



# **The Advanced Market Research Course: Process, Data & Methods**

20 - 24 Dec 2024  
Milan



**AGILE LEADERS**  
Training Center



# The Advanced Market Research Course: Process, Data & Methods

**Ref.:** 23\_244169 **Date:** 20 - 24 Dec 2024 **Location:** Milan **Fees:** 4800 **Euro**

## The Advanced Market Research Course: Process, Data & Methods Overview:

In the contemporary corporate landscape, understanding market dynamics is pivotal. 'A Concise Training to Market Research' bridges this need, providing a comprehensive market research guide tailored to leverage IBM SPSS Statistics. The course integrates advanced market research techniques, addressing both quantitative & qualitative market analysis. This unparalleled IBM SPSS market analysis course offers in-depth SPSS statistics for marketing, illuminating how to conduct market research using SPSS effectively.

### Target Audience:

- Market Analysts
- Marketing Strategists
- Data Scientists focused on Marketing
- Business Development Executives
- Consumer Behavior Analysts
- Product Managers

### Targeted Organizational Departments:

- Marketing & Strategy
- Business Development
- Market Research & Analysis
- Data Analytics

### Targeted Industries:

With ever-evolving consumer preferences, industries such as Retail, E-commerce, FMCG, and Tech would immensely benefit from the course. Regulatory nuances in Healthcare, Financial Services, and Real Estate make understanding market research crucial.

### Course Offerings:

By the end of this training course, participants will be able to:



- IBM SPSS market analysis
- Quantitative & qualitative market analysis techniques
- Comprehensive market research guide principles
- SPSS statistics for marketing
- Advanced market research techniques using SPSS

## Training Methodology:

A balanced amalgamation of theoretical understanding and practical application, this course emphasizes real-world SPSS market research case studies. Engaging interactive sessions, hands-on SPSS tutorials, and group work centered on real marketing challenges ensure holistic learning. Regular feedback sessions, fortified with data collection & analysis in market research, further the learning curve.

## Course Toolbox:

- Market Research Workbook with SPSS Templates
- Comprehensive Market Research Guide e-Book
- Access to online resources: tutorials, case studies, & datasets
- Checklist: SPSS Market Research Best Practices
- SPSS for Marketing Analysis e-manual

## Course Agenda:

### Day 1: Understanding the Basics

- **Topic 1:** Introduction to Market Research
- **Topic 2:** The Nature of Markets
- **Topic 3:** Ethical Considerations in Market Research
- **Topic 4:** Basics of Data Collection
- **Topic 5:** Market Research Tools and Techniques
- **Reflection & Review:** Insights and Key Learnings from Day 1

### Day 2: The Process and Types of Data

- **Topic 1:** The Market Research Process
- **Topic 2:** Types of Data: Primary vs. Secondary
- **Topic 3:** Quantitative and Qualitative Data Distinctions
- **Topic 4:** Data Collection Methods
- **Topic 5:** Measurement and Scaling
- **Reflection & Review:** Importance of Structured Research and Data Types



### **Day 3: Gathering and Describing Data**

- **Topic 1:** Accessing and Utilizing Secondary Data
- **Topic 2:** Primary Data Collection Techniques
- **Topic 3:** The Workflow of Data Processing
- **Topic 4:** Introduction to Data Analysis Tools e.g., SPSS
- **Topic 5:** Basics of Descriptive Statistics
- **Reflection & Review:** Deep Dive into Data Gathering and Description

### **Day 4: Hypothesis Testing and Regression Analysis**

- **Topic 1:** Fundamentals of Hypothesis Testing
- **Topic 2:** Dive into ANOVA
- **Topic 3:** Basics of Regression Analysis
- **Topic 4:** Conducting and Interpreting Regression
- **Topic 5:** Data Requirements for Regression Analysis
- **Reflection & Review:** Exploring Hypothesis and Regression Analysis

### **Day 5: Advanced Analysis and Recap**

- **Topic 1:** Factor Analysis Overview
- **Topic 2:** Principal Components Analysis
- **Topic 3:** Advanced Data Interpretation Techniques
- **Topic 4:** Review of Key Analysis Methods
- **Topic 5:** Market Research Recap and Summary
- **Reflection & Review:** Final Thoughts and Future Learning Goals

## **How This Course is Different from Other Market Research Courses:**

At the heart of this offering is a fusion of traditional market research methods and advanced SPSS techniques. Unlike generic courses, it is meticulously tailored for modern-day challenges, bringing together quantitative & qualitative market analysis. Real-world SPSS market research case studies provide an edge, ensuring practical applicability. It isn't just another course; it's a comprehensive market research guide.

# WHO WE ARE

Agile Leaders is a renowned training center with a team of experienced experts in vocational training and development. With 20 years of industry experience, we are committed to helping executives and managers replace traditional practices with more effective and agile approaches.

## OUR VISION

We aspire to be the top choice training provider for organizations seeking to embrace agile business practices. As we progress towards our vision, our focus becomes increasingly customer-centric and agile.

## OUR MISSION

We are dedicated to developing value-adding, customer-centric agile training courses that deliver a clear return on investment. Guided by our core agile values, we ensure our training is actionable and impactful.

## WHAT DO WE OFFER

At Agile Leaders, we offer agile, bite-sized training courses that provide a real-life return on investment. Our courses focus on enhancing knowledge, improving skills, and changing attitudes. We achieve this through engaging and interactive training techniques, including Q&As, live discussions, games, and puzzles.



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## Gamified and Interactive Training

We understand that training delivery can be challenging, both online and offline. To ensure engagement and achieve learning objectives, we have developed our own activities and collaborated with industry-leading solutions to gamify our training sessions. This approach increases interaction levels and guarantees effective learning outcomes.



## Our Training Categories

We cover a wide range of training categories to cater to different needs and interests

- Branding, Marketing, Customer Relations, & Sales Programs
- Finance and Accounting Programs
- Human Resources Management Programs
- Management & Leadership Programs
- Political & Public Relations Programs
- Project Management Programs
- Quality & Process Management
- Self-Development Programs

Join Agile Leaders today and embark on a transformative journey towards becoming a more agile and effective leader. Experience our customer-centric approach, actionable training, and guaranteed return on investment. Let us help you unleash your full potential in the dynamic business landscape.



## Where to Find Us

You can join our training programs at our centers located in



We also offer online training sessions through the Zoom platform.

- Malaysia**  
Kuala Lumpur
- Morocco**  
Casablanca
- Spain**  
Barcelona
- France**  
Paris
- UK**  
London
- Italy**  
Rome
- Egypt**  
Cairo  
Sharm El-Sheikh
- Turkey**  
Istanbul
- Georgia**  
Tbilisi
- Azerbaijan**  
Baku
- UAE**  
Dubai



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