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# **Marketing Management Case Study Gatorade With Solution**

Gatorade utilizes a multitude of venues in marketing; which has led to the company being one of the best in marketing. This case study analyzes the use of spokespeople, commercials and even social media. The solution explains how Gatorade has attained success by utilizing a centralized "Mission Control Center" for marketing.

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Gatorade was not successful in Thai market and is now threatened by the fierce competition among the existing players and the newcomers. In Thailand, Gatorade is still small and has about 80% recognizing the brand with only 27% ever tried due to low number of distribution channels, small marketing activities, and higher price than key competitors.

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#### Pepsi case study - SlideShare

Prospects who aren't ready to buy – or who are "sitting on the fence" – tend to be resistant to even well-crafted marketing messages. But a bunch of well aimed marketing case studies can often tip the scales in your favour. "Sell benefits, not features" is good advice, but benefit-rich copy can

actually deter prospects who haven't reached the decision stage yet.

## 22 Marketing Case Study Examples (With Template)

Case study. To Keep Athletes Hydrated on the Field, Gatorade Made Them Feel Effects of Dehydrations in Virtual Reality. Gatorade built Beat the Blitz, a groundbreaking virtual reality simulation designed to illustrate the symptoms of dehydration through an exciting and educational game.

# **Gatorade Digital Advertising Case Study - VML**

We generated a list of the 40 most popular Yale School of Management case studies in 2017 by combining data from our publishers, Google analytics, and other measures of interest and adoption. In compiling the list, we gave additional weight to usage outside Yale.

# Top 40 Most Popular Case Studies of 2017 | Yale School of ...

Brands and Branding Samsung in India: Brand Building through Customer Service This case, set in 2008, attempts to analyse how to build brand in a hyper competitive industry like consumer durables industry where brands matter the most and marketing efforts matter even more. This case study can very effectively be used to

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## Pepsi Next Case Study - Great Ideas for Teaching Marketing

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