



## **Entance Ticket**

## The Case Solutions.com

What is a Logo?

What are the 4 types of logo's?

What is a Brand?

What is Branding?

What is the difference between a

logo and a brand?

What makes a brand a good brand?

## Which one would you buy?





BHD 29 BHD 3
TheCaseSolutions.com



Students will understand and define key terms of branding and be able to differentiate between visual identity (logo) and a brand.



The Case Solutions.com

# Objectives

### TheCaseSolutions.com

=> Understand the concept of branding

erstand and of branding and

tions.com

tiate between go) and a brand.

- => Acquire knowledge about the different aspects of branding
- => Explore the different means of developing a brand name
- => Explain the importance of branding in order to be a successful business
- => Use real life examples to demonstrate the power of branding in a competitive business environment

## What is a brand?

- A set of associations that a person (or group of people) makes with a company, product, service, individual or organization.
- It is projected to customers in the form of a name, symbol, sign or design.
- Customers use it as a means of identification.
  - TheCaseSolutions.com

## What is a branding?

- The process of distinguishing one business's product from another.
- An attempt to harness, generate, influence and control associations to help the business perform better.
- It aims to create an emotional connection between a business and its customers.

The Case Solutions.com

## The different aspects of branding

#### **BRAND AWARENESS**

- The ability of a customer to recognise the existence or availability of a firm's product or service.
- The extent t which particular business is recognised in a market.



### **BRAND LOYALTY**

- This occurs when customers choose to repeatedly purchase one company's product over another's.
- Brands that have a large loyal customer base can avoid the threat of competition to a greater extent.
- Loyal customers are termed as 'brand ambassadors'.



#### **BRAND DEVELOPMENT**

- Long-term product strategy that involves strengthening the name and image of a brand to boost its appeal and sales.
- Enhancing brand awareness through means of promotion and advertising develops a brand.



#### **BRAND VALUE**

- This refers to how much a brand is worth in terms of its reputation, potential income and market value.
- Customers willing to pay more because of a brand is evidence of high brand value.
- Brand values are an expression of a brand's "personality".



TheCaseSolutions.com