



Brand Development of Coca-Cola Company (UK)

Daniela Lopez

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Seminar paper from the year 2011 in the subject Business economics - Marketing, Corporate Communication, CRM, Market Research, Social Media, grade: 72% (First), University of Westminster, course: BA (Hons) Marketing Communications - Brand Management, language: English, abstract: 'Uva' is the name given to the Coca-Cola Company's latest venture within the carbonates market; targeting consumers from late forties upwards, the chilled sparkling juice drink is addressing a gap in the market as seen in Figure 1.0 (Fig. 1.0 is available in the download version). Using no additives or sweeteners, the product is to be perceived as a healthy, sparkling beverage. The Latin name for 'grape' (McKeown, 2010:386) was chosen as the brand name for this product as it has connotations of simplicity and elegance. Satisfying the need state of 'thirst' (Franzen and Moriarty, 2009:202), 'Uva' will differentiate itself from competitors by targeting older consumers. The main competitor within the premium adult's soft drink market is Shloer, with a 29% market share of premium soft drinks (Mintel, 2010). However, Shloer actively targets a consumers within the age range of 16 to 34 years, with emphasis on 'mums-to-be' as seen on the Shloer website (Shloer, 2011).[...]

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