

Certified Marketing Manager VS-1098



Certified Marketing Manager

Certification Code VS-1098

Vskills certification for Marketing Manager assesses the candidate as per the company's need for marketing of products or services which are to be marketed for increased sales and profitability. The certification tests the candidates on various areas in marketing strategies, marketing plans, techniques and methods to connect with customers, methods to analyze consumer and business markets, identifying market segments, developing a brand and delivering value and applying e-commerce marketing strategies.

Why should one take this certification?

This Course is intended for professionals and graduates wanting to excel in their chosen areas. It is also well suited for those who are already working and would like to take certification for further career progression.

Earning Vskills Marketing Manager Certification can help candidate differentiate in today's competitive job market, broaden their employment opportunities by displaying their advanced skills, and result in higher earning potential.

Who will benefit from taking this certification?

Job seekers looking to find employment in Banks, Private companies, MNCs, Corporates, and marketing agencies or marketing departments of various companies, students generally wanting to improve their skill set and make their CV stronger and existing employees looking for a better role can prove their employers the value of their skills through this certification.

Test Details

Duration: 60 minutesNo. of questions: 50

• **Maximum marks:** 50, Passing marks: 25 (50%)

There is no negative marking in this module.

Fee Structure

Rs. 3,499/- (Excludes taxes)*

Companies that hire Vskills Certified Marketing Manager

Marketing Manager are in great demand. Companies specializing in marketing of products or services are constantly hiring skilled marketing managers. Various public and private companies also need marketing managers for their marketing departments.

^{*}Fees may change without prior notice, please refer http://www.vskills.in for updated fees

Table of Contents

1. Introduction To Marketing Management

- 1.1 Defining Marketing for the 21st Century
- 1.2 Core Concepts in Marketing
- 1.3 Marketing Environment
- 1.4 Company Orientation towards Market Place
- 1.5 The Holistic Marketing Concept
- 1.6 Difference between Sales & Marketing

2. Developing Marketing Strategies And Plans

- 2.1 Mission Statement
- 2.2 The Market
- 2.3 Competition Direct and indirect
- 2.4 Sample Marketing Plan Outline

3. Capturing Marketing Insights

- 3.1 Marketing Information Systems
- 3.2 Analysing the Macro environment
- 3.3 Marketing Research
- 3.4 Measuring Marketing Productivity
- 3.5 Forecasting and Demand Measurement
- 3.6 Marketing Mix Modelling

4. Connecting With Customers

- 4.1 Creating Customer Value, Satisfaction, and Loyalty
- 4.2 Maximizing Customer Lifetime Value
- 4.3 Cultivating Customer Relationships
- 4.4 Customer Database and Marketing

5. Analysing Consumer Markets

- 5.1 Factors influencing consumer behaviour
- 5.2 Major Psychological Processes
- 5.3 Buying Decision Process

6. Analysing Business Markets

- 6.1 Organisational Buying
- 6.2 Business Buying Decision Process
- **6.3 Procurement Process**
- 6.4 Managing B2B Customer Relationships

7. Identifying Market Segments And Targets

- 7.1 Levels of Market Segmentation
- 7.2 Approaches to Segmenting Markets
- 7.3 Market Targeting

8. Building Strong Brands

- 8.1 Measuring Sources of Brand Equity
- 8.2 Brand Image
- 8.3 Key Success Criteria
- 8.4 The Brand Value Chain

9. Developing A Brand Equity Measurement System

- 9.1 Brand Audit
- 9.2 Brand Equity Management System

10. Shaping The Market Offerings

- 10.1 Setting Product Strategy
- 10.2 Designing and Managing Services
- 10.3 Developing Pricing Strategies and Programs
- 10.4 The Business Name
- 10.5 Promotion
- 10.6 Customer service

11. Delivering Value

- 11.1 Designing and Managing Integrated Marketing Channels
- 11.2 Role of Marketing Channels
- 11.3 Analyzing Customers' Desired Service Output Levels
- 11.4 Identifying Major Channel Alternatives
- 11.5 Managing Retailing, Wholesaling, and Logistics
- 11.6 Channel Integration and Systems
- 11.7 The New Competition in Retailing
- 11.8 Legal and Ethical Issues in Channel Relations
- 11.9 The Value Chain
- 11.10 Value Delivery—Companies' Requirement

12. E-Commerce Marketing Practices

- 12.1 Pure-Click Companies
- 12.2 Brick-and-Click Companies
- 12.3 M-Commerce

13. Communicating Value

- 13.1 Integrated Marketing Communications
- 13.2 Managing Personal Communications
- 13.3 Word of Mouth
- 13.4 Personal Selling and Sales Force

Sample Questions

1. Marketers argue for a in which all functions work together to respond
to, serve, and satisfy the customer.
A. total quality
B. management-driven organization
C. collaboration model
D. customer orientation
 2. Companies who form a collect information on each customer's past transactions, demographics, psychographics, and media and distribution preferences. A. integrated network B. marketing network C. sales network D. holistic union
3 reflects the perceived tangible and intangible benefits and costs to
customers.
A. Satisfaction
B. Loyalty
C. Value
D. Expectations
4. Marketing evaluation and processes are necessary to understand the efficiency and effectiveness of marketing activities and how both could be improved.
A. analysis
B. feedback
C. control
D. consumer behavior
5 activities are the means by which firms attempt to inform, persuade, and remind consumers directly or indirectly about the brands they sell.
A. Consumer behavior
B. Marketing research
C. Market segmentation
D. Marketing communication
Answers: 1 (D), 2 (B), 3 (C), 4 (C), 5 (D)

Certifications

Accounting, Banking and Finance - Certified AML-KYC Compliance Officer

- Certified Business Accountant
 Certified Commercial Banker
 Certified Foreign Exchange Professional
- Certified GAAP Accounting Standards Professional
 Certified Financial Risk Management Professional
- Certified Merger and Acquisition Analyst
- Certified Tally 9.0 Professional
 Certified Treasury Market Professional
 Certified Wealth Manager

Big Data

- Certified Hadoop and Mapreduce Professional

▶ Cloud Computing

- Certified Cloud Computing Professional

DesignCertified Interior Designer

Digital Media

- Certified Social Media Marketing Professional
- Certified Inbound Marketing Professional
 Certified Digital Marketing Master

- Certified Export Import (Foreign Trade) Professional

> Health, Nutrition and Well Being

➤ Hospitality

— Certified Restaurant Team Member (Hospitality)

➤ Human Resources

- Certified HR Compensation Manager Certified HR Stafffing Manager
- Certified Human Resources Manager
- Certified Performance Appraisal Manager

Office Skills

- Certified Data Entry Operator
- Certified Office Administrator

Project Management
 Certified Project Management Professional

Real Estate

- Certified Real Estate Consultant

MarketingCertified Marketing Manager

Quality

- Certified Six Sigma Green Belt Professional
- Certified Six Sigma Black Belt Professional
 Certified TQM Professional

Logistics & Supply Chain Management

- Certified International Logistics Professional Certified Logistics & SCM Professional
- Certified Purchase Manager
- Certified Supply Chain Management Professional

- ➤ Legal

 Certified IPR & Legal Manager
- Certified Labour Law Analyst
 Certified Business Law Analyst
 Certified Corporate Law Analyst

➤ Information Technology

- Certified ASP.NET Programmer
 Certified Basic Network Support Professional
- Certified Business Intelligence Professional
- Certified Core Java Developer
 Certified E-commerce Professional
 Certified IT Support Professional
- Certified PHP Professional
 Certified Selenium Professional
 Certified SEO Professional
- Certified Software Quality Assurance Professional

➤ Mobile Application Development — Certified Android Apps Developer

- Certified iPhone Apps Developer

Security

- Certified Ethical Hacking and Security Professional
 Certified Network Security Professional

Management

- Certified Corporate Goverance Professional
 Certified Corporate Social Responsibility Professional

- Certified Business Communication Specialist
- Certified Public Relations Officer

Media

- Certified Advertising Manager
- Certified Advertising Sales Professional

> Sales, BPO

- Certified Sales Manager
- Certified Telesales Executive

& many more job related certifications

Contact us at:

Vskills

011-473 44 723 or info@vskills.in

www.vskills.com