

The Awareness of Green Marketing Among Consumers

By

Farhan Ahmed
Enrollment Number: (111-002-019)



Supervised by

Imtiaz Ahmad Mohar

A report is submitted to the department of Management Sciences,
Bahria Institute of Management & Computer Sciences, Islamabad.
In partial fulfillment of requirement of the degree of
Bachelors in Business Administration (Marketing)

Faculty of Management Sciences
Bahria Institute of Management and Computer Sciences, Islamabad

Bahria University Islamabad

EXECUTIVE SUMMARY

Green Marketing, a new phenomenon in our country is not so new in other parts of the world. America and Europe have been practiced green marketing for over a decade now. People there are not only aware of green marketing, but also its applications and the products which cater to the green community.

Research was carried out here to find out the level of awareness of green marketing among consumers of Pakistan. The basic goal was to find out if the consumers of Pakistan have even heard the term or not. In case the answer was in affirmative, were the people also aware of its basic concept, its objectives, and its applications.

In order to achieve the above stated aims a survey of about one hundred individuals belonging to various age groups, social backgrounds and income levels was conducted. Questions included were about awareness and also measures to be taken to preserve the environment.

The study concludes that a very high percentage are aware about the concept and are willing to take steps (like spending a little more) to help green marketing and protecting the environment.

TABLE OF CONTENTS

CHAPTER 1	1
1.1 INTRODUCTION	1
1.1.1 What Is Green Marketing.....	2
1.1.2 Why Is Green Marketing Important	4
1.1.3 Why Are Firms Using Green Marketing?	5
CHAPTER 2	6
LITERATURE REVIEW	6
2.1 GREEN MARKETING OPPORTUNITIES	11
2.1.1 More Profits:	11
2.1.2 Competitive Advantage:	12
2.1.3 Increased Market Share:	13
2.1.4 Better Products:	13
2.2 MANY SHADES OF GREEN	15
2.2.1 True Blues:	16
2.2.2 Greenbacks:	17
2.2.3 Sprouts	17
2.2.4 Grouasers	18
2.2.5 Basic Browns	19
2.2.6 Three Deep Green Sub-Segments.....	20
2.3 GREEN CONSUMER PSYCHOLOGY AND BUYING STRATEGIES	21
2.3.1 Need for Control	21
2.3.2 Need to Make a Difference	25
2.3.3 Need for Information	27
2.3.4 Need to Maintain Lifestyle	28
2.4 CONVENTIONAL MARKETING WON'T WORK	31
2.4.1 The New Marketing Paradigm	33
2.4.2 The Seven Strategies of Green Marketing Success	34
2.5 STRATEGIES FOR SUCCESS	36
2.6 WHAT IS GREEN?	40
2.6.1 What Is the Product Category?.....	40
2.6.2 Where Will the Product Be Used?.....	40
2.6.3 How Will It Be Used?.....	41
2.6.4 Are Alternative Technologies Available?	41
2.6.5 What Comes Next?	42
2.6.6 Need to Think in New Ways	43
2.6.7 Question your own assumptions.....	43
2.6.8 Be Pro-Active	43
2.10.9 Address Green Continuously.....	43
2.6.10 Address Environmental Issues at the Design Stage.....	44
2.6.11 Change the System, Not the Product	44

2.6.12 Be Flexible	44
2.6.13 Diversify Offerings	45
2.6.14 Take the High Road	46
2.6.15 Rethink the Value Your Products Provide	46
2.6.16 Grow Your Products Green	47
2.6.17 Go with the Flow	47
CHAPTER 3	48
METHOD	48
3.1 RESEARCH QUESTIONS	48
3.2 OBJECTIVE OF THE RESEARCH	48
3.3 DEFINITION OF THE TERMS	49
3.4 TYPE OF STUDY	50
3.5 RESEARCH INSTRUMENTS	50
3.6 SAMPLE	51
3.7 SAMPLING PROCEDURES	51
3.8 STATISTICAL TOOLS	51
CHAPTER 4	52
RESULTS	52
CHAPTER NO 5	64
CONCLUSIONS AND RECOMMENDATIONS	64
5.1 Significance Of The Study	64
5.2 Scope Of The Study	65
5.3 Limitation Of The Study	66
5.4 Conclusion	66
5.5 Recommendations	70
REFRENCES	72
SURVEY FORM	76