

The 22 Immutable Laws of Marketing List



1. The Law of Leadership:
Be first of a kind, not necessarily better.



12. The Law of Line Extension:
Avoid diluting your brand by overextending it.



2. The Law of the Category:
If you can't lead, create a new category.



13. The Law of Sacrifice:
Narrow your focus to strengthen your brand.



3. The Law of the Mind:
Be first in customers' mind, not just the marketplace.



14. The Law of Attributes:
Sell features that are opposite of your competitor's.



4. The Law of Perception:
Shape customer's perceptions; a great product isn't enough.



15. The Law of Candor:
Build trust by honestly acknowledging negatives.



5. The Law of Focus:
Own a single word in the consumer's mind.



16. The Law of Singularity:
Find the one best marketing move in each situation.



6. The Law of Exclusivity:
Don't try to take over a position already owned by a competitor.



17. Law of Unpredictability:
The future is uncertain, so keep flexible.



7. The Law of the Ladder:
Your strategy depends on your position on the market ladder.



18. The Law of Success:
Don't let success make you overconfident and complacent.



8. The Law of Duality:
Most markets end up dominated by two big brands.



19. The Law of Failure:
Learn quickly from mistakes and failures, and move on.



9. The Law of the Opposite:
Secure the #2 spot positioning yourself as the alternative.



20. The Law of Hype:
Lots of buzz in the media does not mean a company's fine.



10. The Law of Division:
Markets split into smaller segments over time.



21. The Law of Acceleration:
Focus on sustainable rising trends, not short-lived fads.



11. The Law of Perspective:
Measure marketing efforts over a long-term horizon.



22. The Law of Resources:
You need lots of financial resources for marketing success.

Immutable Laws Of Marketing

Hussin A.Rothana



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