

Advanced Strategies in Marketing & Research

Amman (Jordan)

19 - 23 October 2025

UK Training

PARTNER



Advanced Strategies in Marketing & Research

Code: CC28 From: 19 - 23 October 2025 City: Amman (Jordan) Fees: 3300 Pound

Introduction

In today's competitive environment, where economic pressures are mounting and markets are becoming increasingly complex, mastering advanced marketing strategies is critical for success. The Certified Marketing Professional training course equips you with essential marketing concepts and strategies to help you drive demand for your products and services. This course covers traditional marketing topics such as marketing planning, marketing audits, marketing communications, and market research, making it an ideal fit for professionals who wish to explore the marketing field or refresh their existing knowledge.

This course is designed to help you understand and apply advanced marketing strategies and market research techniques, which are essential in creating sustainable competitive advantages. Whether you're new to marketing or looking to enhance your skills, this program offers practical knowledge and tools to excel in a rapidly evolving market landscape.

Course Objectives

- Define the marketing framework for a business organization.
- Conduct marketing audits and analyses to better understand the micro and macro environments.
- Integrate best practices, tools, and models to implement an effective marketing and sales management system.
- Develop strategies, initiatives, and programs to build and sustain a competitive market advantage.
- Apply advanced marketing strategies and market research techniques to enhance organizational results.
- Implement marketing planning and execution to drive growth and success within the organization.

Course Outlines

Day 1: Marketing Management

- Setting the scene: The Marketing Mix: Understanding the 4Ps of Marketing Product, Price, Place, Promotion.
- Marketing Audit and Planning:
 - Understanding the marketing environment through PESTLE and SWOT analysis.
 - Porter's Five Forces Model for competitive analysis.
 - Conducting customer analysis and competitive analysis.
 - Performing a marketing audit and preparing a comprehensive marketing plan.

Day 2: Market Segmentation, Targeting, and Positioning

- Market Segmentation: Definition, criteria for effective segmentation, and techniques for B2C and B2B markets.

A graphic of a chessboard with several chess pieces (a king, a queen, a rook, and a pawn) in the foreground. The text 'UK Training PARTNER' is overlaid on the image.

UK Training
PARTNER

- Targeting: Methods to identify the best target markets.
- Positioning: Steps to create a strong market position and differentiating your product in the market.

Day 3: Marketing Communication and Campaigns

- The Communication Process: Understanding the key elements of marketing communication.
- Creating Promotional Campaigns: How to set clear objectives and tasks for your promotional campaigns.
- Applying the AIDA concept Attention, Interest, Desire, Action in your campaigns.
- Setting advertising budgets and selecting the right media.
- Evaluating promotional campaigns: Measuring the effectiveness and impact of campaigns.

Day 4: The Product Life Cycle PLC: A Strategic Approach

- Understanding the Product Life Cycle PLC concept.
- Developing tailored marketing strategies for each stage of the PLC.
- Utilizing push and pull strategies effectively.
- Managing the promotion mix and setting marketing objectives aligned with the PLC stages.

Day 5: Marketing Research

- Defining Marketing Research: Understanding the role and importance of research in making informed marketing decisions.
- The marketing research process: Steps from defining the problem to analyzing data.
- Secondary vs. Primary Data: How to collect and use both types of data.
- Designing effective questionnaires for gathering data.
- Market Research Techniques: Exploring qualitative and quantitative research methods.

Why Attend this Course: Wins & Losses!

Attending the Advanced Strategies in Marketing & Research course will empower you to build effective and data-driven marketing strategies that yield real-world results. Whether you're interested in exploring advanced digital marketing strategies or learning market research techniques, this course provides you with a strong foundation in both traditional and modern marketing tactics.

Benefits of attending this course include:

- Mastering advanced marketing strategies such as market development strategies and strategic marketing.
- Learning how to implement market research methods and techniques that can provide actionable insights.
- Gaining the ability to conduct thorough market analysis and use insights to build competitive advantages.
- Learning the best practices in market segmentation, targeting, and positioning, which are crucial for building effective marketing campaigns.
- Developing the skills to lead successful marketing campaigns using AIDA, media scheduling, and budget management.

By applying these strategies, you will be able to drive demand, enhance brand positioning, and improve marketing performance, giving your organization a competitive edge.

Conclusion

A graphic of a chessboard with several chess pieces. A large gold king piece is in the foreground, with a silver pawn and a silver knight behind it. In the background, there are concentric circles and the text 'UK Training PARTNER' in a bold, sans-serif font.

UK Training
PARTNER



The Advanced Strategies in Marketing & Research course is your gateway to mastering the complexities of the modern marketing world. Whether you're looking to refine your skills in market research techniques, learn about strategic marketing courses, or understand how to implement a market development strategy, this course will equip you with the tools and knowledge you need to succeed.

Don't miss out on the opportunity to become a marketing expert with advanced skills in market research and strategic planning. Join this course and start building your competitive advantage today!

A graphic of a chessboard with several chess pieces (a king, a queen, and a pawn) in gold and silver, set against a background of concentric circles.

UK Training
PARTNER

Head Office: +44 7480 775 526
Email: Sales@blackbird-training.com
Website: www.blackbird-training.com

Blackbird Training Cities

Europe



Malaga (Spain)



Sarajevo (Bosnia and Herzegovina)



Oporto (Portugal)



Glasgow (Scotland)



Edinburgh (UK)



Oslo (Norway)



Annecy (France)



Bordeaux (France)



Copenhagen (Denmark)



Birmingham (UK)



Lyon (France)



Moscow (Russia)



Stockholm (Sweden)



Podgorica (Montenegro)



Batumi (Georgia)



Salzburg (Austria)



London (UK)



Istanbul (Turkey)



Amsterdam



Düsseldorf (Germany)



Paris (France)



Athens (Greece)



Barcelona (Spain)



Munich (Germany)



Geneva (Switzerland)



Prague (Czech)



Vienna (Austria)



Rome (Italy)



Brussels (Belgium)



Madrid (Spain)



Berlin (Germany)



Lisbon (Portugal)



Zurich (Switzerland)



Manchester (UK)



Milan (Italy)



Blackbird Training Cities

USA & Canada



Los Angeles (USA)



Orlando, Florida (USA)



Online



Phoenix, Arizona (USA)



Houston, Texas (USA)



Boston, MA (USA)



Washington (USA)



Miami, Florida (USA)



New York City (USA)



Seattle, Washington (USA)



Washington DC (USA)



In House



Jersey, New Jersey (USA)



Toronto (Canada)

ASIA



Baku (Azerbaijan)
(Thailand)



Maldives (Maldives)



Doha (Qatar)



Manila (Philippines)



Bali (Indonesia)



Bangkok



Beijing (China)



Singapore (Singapore)



Sydney



Tokyo (Japan)



Jeddah (KSA)



Riyadh (KSA)



Melbourne (Australia)
Korea



Phuket (Thailand)



Dubai (UAE)



Kuala Lumpur (Malaysia)



Kuwait City (Kuwait)



Seoul (South)



Pulau Ujong (Singapore)



Irbid (Jordan)



Jakarta (Indonesia)



Amman (Jordan)



Beirut

UK Training
PARTNER

Blackbird Training Cities

AFRICA



Kigali (Rwanda)



Cape Town (South Africa)



Accra (Ghana)



Lagos (Nigeria)



Marrakesh (Morocco)



Nairobi (Kenya)



Zanzibar (Tanzania)



Tangier (Morocco)



Cairo (Egypt)



Sharm El-Sheikh (Egypt)



Casablanca (Morocco)



Tunis (Tunisia)



Blackbird Training Clients

 MANNAI CORPORATION MANNAI Trading Company WLL, Qatar	 GAC UNE FILIALE D' EGA Alumina Corporation Guinea	 Booking.com Booking.com Netherlands	 OXFAM Oxfam GB International Organization, Yemen	 Capital Markets Authority Kuwait
 Waltersmith Waltersmith Petroman Oil Limited Nigeria	 QNB Qatar National Bank (QNB), Qatar	 Qatar Foundation Qatar	 AFRICAN UNION ADVISORY BOARD ON CORRUPTION Tanzania	 KFAS Kuwait Foundation for the Advancement of Sciences KFAS Kuwait
 Reserve Bank of Malawi Malawi	 Central Bank of Nigeria Nigeria	 Ministry of Interior Kingdom of Saudi Arabia Ministry of Interior, KSA	 Mabruk Oil Company Libya	 Saudi Electricity Company KSA
 BPKH Badan Pengelola Keuangan Haji BADAN PENGELOLA KEUANGAN Haji, Indonesia	 NATO Italy Italy	 ENI ENI CORPORATE UNIVERSITY, Italy	 GULF BANK Gulf Bank Kuwait	 General Organization for Social Insurance KSA
 Defence Space Administration Nigeria	 National Industries Group (Holding) Kuwait	 Hamad Medical Corporation Qatar	 USAID Pakistan	 STC STC Solutions, KSA
 North Oil Company North Oil company,	 EKO Electricity EKO Electricity	 OMAN BROADBAND Oman Broadband	 UNITED NATIONS UN.	 Authority for Electricity Regulation, Oman Authority for

UK Training
PARTNER

Blackbird Training Categories

Management & Admin

Entertainment & Leisure
Professional Skills
Finance, Accounting, Budgeting
Media & Public Relations
Project Management
Human Resources
Audit & Quality Assurance
Marketing, Sales, Customer Service
Secretary & Admin
Supply Chain & Logistics
Management & Leadership
Agile and Elevation

Technical Courses

Artificial Intelligence (AI)
Hospital Management
Public Sector
Special Workshops
Oil & Gas Engineering
Telecom Engineering
IT & IT Engineering
Health & Safety
Law and Contract Management
Customs & Safety
Aviation
C-Suite Training



 International House 185 Tower Bridge
Road London SE1 2UF United Kingdom

 +44 7401 1773 35
+44 7480 775526

 Sales@blackbird-training.com

 www.blackbird-training.com

UK Training
PARTNER

