

# Marketing Of Red Bull

**Julia Teigeler, Ann-Katrin Hahne**

**When a brand gets wings. Red Bull's secret of marketing success** Sabine Buchholz, 2008-01-29 Essay from the year 2005 in the subject Business economics - Offline Marketing and Online Marketing, grade: 1,0, University of Southampton (University of Southampton - Centre for Language Study), course: Intermediate English for Business, language: English, abstract: The high energy drink Red Bull has been profitably sold since 1987. The company's figures confirm its success around the world. Red Bull's secret is an extraordinary marketing consisting mainly of the organisation of fun sport events to create a cool image and make teenagers loyal costumers. With this unique concept the enterprise will go on governing the growing energy drink branch.

**Product and Price Analysis of Red Bull in Central Europe** Julia Teigeler, Ann-Katrin Hahne, 2014-05-27 Seminar paper from the year 2014 in the subject Business economics - Offline Marketing and Online Marketing, grade: 2,0, University of Applied Sciences Essen, language: English, abstract: In this second assignment named „Product and Price Analysis of Red Bull in Central Europe“ the goal is to analyse the “product” and “price” strategy and to give a short overview of their “place” and “promotion” strategy. Red Bull as company was founded in 1987 with its slogan “Red Bull gives you wiiings”. The firm developed by Dietrich Mateschitz sold more than 35 billion cans until now and is available in more than 165 countries. The product is developed from a Thai energy drink and includes caffeine, taurine, B-Vitamines, saccharose, glucose and water, what can be consumed by people in many situations for their physical and social needs and Red Bull created an emotional binding. The product is only available in six different types but because of the well established brand and its young and modern image people have a positive association with it and so buy it. The Company has worldwide steady growth rates although it is sold at a very high price level with compared to that low production costs. In contrast to that the competitors' products are much cheaper, but Red Bull sticks to their prices even many competitors entered the market.. But it can be said that Red Bull is aiming for an abnormal profit and concentrating on internal and marketing orientation when setting their prices. The consumers are paying for the “way of life” and the quality. To the place and promotion strategy can be said that Red Bull is available in 165 countries (in nearly ever little shop) but produced only in Austria and Switzerland. The company is widespread represented in sports sector where they are sponsoring much sportspersons and events. To summarize that it can be said that Red Bull is a very successful and powerful company and the world's market leader in the energy drink sector

but the challenge will be how to maintain the constant growth in revenue and market share. The authors hold the opinion that Red Bull should maintain developing their extreme sport sponsoring and should develop some new products as well as produce them from natural resources.

Company Analysis of Red Bull Bernd Bodner, 2011-04-14 Seminar paper from the year 2010 in the subject Business economics - Offline Marketing and Online Marketing, grade: B+, Griffith University, language: English, abstract: Red Bull gives you wings! Nearly nobody never heard this slogan in his life or saw it somewhere or at least tried a sip of Red Bull. The Austrian company polarizes: Its taste, its marketing or the supposed health harming ingredients in this drink. Red Bull is the world's leading manufacturer of energy drinks through its Red Bull brand. Its energy drink is exclusively produced in Austria and consumed in more than 100 countries worldwide - throughout Europe and many parts of North and South America, Africa and Australia. (Datamonitor, 2004) The drink made the founder of the company Dietrich Mateschitz to the 2nd richest Austrian and the number 208 in the world. (Forbes, 2010) This paper will have a look on a short history of the company of Red Bull and the core sources of innovation. Secondly it will try to identify and discuss the individual skillset of Red Bull. Furthermore it will go on with the writers analysis of the company and end with the external factors which the company must react on in the future. This section will also address the writers recommendations to the management of the company.

**Investigation of the Marketing of the Red Bull Company in Consideration of Cultural Aspects** Florian Riedel, 2007-03-15 Seminar paper from the year 2003 in the subject Business economics - Offline Marketing and Online Marketing, grade: 1,0, Lund University (School of Economics and Management), course: International Marketing and Euro-Marketing, language: English, abstract: This paper looks closer at international marketing with an emphasis on the cultural issues, which are often forgotten in real life. The company Red Bull was chosen as an area of study in order for us to be able to apply and test the theories in our course literature with the way things are done in reality. The choice of Red Bull was an obvious one because of its presence in the global marketplace as well as the group-members home countries. The course literature has been used as a point of reference when it comes to examining whether the company is standardizing or adapting and also regarding international marketing as a whole. Moreover, the paper will focus on the Czech Republic, France, Germany, and Sweden in correlation to the marketing Red Bull adopts in these countries.

Market Analysis of Red Bull based on the countries Germany, Switzerland and Austria Julia Teigeler, Ann-Katrin Hahne, 2014-05-27 Seminar paper from the year 2014 in the subject Business economics - Offline Marketing and Online Marketing, grade: 2,0, University of Applied Sciences Essen, language: English, abstract: In this assignment named „Market Analysis of Red Bull based on the countries Germany, Switzerland and Austria“ the goal is to analyse the market of Red Bull with its competitors, customers and market position. Red Bull is a company and brand founded in 1987 with its slogan “Red Bull gives you wings”. The company launched by Dietrich Mateschitz sold more than 35 billion cans until now and is

available in more than 165 countries. The brand is well known because of the large amount of athletes in sports and extreme sports sector they are supporting. They are having their own sport events and additionally teams in such different sectors like e.g. football, formula 1 or flying. The biggest event they were supporting in the last years was the jump up from stratosphere of Felix Baumgartner. Red Bull had also had some problems in the past not only with new out coming competitors. But in some countries are legal requirements to enter the market and health concerns are producing negative publicity because they were warning customers that the drink can harm healthiness. Other points which are influencing the market position are that the price is very high and the competitive prices compared are much cheaper. Positive points to mention are that Red Bull helps it's customers to overlap working much hours and to support them doing diet or sports more effective. Another important point is that the company is always using newest technology. The disadvantage is that there are many competitors with cheaper prices and Red Bull itself has a small product portfolio (only six different drinks). All in all it can be said, that they are the market leader with a big growth in other countries and are seen as unique by the consumers. They have an attractive image and they are offering not only a drink but an experience. This is what creates their unique selling proposition in a way with a clear brand personality combined with an emotional binding and a high public interest. Their positioning in the market is very high levelled what is caused by the "old" but also "modern" slogan, that's a high premium drink and not linked to a specific activity. But to bear in mind is that it would become more difficult to hold the market leadership and justify premium pricing as well as their production methods.

### **When a Brand Gets Wings ,2005**

**Creating a Brand Culture and Brand Campaigning** Lioba Frings,2020-01-08 Essay from the year 2015 in the subject Communications - Public Relations, Advertising, Marketing, Social Media, grade: 1.3, Swansea University, course: Strategy, Marketing and Branding, language: English, abstract: "Brands occupy an increasingly prominent place in [...] the cultural landscape" (Schroeder et al, 2006). This is why brands need more than just their products to create a customer base, to establish a superior position in their specific market and keep this position long-term. Red Bull does that in various ways. The brand is connected to a range of different events, sports and music. These serve as advertising and communication channels for Red Bull as well as expands the idea of their products from just drinks to part of a cultural habit. "Red Bull gives you wings" (Red Bull, 2016) is what has been used as the slogan since its energy drinks have been introduced to the market in 1987 (see Red Bull, 2016). The aspect of reaching one's highest potential is the core motivation for making connections with the previous mentioned areas.

**Alchemy** Rory Sutherland,2019-05-07 'A breakthrough book. Wonderfully applicable to everything in life, and funny as hell.' Nassim Nicholas Taleb Why is Red Bull so popular - even though everyone hates the taste? Why do countdown boards on platforms take away the pain of train delays? And why do we prefer stripy toothpaste? Discover the alchemy behind

original thinking, as TED Talk superstar and Ogilvy advertising legend Rory Sutherland reveals why abandoning logic and casting aside rationality is the best way to solve any problem. In his first book he blends cutting-edge behavioural science, jaw-dropping stories and a touch of branding magic on his mission to turn us all into idea alchemists. He shows how economists, businesses and governments have got it all wrong: we are not rational creatures who make logical decisions based on evidence. Instead, the big problems we face every day, whether as an individual or in society, could very well be solved by thinking less logically. To be brilliant, you have to be irrational.

*Marketing Communications* Micael Dahlen, Fredrik Lange, Terry Smith, 2009-12-21 *Marketing Communications: A Brand Narrative Approach* is a mainstream, student-driven text which gives prominence to the driving force of all Marketing Communications: the imperative of Branding. The book aims to engage students in an entertaining, informative way, setting the conceptual mechanics of Marketing Communications in a contemporary, dynamic context. It includes key current trends such as: Brand narrative approach - Cases such as Dove, Harley-Davidson, Nike and World of War Craft feature real-life, salient examples which are engaging for students and reflect the growth of co-authored brand 'stories' to help build and maintain brands by customer engagement through meaningful dialogues. Media neutral/multi-media approach - This text has a sound exploration of online and offline synergy combining one-message delivery and multi-media exposures, through examples of companies and political campaigns using 'non-traditional' media to reach groups not locking into 'normal channels'. This brand new text features an impressive mixture of real-life brand case studies underpinned with recent academic research and market place dynamics. The format is structured into three sections covering analysis, planning and implementation and control of Marketing Communications. Using full colour examples of brands, and student-friendly diagrams, the book acknowledges that the modern student learns visually as well as through text. \*\*\*COMPANION WEBSITE - [www.marketing-comms.com](http://www.marketing-comms.com) \*\*\*

Marketing Management M. C. Cant, J. W. Strydom, C. J. Jooste, P. J. du Plessis, 2009 Focusing on the environment, market research, buyer behavior, cyber marketing, and positioning, this newly revised edition based primarily on South African companies provides a comprehensive overview of marketing theory.

**Think Like a Rock Star: How to Create Social Media and Marketing Strategies that Turn Customers into Fans, with a foreword by Kathy Sierra** Mack Collier, 2013-04-19 What's better than getting new customers? Turning existing ones into FANS. Everything marketers need to know to find, engage, and leverage the power of brand evangelists *Think Like a Rock Star* provides step-by-step instructions that show marketing professionals how to connect with customers both online and offline to create a truly fan-centric brand. Using case studies of how rock stars like Lady Gaga, Taylor Swift, Katy Perry, and Blink-182 cultivate fans, it teaches readers how to apply those lessons to create brand advocates who will grow profits, improve business frameworks, and contribute more than ever to the success of the brand. It also identifies successful and

easily replicable marketing strategies of top brands such as Dell, Ford, Patagonia, and YouTube. Think Like a Rock Star is an indispensable tool for any marketing professional. Foreword by Kathy Sierra, cocreator of the Head First book series Mack Collier is a social media strategist, trainer, and speaker who specializes in helping companies better connect with their customers via social media. His clients include businesses of all sizes, from sole proprietorships to Fortune 500 companies.

*International Marketing* John Shaw, Sak Onkvisit, 2008-01-28 Marketing is a universal activity that is widely applicable, regardless of the political, social or economic systems of a particular country. However, this doesn't mean that consumers in different parts of the world should be satisfied in the same way. The 4th edition of *International Marketing* has been written to enable managers and scholars to meet the international challenges they face everyday. It provides the solid foundation required to understand the complexities of marketing on a global scale. The book has been fully updated with topical case studies, examples of contemporary marketing campaigns, the most relevant discussion topics as well as the most up-to-date theories, references and research findings. It is this combination of theory and practice that makes this textbook truly unique, presenting a fully rounded view of the topic rather than an anecdotal or descriptive one alone. The book includes chapters on: \* Trade distortions and marketing barriers \* Political and legal environments \* Culture \* Consumer behaviour \* Marketing research \* Promotion and pricing strategies \* Currencies and foreign exchange Accessibly written and designed, this book is the most international book on marketing available that can be used by undergraduates and postgraduates the world over. A companion website provides additional material for lecturers and students alike.

### **When a Brand Gets Wings**, 2005

*True Story* Ty Montague, 2013 Is your company a storyteller--or a storydoer? The old way to market a business was storytelling. But in today's world, simply communicating your brand's story in the hope that customers will listen is no longer enough. Instead, your authentic brand must be evident in every action the organization undertakes. Today's most successful businesses are storydoers. These companies create products and services that, from the very beginning, are manifestations of an authentic and meaningful story--one told primarily through action, not advertising. In *True Story*, creative executive Ty Montague argues that any business, regardless of size or industry, can embrace the principles of storydoing. Indeed, our best-run companies--from small start-ups to global conglomerates--organize around a coherent narrative that is then broadcast through every action they take (from product design to customer service to marketing). Montague shows why storydoing firms are nimble, more adaptive to change, and more efficiently run businesses. Montague is a founder of the growth consultancy co: collective and the former president and CCO of J. Walter Thompson, the largest advertising agency in North America. He brings his depth of creative business experience to the book and provides a clear framework and proven process for bringing you and your customers together in the creation of your brand story. Montague introduces five critical elements--what he calls the the four truths and the action map--that are the foundation of storydoing: - the participants (your

customers, partners, and employees) - the protagonist (your company today) - the stage (the world around your business) - the quest (your driving ambition and contribution to the world) - your action map (the actions that will make your story real for participants) The book is filled with examples of how forward-thinking organizations--including Red Bull, Shaklee, Grind, TOMS Shoes, and News Corporation--are effectively using storydoing to transform their organizations and drive extraordinary results.

**Marketing Strategy** Mark E. Hill,2012-04-27 Marketing Strategy: The Thinking Involved.

**Marketing** Rosalind Masterson,Nichola Phillips,David Pickton,2017-08-21 An easy to use tool allowing students to switch from web resources to the print text and back again, opening windows to the world of marketing through cases that are vibrant and engaged, digital links that allow students to explore topics in more detail and other media to encourage relating theory to practice.

Network and relationship allocation and identification for the Red Bull Company in Thailand Benjamin Bach,2007-07-02 Essay from the year 2007 in the subject Business economics - Offline Marketing and Online Marketing, grade: 1st, University of Lincoln (Faculty of Business & Law), course: Global Relationship Marketing, language: English, abstract: This report critically analyses the network allocation and identification for the Red Bull Company in Thailand, and highlights strategic focal net implications in developing this emerging market. The first part of this report will determine major focal networks in Thailand by applying theoretical models to highlight and categorise the most crucial key market domains Red Bull needs to be connected with, while consolidating a position in the Thai functional beverage market. The second part of this essay aims to identify possible strategic implications, in order to build a solid and long-lasting position in the Thai market while collaborating with its potential network constituents. As business networks are getting increasingly important as a powerful tool for strategic business development (McAuley, 2001) and uncertainty attenuation whilst expanding business operations in foreign countries (Hollensen, 2004).

**Marketing Management** Christie L. Nordhielm,Marta Dapena Baron,2014-01-07 Marketing Management: The Big Picture organizes traditional Marketing Management theory and practice in a conceptually appealing way. The use of well-known examples and consumer commercials throughout the content ensures students will commit to memory and innovative method for structuring and solving marketing problems. The framework constitutes a disciplined approach to connecting marketing variables to each other, inextricably linking marketing strategy concepts with their executional implications.

**EBOOK: Principles and Practice of Marketing** JOBBER, DAVID/E,2016-03-16 EBOOK: Principles and Practice of Marketing

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