

Unit 10:

Market Research in Business

Unit code:

H2502B423

QCF Level 3:

BTEC National

Credit value:

10

Guided learning hours: 60

■ Aim and purpose

The aim of this unit is to enable learners to demonstrate an understanding of the fundamental concepts that underpin why business subject area about their market (how they collect and present), analysis (how to use it to support marketing theories).

■ Unit Introduction

It is generally accepted that having the appropriate information is the foundation of a good business. It is one of the most important information is, therefore, the base of good marketing decisions. The study to collect information and data about the business environment, markets and customers has been revolutionised by technological advances. The major research challenge today is not to find the best information amongst a large amount of data, rather than trying to make less, as was the case in the past.

Market research is used as a vital piece of evidence to evaluate and the effectiveness of marketing activities, advertising, markets, to support the creation of a product, marketing campaigns and the general business environment. The means that the process tends to be continuous at all the levels - departments and through the company.

With an overall knowledge of the most used and popular marketing research will be developed. They will learn about the most research methods used to collect data and how to choose on the most appropriate method for a given situation. They will also use this research organisations' objectives and the importance that business organisations have. Learners will also learn how this is analysed, interpreted and presented so that the research objectives are met. Learners will have the opportunity to plan and carry out some simple market research projects and to then present their findings.

■ Learning outcomes

On completion of this unit a learner should:

- 1. Understand the main types of market research used to make marketing decisions
- 2. Be able to plan research
- 3. Be able to carry out research
- 4. Be able to present research findings

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DIGITAL MARKETING ESSENTIALS A Practical Guide for Modern Marketers Dr. Soni Kumari, The digital era has revolutionized how businesses connect communicate and create value for their customers Marketing once confined to print radio and television has undergone a profound transformation with the advent of the internet and social media Today the marketer s toolkit is redefined by data analytics search engine optimization social media engagement and automation tools that make interactions faster smarter and measurable Digital Marketing Essentials A Practical Guide for Modern Marketers has been conceptualized and designed to serve as a comprehensive academic and practical reference for learners educators and professionals navigating this dynamic digital landscape This book systematically explores the foundations and applications of digital marketing through a structured learner centric approach It covers essential areas such as Search Engine Optimization SEO Search Engine Marketing SEM Social Media Marketing Content Strategy Email Campaigns and Digital Analytics supported by real world case studies visual frameworks and actionable insights Each unit aims to bridge the gap between theory and practice ensuring that readers not only understand digital concepts but can also apply them effectively in professional scenarios In developing this work the emphasis has been placed on clarity relevance and applicability The chapters are aligned with the evolving academic curriculum and industry expectations integrating conceptual understanding with hands on tools used by modern marketers The inclusion of Check Your Progress sections practical examples and curated references further enhances the reader s engagement and comprehension The author extends heartfelt gratitude to colleagues mentors students and professionals who contributed their insights and feedback during the development of this book Their encouragement and critical perspectives have played a vital role in refining the content Special thanks are due to the Institute of Management Studies Ranchi University for fostering an environment that promotes academic excellence and innovation It is hoped that this book will serve as a valuable guide for students educators and marketing practitioners seeking to master the evolving dimensions of digital marketing In a world where technology continues to reshape communication and commerce the knowledge contained within these pages aspires to equip readers with both the strategic thinking and practical skills necessary to thrive as future ready marketers Dr Soni Kumari Assistant Professor Institute of Management Studies Ranchi University

Resources in Education ,1995 *CMA Review* ,2005
University of Texas Bulletin ,1927 *Sales Management* George David Hughes,Daryl McKee,Charles H. Singler,1999
Taking a practical goal oriented approach to teaching sales management skills and concepts this text uses the steps along the typical career path of the sales manager from field representative to upper management *The Evening Sessions* University of Toledo,1921 *Organizing Self-employment Programs* Eric L. Rinehart,Melissa Lamb,1987 **Catalogue of the University of Texas** University of Texas,1927 *Register* University of California, Berkeley,1927 **The Market Study of Foodservice Technology** ,2003 *Agricultural Index* ,1927 **Small Business Management** David R. Stokes,1992

Publications Washington University (Saint Louis, Mo.),1963 **Farm Implement News** ,1926 News - National
Live Stock Producers Association National Live Stock Producers Association,1924 **Ohio Curriculum Materials, 1987**
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