

# Marketing Research Specialist Level Certification



## What participants will learn

- Participants will be able to demonstrate how marketing research findings can help the marketing team conceptualize and finalize product features and other components of a company's Marketing Strategy and also test multiple marketing hypotheses in order to better understand consumer behavior, finalize product features, define metrics for measuring marketing efforts, and track and improve marketing activities..
- SMstudy Certified Marketing Research Specialists ensure that well-planned marketing research methods are in place to measure factors that can help drive better corporate decision-making, and in turn more decisive marketing actions.

## Takeaways

- High quality online videos
- Classroom study materials
- Mobile Apps
- Engaging case studies
- Full-length simulated exam
- Chapter tests
- Study guides and podcasts
- SMstudy Certified Marketing Research Specialist certification by SMstudy

## Examination Guidelines

An online proctored exam will be conducted at the end of the course. The exam format is as follows:

- Multiple Choice
- 140 questions for the exam
- One mark awarded for every right answer
- No negative marks for wrong answers
- 180 minutes duration

## Audience Profile

This certification is appropriate for Sales and Marketing Professionals who are interested in becoming a Marketing Research Specialist.

## Prerequisites

The candidate should have minimum of 3 years work experience. It is preferable to complete the SMstudy® Certified Marketing Research Professional certification and study all processes from the SMstudy Guide — Marketing Research book before applying for the SMstudy® Certified Marketing Research Specialist certification. It is also mandatory to gain 20 mandatory educational hours by attending Marketing Research Specialist classroom training provided by a SMstudy approved Authorized Training Partner (A.T.P.)

# Marketing Research Specialist Level Certification



## Course Outline

### Introduction

- A Brief History of Marketing Research
- Corporate Strategy Overview
- Aspects of Sales and Marketing
- Levels of Sales and Marketing Strategy
- Marketing Strategy Overview
- Marketing Research Overview

### Define Research Problem and Choose Research Design

- Design Research Problem
- Choose Research Design

### Data Collection

- Collect Secondary Data
- Collect Primary Data

### Data Processing and Data Analysis

- Data Processing
- Data Analysis

### Data Interpretation and Reporting

- Data Interpretation
- Reporting

### Appendix

- Data
- Statistical Measurement of Data
- Probability
- Random Variables and Probability Distributions
- Sampling Distributions
- Methods of Least Square
- Analysis with Statistical Package

*The theory sections mentioned here will be aided by case studies, exercises and simulations for practical/experiential learning.*