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A marketing plan is a written document containing the guidelines for the organization's marketing programs and allocations over the planning period (Cohen 2001).

Strategic Marketing Management: Building a Foundation for

WORKSHEET 4 Marketing Plan Template (cont.) SECTION VII Marketing Tactics /Action Plan (see chapter 9) This section states what will be done, who will do it, when it will be done, and how much it will cost. The chart can also be used to monitor the implementation (status) of these tac-

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