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THE RELATIONSHIP BETWEEN MARKETING COMMUNICATION AND PRODUCT AWARENESS: A CASE STUDY OF DESA CATTLE SDN BHD COMPANY, SABAH

CHERRYCIA YOAG MARYLYN JAMES ARIK SITI ZAROHANA A. OMAR @ AMAR

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ABSTRACT

Marketing communication is a systematic relationship between a business and its market. There are twelve different communication tools available to the marketer: personal selling, advertising, sales promotion, direct marketing, public relations, sponsorship, exhibitions, packaging, point-of-sale and merchandising, the Internet, word of mouth and corporate identity. These communication tools constitute the marketing communication mix. The objective of the study is to see the relationship between marketing communication and product awareness in the case study company namely Desa Cattle Sdn Bhd. This paper also presents the findings of an observation study of consumer and non consumer of Desa Cattle Sdn Bhd It focuses on the customer profile and preferences of ways of effective advertisement of these two observed groups. The results of the study indicated many similarities in the preference of media and opinion on current Desa Cattle Sdn marketing communications.

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