BSBMKG402 Analyse consumer behaviour for specific markets

# Modification History

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| Release | Comments |
| Release 1 | This version first released with BSB Business Services Training Package Version 1.0. |

# Application

This unit describes the skills and knowledge required to analyse consumer behaviour for specific markets and specific needs.

It applies to individuals who need to analyse consumer behaviour to examine factors that impact decisions to purchase products or services. Having thoroughly analysed consumer attitudes and behaviour, recommendations can be made on marketing strategies to increase consumption of the product or service being marketed.

No licensing, legislative or certification requirements apply to this unit at the time of publication.

# Unit Sector

Business Development – Marketing

# Elements and Performance Criteria

| ELEMENT | PERFORMANCE CRITERIA |
| --- | --- |
| Elements describe the essential outcomes. | Performance criteria describe the performance needed to demonstrate achievement of the element. |
| 1. Confirm product or service market | 1.1 Gather information on market or market segment for a product or service in accordance with marketing plan  1.2 Identify consumer attributes for market or market segment from market profile or existing customer data  1.3 Identify and test features of product or service in accordance with marketing plan |
| 2. Assess reasons for existing levels of consumer interest | 2.1 Investigate consumer need for the product or service through analysis of trends and past performance  2.2 Review past marketing or positioning of product or service in relation to effectiveness of its focus of appeal  2.3 Assess, estimate and test impact of individual, social and lifestyle influences on consumer behaviour for a product or service  2.4 Analyse consumer responses to previous marketing communications  2.5 Assess organisational capability to respond quickly to consumer demand for products or services in accordance with marketing plan |
| 3. Recommend focus of appeal for marketing strategies for product or service | 3.1 Ensure marketing strategies address innate and acquired needs of consumers and appeal to motives that influence decision-making  3.2 Present a rationale for focus of appeal that outlines how influences on consumer behaviour will be used to target effective marketing strategies  3.3 Ensure focus of appeal meets legal and ethical obligations and budgetary requirements of marketing plan |

# Foundation Skills

This section describes language, literacy, numeracy and employment skills incorporated in the performance criteria that are required for competent performance.

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| Skill | Performance Criteria | Description |
| Reading | 1.1-1.3, 2.1-2.5, 3.1, 3.3 | * Interprets and analyses text from a range of sources to identify relevant and key information |
| Writing | 1.1-1.3, 2.1, 2.3, 2.5, 3.1-3.3 | * Prepares strategic business documentation incorporating appropriate vocabulary, grammatical structure and conventions appropriate to text and audience |
| Oral Communication | 1.1, 3.2 | * Gathers information through active listening and questioning * Presents information using suitable words and non-verbal features |
| Numeracy | 1.2, 1.3, 2.1 | * Uses mathematical skills and techniques to interpret and process data and analyse trends |
| Navigate the world of work | 1.1, 1.3, 3.3 | * Adheres to implicit and explicit organisational procedures and processes * Takes personal responsibility for adherence to legal/regulatory responsibilities relevant to own work context |
| Interact with others | 3.2 | * Selects and applies appropriate form and mode of communication for a specific purpose and audience |
| Get the work done | 1.1-1.3, 2.1-2.5, 3.1, 3.2 | * Develops plans to manage relatively complex tasks with an awareness of how they may contribute to longer-term operational and strategic goals * Makes decisions by systematically analysing information, identifying and evaluating options against set criteria, and choosing most appropriate option |

# Unit Mapping Information

| Code and title  current version | Code and title  previous version | Comments | Equivalence status |
| --- | --- | --- | --- |
| BSBMKG402 Analyse consumer behaviour for specific markets | BSBMKG402B Analyse consumer behaviour for specific markets | Updated to meet Standards for Training Packages | Equivalent unit |

# Links

Companion Volume implementation guides are found in VETNet - <https://vetnet.gov.au/Pages/TrainingDocs.aspx?q=11ef6853-ceed-4ba7-9d87-4da407e23c10>