

Certified Marketing Planning Manager VS-1187



Vskills Brochure



Certified Marketing Planning Manager

Certification Code VS-1187

Vskills certification for Marketing Planning Manager assesses the candidate as per the company's need for marketing or sales. The certification tests the candidates on various areas in marketing audit, environmental analysis, segmentation, targeting, position, marketing strategies, SWOT, pricing, distribution, communication, implementation, ethics and digital marketing.

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 Planning 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 marketing or sales 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 Marketing Planning Manager

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

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

Table of Contents

1. Marketing Plan

- 1.1 Introduction
- 1.2 Marketing Plan Aims and Objectives
- 1.3 Content of the Marketing Plan
- 1.4 Progress Measurement
- 1.5 Performance Analysis
- 1.6 Marketing Plans Usage
- 1.7 Marketing Planning Process

2. Marketing Audit

- 2.1 Introduction
- 2.2 The Marketing Audit Procedure
- 2.3 The Marketing Environment
- 2.4 Organisational Audit
- 2.5 Environmental Auditing
- 2.6 Innovation Audit
- 2.7 Auditing Tools

3. Environmental Analysis

- 3.1 PEST
- 3.2 Anticipating Changes in the Law
- 3.3 Economic Factors
- 3.4 International Factors
- 3.5 Social Factors
- 3.6 Technological Factors
- 3.7 Competitive Intelligence

4. Segment-Target-Position

- 4.1 Segmentation
- 4.2 Targeting
- 4.3 Positioning
- 4.4 Branding

5. Marketing Strategies

- 5.1 Strategic Intent
- 5.2 Ansoff's Product/Market Matrix
- 5.3 The Boston Matrix
- 5.4 Bowman's Strategy Clock
- 5.5 Generic Strategies Michael Porter (1980)
- 5.6 The danger of Being 'Stuck in the Middle'
- 5.7 Marketing Control
- 5.8 Internal Marketing
- 5.9 The Balanced Scorecard

- 5.10 Gap Analysis
- 5.11 KPI

6. SWOT Analysis

- 6.1 Bringing the SWOT Elements Together
- 6.2 SWOT Analysis Exercise
- 6.3 The Marketing SWOT

7. Products and Markets

- 7.1 Market Development
- 7.2 Related Diversification
- 7.3 Unrelated Diversification
- 7.4 New Product Development

8. Test Marketing

- 8.1 Test Marketing
- 8.2 Other Forms of Experimentation
- 8.3 Innovation

9. Pricing policy

- 9.1 Pricing Decisions
- 9.2 Pricing Approaches
- 9.3 Pricing and Market Share
- 9.4 Pricing Strategies
- 9.5 Price Adjustment Strategies

10. Distribution

- 10.1 Choosing the Distribution Channel
- 10.2 Evaluating Current Distribution Channels

11. Communication Mix

- 11.1 Marketing Communications
- 11.2 Media Planning and Cost

12. Sales Promotions

- 12.1 The Role of Sales Promotion
- 12.2 Sales Promotion Objectives
- 12.3 Consumer Sales Promotion Techniques

13. Implementation of Marketing Plans

- 13.1 Marketing Implementation
- 13.2 Marketing Action Plan
- 13.3 The Marketing Plan Outline
- 13.4 Market Segmentation
- 13.5 Market Overview

- 13.6 Competitive Overview:
- 13.7 Writing SWOT
- 13.8 Goals and Objectives
- 13.9 Strategies
- 13.10 Marketing Mix Strategy
- 13.11 Place Strategy
- 13.12 Scheduling
- 13.13 Budgeting
- 13.14 Assignment and Implementation
- 13.15 Tracking Procedures

14. Ethics

- 14.1 What is Ethics?
- 14.2 Individual Characteristics
- 14.3 Organizational and Industry Factors
- 14.4 Ethical Dilemmas
- 14.5 Managing Ethics
- 14.6 Ethics Committee
- 14.7 Commodities Act, 1955 Corporate Culture and Ethical Climate
- 14.8 Improving Ethical Decision Making

15. Marketing Ethics

- 15.1 What are Ethical Issues in Marketing?
- 15.2 Consumerism
- 15.3 Environmentalism
- 15.4 Pricing Ethics
- 15.5 Higher Prices Factors
- 15.6 Distribution Ethics
- 15.7 Promotion Ethics
- 15.8 Deceptive Advertising

16. Socially Responsible Marketing

16.1 Enlightened Marketing

17. Digital Marketing

- 17.1 Introduction
- 17.2 E-Commerce
- 17.3 Search Engine Optimization
- 17.4 Social Media
- 17.5 Behavioral Targeting
- 17.6 Email Marketing
- 17.7 Customer Relationship Management

Sample Questions

1. The direct channel has this limitation.
A. market exploitation B. control C. communication
D. cost
2. Which mode of transportation is considered to be the least expensive? A. Water B. Road C. Rail D. Pipeline
3. All those factors particular to a time and place that do not follow from knowledge of the stable attributes of the consumer and the stimulus and that have an effect on current behavior are known as
A. situational influence B. motivators
C. consumption triggers D. consumption influencers
4. Which of the following also includes a situation-specific component? A. personality B. self-concept
C. involvement D. demographics
5. Most producers use to bring their products to market. A. detailers B. intermediaries C. expeditors
C. expediters D. agents
Answers: 1 (D), 2 (A), 3 (A), 4 (C), 5 (B)

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