

FUNDAMENTOS DE COMERCIALIZACIÓN

TENSA 1: LA DIMENSIÓN DEL MARKETING

El marketing se ocupa de la gestión de relaciones rentables con los clientes, así mismo, se encarga de atraer a nuevos clientes a través de una ventaja competitiva superior a la de la competencia y de conservar y mantener a los clientes habituales mediante la satisfacción. Entonces, el marketing es el proceso mediante el cual las empresas crean valor para los clientes y establecen relaciones sólidas con ellos, obteniendo a cambio el valor de los clientes; es decir, busca la satisfacción de estos, y no es ventas y publicidad.

El marketing sigue un proceso que consta de 5 partes: entender al mercado y las necesidades de los clientes, diseñar una estrategia de marketing impulsada por el cliente, elaborar un programa de marketing, crear relaciones rentables y satisfactorias para el cliente, y, tras todo esto, captar clientes para obtener su lealtad y ventas para la empresa.

1. Entender al mercado y las necesidades de los clientes

Los conceptos centrales que relacionan al cliente y al mercado son: necesidades, deseos y demandas, ofertas de mercado, valor y satisfacción, y mercados.

a) Necesidades, deseos y demandas.

El marketing identifica las necesidades, que son estados de privación percibida y son físicas, sociales o individuales. A su vez, canaliza los deseos, que son formas que adoptan las necesidades humanas al ser conformadas por la cultura y la personalidad individual. Y por último, estimula la demanda, es decir, deseos respaldados por la capacidad adquisitiva.

b) Ofertas del mercado: productos, servicios y experiencias.

Las necesidades y deseos de los consumidores se satisfacen mediante una oferta de mercado: una combinación de productos, servicios, información o experiencias ofrecidos a un mercado para satisfacer una necesidad o un deseo. Aquí hallamos la miopía de marketing, que nos dice que las empresas prestan más atención al producto que ofrecen que a los beneficios o experiencias generados por ellos.

c) Valor y satisfacción del cliente.

Los clientes toman decisiones de compra de acuerdo con las expectativas que se forman sobre el valor y la satisfacción que las distintas ofertas de mercado les proporcionan. Por ello, los responsables del marketing tienen que cuidar el nivel correcto de las expectativas.

d) Mercados.

Un mercado es un conjunto de compradores reales y potenciales de un producto. Estos compradores comparten una necesidad o deseo determinado que pueden satisfacer mediante una relación de intercambio.

La función de marketing consiste en obtener y conservar las relaciones de intercambio con un público objetivo.

Fundamentos De Comercializacion Internac

J Elliott



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