

Importancia de la investigación de mercados en las organizaciones

La importancia de la investigación de mercado se encuentra en que esta es una guía que ayudará a la toma de decisiones dentro de las organizaciones, brindando información sobre el mercado, competidores, productos, marketing y clientes.

Una investigación de mercados ayuda a conocer las intenciones de compra de los consumidores, así como ofrece una retroalimentación acerca del crecimiento del mercado al que la organización pertenece.

Mediante la investigación de mercado se puede descubrir información que servirá para estimar los precios de un producto o servicio y encontrar un punto de equilibrio que beneficie a la empresa y a los consumidores.

Proceso de toma de decisiones en mercadotecnia

Toma de decisiones

Se define la toma de decisiones como un proceso cognitivo en el que se realiza una elección entre posibles alternativas, incluso cuando se trate solo de una alternativa posible hay otra potencial: "la inacción", el no actuar. Por ejemplo, ante una amenaza donde la única alternativa para salvar la vida es huir, hay quien podría paralizarse, de ahí que la decisión debe estar dominada por la racionalidad. Los animales también toman decisiones solo que no lo hacen racionalmente, siguen su instinto, su impulso. En el ser humano es distinto, la decisión va a satisfacer una demanda inmediata, pero va más allá, hacia el futuro.

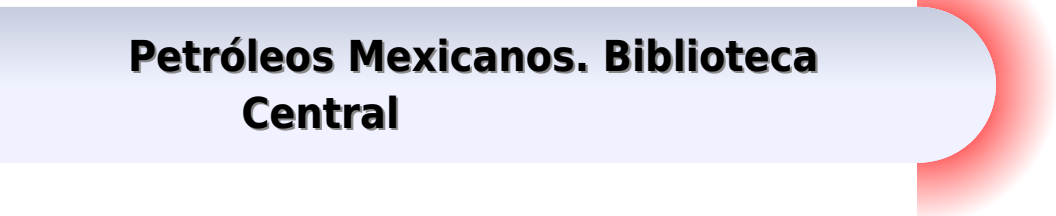
La toma de decisiones tiene efectos a largo plazo, cuenta con un proceso de reversibilidad, impacta en otras áreas o actividades, cuenta con calidad (valor ético) y periodicidad este elemento responde a la pregunta de si una decisión se toma frecuente o excepcionalmente.

Proceso de la toma de decisiones

- **Inteligencia:** Consiste en identificar y definir el problema para el que se pretende tomar una decisión.
 - Se realiza un análisis completo interno y externo para buscar el origen fundamental de este problema.
- **Diseño, modelización o concepción:** Se desarrollan acciones como identificar y enumerar todas las alternativas, estrategias o vías de acción posibles. Por ello debemos hacer un análisis del problema, por lo que es recomendable la opinión de varias personas con distintos puntos de vista, con el fin de que no queden alternativas sin identificar.

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Lecciones de investigacion de mercados Ramirez Jesus, 2020-04-01 Que es la investigacion de mercados metodologia de la investigacion de mercados las fuentes de informacion el muestreo y el trabajo de campo el tratamiento de la informacion una aplicacion de la investigacion de mercados la segmentacion el informe y los aspectos economicos de la investigacion de mercados Comportamiento del consumidor. Decisiones y estrategia de marketing Javier Alonso Rivas, Ildefonso Grande Esteban, 2010-10-08 En la actualidad no se concibe adquirir conocimientos de marketing sin que paralelamente se estudie el comportamiento del consumidor Son las dos caras de una misma moneda El Marketing proporciona conceptos e instrumentos para la gestion y el comportamiento del consumidor enseña como perciben sienten y actúan las personas destinatarias de los bienes y servicios que producen las organizaciones Los conceptos de marketing son insuficientes para actuar con éxito en el mercado si no se sabe cómo son y se comportan las personas Este libro responde en estructura y contenido a los manuales más avanzados de comportamiento del consumidor generalmente de procedencia norteamericana con la diferencia de que en su redacción se ha puesto especial énfasis en nuestra cultura y en la forma que tenemos de explicar y entendernos La línea argumental se basa en la formulación de conceptos planteamiento de preguntas discusión de soluciones incorporación de aportaciones de otros autores datos y estadísticas nacionales todo ello de forma lógica rigurosa y ordenada También se incluyen numerosas ilustraciones relacionadas con el texto para conseguir un mejor entendimiento y recuerdo de los conceptos que el lector aprende El lenguaje empleado para escribir este libro es sencillo sin tecnicismos innecesarios Sin embargo posee numerosos conceptos que si bien pueden resultar inicialmente complejos la forma en que se exponen y comentan los hace perfectamente asequibles a cualquier lector Este lector puede ser un estudiante de grado o postgrado que entra por vez primera en contacto con el apasionante mundo del comportamiento de los consumidores También los profesionales de la gestión encontrarán en sus páginas numerosas estrategias que contribuirán al éxito de sus negocios El libro se acompaña de un CD que incluye las presentaciones en Microsoft PowerPoint de todos los capítulos En ellas se resumen los conceptos clave de cada uno de los temas tratados así como todas las ilustraciones que figuran en el texto impreso De esta manera se proporciona al lector un material adicional para la lectura del libro y al docente un material didáctico de indudable utilidad para sus presentaciones académicas ante su audiencia

NDICE Marketing y comportamiento del consumidor La integración interdisciplinar y el estudio de las necesidades Los modelos de comportamiento del consumidor el entorno de la demanda Cultura y comportamiento del consumidor Los estratos sociales Análisis de los grupos y de la familia Procesamiento de la información análisis de la percepción Aprendizaje y memoria Personalidad y estilos de vida Actitudes y cambio de actitudes Reconocimiento del problema y búsqueda de información Procesos de compra y actuaciones postcompra El consumidor y la compra electrónica Estrategia de fidelización La investigación del consumidor Consumerismo sociedad marketing y ética CD Presentación de esquemas e imágenes del contenido del texto

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