



**Workshop on Managing the Marketing Process:
(Strategic Marketing Management Program)**
March 24 – 28, 2025, 1st Run: Lagos & Abuja
September 15 – 19, 2025, 2nd Run: Lagos & Port Harcourt

For Tutor -Led Class: 9am – 4:30pm
Workshop fee: N300, 000 per Participant
For online: Delivery via Zoom
Online course fee: N250, 000 per Participant
Available for In-plant Training

**700 USD for foreign
Participants**

Program overview:

Marketing is the soul of every business organization and concerned managers and executives need to review and upgrade their professional skills. This workshop will deal with issues and techniques relating to planning, implementation and control phases of the marketing process, the kind of issues marketing strategists face in organizations in achieving growth and success in the marketing place.

For whom:

Middle and Senior Managers responsible for brand management, new product marketing, client servicing, credit and marketing, treasury functions and market promotions

Learning objectives:

At the end of the program, participants will be able to:

- * identify how successful marketing managers allocate their limited resources, both in theory and in practice;
- * appreciate the three-marketing plan framework;
- * identify what makes an effective marketing plan and the problems that is associated with it;
- * organize a marketing department and identify the role of a product manager; and
- * evaluate and control marketing programs.

COURSE OUTLINE:

Day 1: The Planning Phase of the Strategic Marketing Process

- Developing effective Marketing plan
 - Situation Analysis / Market Research
 - Market-Product Focus and Goal Setting
- Understanding the Marketing Communication Mix
- Problems in Marketing Planning & Strategy

Day 2: The Implementation Phase of the Strategic Marketing Process

- Understanding the Rules of Competition and Positioning
 - Customer perception of value creation
 - Marketing Perception: The Mind Share, the Market Share
- Allocating Marketing Resources
 - Committing Resources
- Organizing for Marketing

Human Capital Associates Global Consult Ltd is Accredited by Nigeria Council for Management Development (NCMD)

Lagos: Human Capital Associates Global Consult Ltd: Acme House 2nd Floor, Ogba Industrial Scheme, Ogba, Ikeja – Lagos

Website: www.hcaglobalconsult.com; Email: info@hcaglobalconsult.com, hcaglobalconsult@gmail.com

Tel: Office Lines: Mon – Fri | 8am-5pm | +234-8051365946, +234-7087578814 (Office Lines)

24/7 Lines: +234-8068933608 (WhatsApp), +234-8029170491 & +234-8145745664(WhatsApp) & +234-9112830607

- The role of a Product Manager

Day 3: Marketing Communications Mix strategy

- Using the 7 Ps to attract and manage customers
- Introduction to Digital Marketing Platforms
- The Control Phase of the Strategic Marketing Process
- The Marketing Control Process
 - Measuring Results,
 - Sales Analysis
 - Profitability Analysis,
 - The Marketing Audit

Day 4: Managing the Sales Force to Achieve Results

- Understanding the sales people's work habits
- Motivating the sales People
- Training the Sales People

Day 5: Fundamentals of digital marketing (The Future of Marketing is here)

- Traditional vs digital marketing: Overview of Digital Marketing
- Developing and Executing an E-Marketing Plan
 - Creating a digital marketing framework: how to execute and measure results
- Digital tools and channels – SEM, SEO and measuring tools such as Google Analytics
- Strategies on choosing the right channel and tools based on your goals
 - Digital display and programmatic advertising
 - Digital Display and Banner Advertising explained
- Digital marketing campaign creation
 - Targeting: contextual targeting and user interest explained – deciding who sees which banners
 - Formats – sizes and formats of banners to give most effective results
- Digital campaign process: using keyword research tools in planning
 - Hands-on approach: how to create a campaign
- Remarketing: using banners to follow users who have shown interest

LOCATIONS

1 - HCA Learning Centre. Acme House 2nd Floor, 23, Acme Road, Ogba, Industrial Scheme, Ikeja, Lagos, Nigeria

2 - Pearls Learning Hub, Plot 756, Opposite Divine Hand of God Ministry, Area 1, Garki, Abuja.

3 – Pakiri hotel Ltd., 4 Okwuruola Street, off Stadium Road, Rumuola, Port Harcourt, Rivers State.

Open Course Fee: N300, 000
In-plant Fee Negotiable

WORKSHOP FEE:

N300, 000 per participant, VAT –N22, 500

Note: this covers Workshop Fee, Tea/coffee break, Lunch, course materials and certificate of attendance.

Payment should be made into our Accounts:

Account Name: Human Capital Associates Global Consult Ltd.

Union Bank of Nig. PLC: Account No: 0097961537

First Bank of Nig. PLC: Account No: 2033683960

Keystone Bank Ltd.: Account No: 1007150325

**For Booking / Enquiry, Call: 234-8051365946, 234-7087578814
24/7 Lines: 234-8068933608, 234-8029170491, 234-8145745664,
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Training Methodology

Lectures, discussions, exercises, case studies, audio-visual aids will be used to reinforce these teachings/learning methods.

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