

# Integrated Marketing Communication



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## **Short Description**

**M D U UNIVERSITY Integrated Marketing Communication**





## **Description**

**Integrated Marketing Communication SOLVED PAPERS AND GUESS**

**Product Details: M D U UNIVERSITY Integrated Marketing Communication**

**Format: BOOK**

**Pub. Date: NEW EDITION APPLICABLE FOR Current EXAM**

**Publisher: MEHTA SOLUTIONS**

**Edition Description: 2021-22**

**RATING OF BOOK: EXCELLENT**

## ABOUT THE BOOK

### FROM THE PUBLISHER

If you find yourself getting fed up and frustrated with other **M D U UNIVERSITY** book solutions now mehta solutions brings top solutions for **M D U UNIVERSITY Integrated Marketing Communication REPORT book** contains previous year solved papers plus faculty important questions and answers specially for **M D U UNIVERSITY**. questions and answers are specially design specially for **M D U UNIVERSITY** students .

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Integrated Marketing Communication

UNIT-I

Introduction – Concept of marketing communication, marketing communication mix, factor affecting marketing communication mix, drivers of integrated marketing mix; models of marketing communication – Blade Box Model, AIDAS model, Lavidge Steiner model, DAGMAR model, PCB model; marketing communication planning process

UNIT-II

Managing the Marketing Communication Process – Analysis of promotional opportunities, concepts of segmentation and target marketing, promotional strategy of formulation and competitive positioning, determination of promotional objectives, deciding promotional appropriation, integrating marketing communication programme, commissioning and contracting external resources

UNIT-III

Advertising and Media Planning – Advertising plan, creative strategy, advertising appeal, creative formats, stages of creative strategy – idea generation, copy writing, layout, copy testing and diagnosis; media planning –

traditional and contemporary media; media objectives – reach, frequency, cost etc.; media strategy; media scheduling; media planning models; key issues in advertising – comparative advertising, web advertising; advertising agency – functions and types, outdoor advertising  
UNIT-IV  
Wider Issues and Dimensions – Sales promotions, personal selling, direct marketing, public relations, publicity and corporate advertising, unconventional promotional media, marketing communication budgeting, measuring promotional performance, global marketing communication, legal and ethical issues in integrated marketing communication

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