everything you need to produce an impressive and professional marketing plan

The Marketing Plan William M. Luther, 2001 No last year s marketing plan can t be recycled just one more time For most companies it s time to completely overhaul their plans throw out old assumptions and factor in the new realities of a rapidly changing marketplace Packed with recent case history thumbnails all new information on Internet marketing and a thorough updating throughout the third edition of *The Marketing Plan* outlines a comprehensive systematic approach that guarantees results This essential guide leads readers through every key stage including Analyzing a company s market competition business and customers Selecting profitable markets Isolating critical business strengths Developing a brand personality Creating a marketing plan Acting on the strategies Gathering feedback using measurable objectives and market research At the heart of the book is hard hitting information on how to use a full array of effective marketing tools including what if sales models pricing strategy advertising direct mail telemarketing trade shows merchandising coupons premiums sweepstakes shoppertainment public relations the Internet sales management and customer service Properly used these are tools that every company can use to dramatically increase sales and boost profits

The Marketing Plan William M. Luther, 1984 Packed with recent case history thumbnails all new information on Internet marketing and a thorough updating throughout the third edition of *The Marketing Plan* outlines a comprehensive systematic approach that guarantees results

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Marketing Planning Guide, Second Edition Robert E. Stevens, David L. Loudon, Bruce Wrenn, William E. Warren, 2021-11-18 This newly revised book presents systematic approaches to developing marketing plans for products services and other situations Philosophically sound and practically oriented Marketing Planning Guide Second Edition examines principles and their applications to provide a complete understanding of the marketing planning process All aspects of marketing planning including situation analysis objectives strategy control and implementation are thoroughly treated Worksheets at the end of each chapter guide you in creating your own plan once all the worksheets are completed you will have roughed out a complete marketing plan Marketing Planning Guide Second Edition is a valuable resource for the practitioner of marketing who is involved in the planning process and the student who is interested in learning more about what the marketing plan should contain and how to prepare it This book shows you how to analyze the market consumers the competition and opportunities develop strategy and marketing objectives make product place promotional and price decisions realize the financial impact of marketing strategies implement audit and control your marketing plan Changes for this second edition include more tables more and newer references and updated case studies to open each chapter The final chapter Marketing Plan Implementation is also all new The material in this book has been classroom tested for both readability and comprehension as well as usefulness in preparing a marketing plan as part of a course assignment The accompanying instructor's package to Marketing Planning Guide includes a helpful 150 page instructor's manual and over 175 slide transparencies The manual provides a detailed sample course syllabus along with a test bank featuring a multiple choice or true false test for each chapter along with an answer key The transparencies are prepared to reinforce the key points of each chapter and includes many charts figures and lists This helpful instructor's pack will save you time and will help make your course effective and thorough

The Marketing Plan Robert K. Skacel, 1989 **How to Write a**

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Marketing Planning Guide Bruce Wrenn, Phyllis M Mansfield, 2014-07-16 THE CLASSIC guide to develop a marketing plan completely updated The newly revised Marketing Planning Guide Third Edition is the step by step guide that gives you the tools to prepare an effective marketing plan for a company product or service With over 50 pages of updated material this classic textbook has the solid foundation of knowledge and philosophy of the previous editions while adding essential new information on Internet marketing business ethics and an illustrative sample business plan Worksheets at the end of each chapter guide you in creating your own plan once all the worksheets are completed you will have roughed out your own complete marketing plan The accompanying instructor's package includes a helpful manual a detailed sample course syllabus and a test bank featuring a multiple choice and true false questions for each chapter with answers This edition of the Marketing Planning Guide contains clear tables and diagrams is fully referenced and has updated examples for easy understanding of concepts It shows how to analyze the market consumers the competition and opportunities develop strategy and marketing objectives make product place promotional and price decisions realize the financial impact of marketing strategies implement audit and control your marketing plan And now the Marketing Planning Guide Third Edition is updated to include extensive information on Internet marketing new examples illustrating the process a complete sample marketing plan end of chapter worksheets providing step by step instructions Internet data sources This is the definitive book for marketing professionals who want to use a hands on approach for learning the planning process It will guide anyone through the steps of preparing an effective marketing plan

How to Write a Marketing Plan (Preliminary Edition) Jamille Palacios Rivera, 2018-12-31

Marketing Plans Malcolm McDonald, Hugh Wilson, 2011-03-21 Now in its 7th edition Marketing Plans is a highly renowned international bestseller The book has been thoroughly revised and every chapter has been carefully updated with special attention to the latest developments in marketing To accomplish this Professor Malcolm McDonald has been joined in this edition by Professor Hugh Wilson a leading expert on CRM and multichannel strategy as well as marketing planning Major changes to this edition include new chapters based on the very latest research on Planning for integrated marketing communications and digital marketing Developing multichannel strategy Developing the CRM plan Marketing effectiveness

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How to Write a Marketing Plan (First Edition)
Jamille Palacios Rivera, 2018-12-31 *Marketing Plans* Malcolm McDonald, 1984 **Developing, Implementing & Managing an Effective Marketing Plan** H. W. Goetsch, 1993

The only way to ensure a marketing plan that brings the results you want is to build it around the needs of your customers Hal Goetsch marketer of diverse products and services in the consumer business to business retail and not for profit sectors sends his message loud and clear through this first rate guide to the marketing planning process In *Developing Implementing and Managing An Effective Marketing Plan* Goetsch begins by describing the business imperative of the 1990s understand the fast changing demands of customers in the volatile and increasingly fragmented marketplace To keep ahead of change and win the battle for customers businesses must be marketing driven they must look at their products and services from the customer s viewpoint and place marketing as the priority in all business activities This book will help you build a customer oriented marketing plan that will serve as a catalyst in achieving your business objectives Hal Goetsch leads you through the four key steps critical to effective marketing examine perform a thorough analysis of the business environment and your marketing power within it plan set clear and focused business objectives and the marketing strategies that will steer you to success implement think beyond the planning process and put the plan to work in the marketplace control make sure your plan is flexible Monitor its effectiveness and adapt it to respond to changes in the business environment Thorough thoughtful and instructive this book will lead marketers

managers business owners and entrepreneurs along the path to growth and keep them on course **30 Minutes to Write
a Marketing Plan** John Westwood,1997-01-01 Part of a series of pocket guides aimed at enabling the reader to learn a new
skill in just 30 minutes this text presents a practical guide to the ins and outs of researching preparing and writing a
marketing plan *Marketing Plans* Malcolm McDonald,1984 *Marketing Plans* Malcolm H. B. Macdonald,1984

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