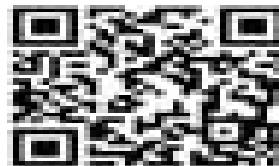


Marketing Strategy of Micromax



MARKETING STRATEGY AND MANAGEMENT OF MICROMAX CANVAS 2 A110

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INTRODUCTION

1. The mobile phone market in India is worth 130 million handsets annually. While the big players like Nokia, Samsung, Motorola and SonyEricsson make up for 70% share, the market ... Show more content on HelpWriting.net ...

PORTER'S FIVE FORCE MODEL

12. The framework of Porter's five force model can be utilized for industry analysis and business strategy. Following inferences can be brought out. (a) Bargaining power of the supplier is poor. (b) Bargaining power of the buyer is higher. (c) Threats of new entrants is very high. (Zen, I ball, Zync, Karbonn, Lemon) (d) Large no of substitutes available. (e) Major business rivals are Nokia, Samsung, LG, Sony Ericsson and Motorola.

INTEGRATED MARKETING COMMUNICATION TOOLS

13. Integrated Marketing Communication (IMC) tools Advertising is the one of the biggest tool to development of integrated marketing communication. Micromax uses IMC tools to promote the product and build the strong image of the brand in the consumers mind. Integrated Marketing Communication (IMC) is the practice of unifying all marketing communication tools so to send a consistent persuasive message promoting company goals.

With a 360 degree advertising and marketing strategy sketched out, the company has an optimistic outlook for the telecom consumer space. Currently present in more than 40,000 stores across the country, the company plans to have an aggressive market incursion to reach out to its customers through 70,000 operational stores in the coming year

The following tools of IMC are being used by Micromax: (a) Events and experiences

For marketing of its products the company is riding on two enduring Indian obsessions sports and films to

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Research on Advanced Data Mining Techniques and Applications for Business Intelligence Trivedi, Shrawan Kumar, Dey, Shubhamoy, Kumar, Anil, Panda, Tapan Kumar, 2017-02-14 The development of business intelligence has enhanced the visualization of data to inform and facilitate business management and strategizing By implementing effective data driven techniques this allows for advance reporting tools to cater to company specific issues and challenges The Handbook of Research on Advanced Data Mining Techniques and Applications for Business Intelligence is a key resource on the latest advancements in business applications and the use of mining software solutions to achieve optimal decision making and risk management results Highlighting innovative studies on data warehousing business activity monitoring and text mining this publication is an ideal reference source for research scholars management faculty and practitioners

Research Report Canadian Agricultural Services Coordinating Committee. Expert Committee on Weeds. Eastern Section, 1980 **Indian Business Case Studies Volume V** Roopa Praveen, Dilip Aher, Nilesh Anute, 2022-06-20 It has been decades since many business schools outside India adopted the case study methodology for teaching almost all branches of management studies This trend has been seen in India too where top management institutes have implemented the case study based methodology as an important pedagogical tool in business education The major issue in India however is a severe shortage of Indian case studies through which business schools can provide industry insights to students This volume fills that gap It has twenty Indian cases related to different aspects of business management The cases cover some of the prominent disciplines of management like marketing finance human resource management strategy management operations management accounting and mergers and acquisitions These cases best serve the purpose of adoption of case methodology in classroom teaching or online lecture sessions for the faculty and students of business management Research Report Series, 1993 **Computational Linguistics and Intelligent Text Processing** Alexander Gelbukh, 2015-04-09 The two volumes LNCS 9041 and 9042 constitute the proceedings of the 16th International Conference on Computational Linguistics

and Intelligent Text Processing CICLing 2015 held in Cairo Egypt in April 2015 The total of 95 full papers presented was carefully reviewed and selected from 329 submissions They were organized in topical sections on grammar formalisms and lexical resources morphology and chunking syntax and parsing anaphora resolution and word sense disambiguation semantics and dialogue machine translation and multilingualism sentiment analysis and emotion detection opinion mining and social network analysis natural language generation and text summarization information retrieval question answering and information extraction text classification speech processing and applications Scientific and Technical Aerospace Reports ,1983 Lists citations with abstracts for aerospace related reports obtained from world wide sources and announces documents that have recently been entered into the NASA Scientific and Technical Information Database Southern Nurserymen's Association Research Conference, Annual Report Southern Nurserymen's Association,2001 Anniversary Feature Papers Steven Y. Liang,2021-04-15 The Journal of Manufacturing and Materials Processing JMMP aims to provide an international forum for the documentation and dissemination of recent original and significant research studies in the analysis of processes equipment systems and materials related to material heat treatment solidification deformation addition removal welding and accretion for the industrial fabrication and production of parts components and products The JMMP was established in 2017 and has published more than 300 contributions It has been listed in the ESCI Inspec IET and Scopus Elsevier In celebration of the anniversary of the JMMP the Editorial Office has put together this Special Issue which includes several representative papers that reflect the vibrant growth and dynamic trend of research in this field **Bibliography of Scientific and Industrial Reports** ,1948 Catalogue of Title-entries of Books and Other Articles Entered in the Office of the Librarian of Congress, at Washington, Under the Copyright Law ... Wherein the Copyright Has Been Completed by the Deposit of Two Copies in the Office Library of Congress. Copyright Office,1940 *Research and Development Work Directed Toward a Tissue-equivalent Ionization Chamber* D. K. Keel,S. Kaganoff,C. H. Mayhew,H. G. Norlin,1953

Research Report - Mississippi Agricultural & Forestry Experiment Station Mississippi Agricultural and Forestry Experiment Station,1989 *A Bouquet of Business Case Studies* Prof J.A.Kulkarni Associate Professor ASM Group Of Institutes PuneDr. Sandeep Pachpande Chairman ASM Group of Institutes,Prof. J.A.Kulkarni Associate Professor ASM.,2020-12-15 Business Case Studies and Their Relevance to Management Education Many B schools outside India have adopted the case study methodology for teaching almost in all branches of management studies This trend has been seen in India also many premier B schools have implemented case study based methodology as an important pedagogical tool in management education However there is a severe shortage in Indian case studies through which the B schools can provide an industry insight to its students Objectives of use of case study methodology The main objectives of using case based teaching as a major pedagogical tool in B schools are as follows 1 To facilitate students concept development capabilities through exposure to real life problems in Industries 2 To enable students to correlate theoretical topics with the techniques

used in analysing complex issues in business situations 3 To develop skills using which students can develop application matrix for the theoretical topics for real life problem analysis and resolution techniques The present environment The academic environment across the world to is facing a major disruption on account the global pandemic COVID 19 compelling switching over to online blended versions of teaching and learning process The main drivers will be use of tools such as case methodology and simulation exercises for ensuring experiential learning ASMs Initiative Realizing this requirement ASM Group with nearly 250 business Case Studies developed by its faculty takes pleasure in offering these cases by publishing in case volumes The case studies in this book are appropriate for the courses in management studies ASM group of Institutes is certain that this book A Bouquet of Business Case Studies published by Become Shakespeare com will receive excellent response from the faculty students and industry executives in India and abroad **Eleventh Report, National Spray Model and Application Technology Working Group Meeting** Patricia J. Skyler,2001 **Research Report - North Central Weed Control Conference** ,1983 **Publications** Leeds and Northrup Company,1927

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