## **Afkortingen marketing**

POS: point of sale POP: point of purchase

PR: public relations

CIM: Centrum voor informatie over de media

OTS: opportunity to see OTH: opportunity to hear

GRP: gross rating point

TOMA: top of mind awareness SBA: spontaneous brand awareness

ABA: aided brand awareness

SOV: share of voice PLC: product life cycle OOH: out of home

USP: unique selling proposition ESP: emotional selling proposition

TOV: tone of voice

TGM: target group monitor CDJ: consumer decision journey

ES: establishment survey

RE: reading ease DAR: day after recall

JEP: jury voor Ethische Praktijken

IKK: internationale kamer van koophandel BAM: Belgian association of marketing