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"A/E/C Marketing Fundamentals: Your Keys to Success' a useful introduction to marketing basics. Even if you are a more experienced marketer, you will learn core principles and effective strategies that will improve your job performance.

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The Fundamentals of Marketing A Step-by-Step Guide. By. Full Bio. Follow Linkedin. Follow Twitter. Laura Lake is a former writer for The Balance Small Business. She's a marketing professional and author of "Consumer Behavior for Dummies." Read The Balance's editorial policies. Laura Lake.

The Fundamentals of Marketing

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Rather than a sales pitch, they're looking for you to answer their questions, solve their problems and establish credibility. Content marketing for A/E/C firms is all about sharing knowledge and best practices—not selling or talking about your firm—in order to attract prospects and build trust. In 2019, this philosophy should be applied to virtually every piece of content you create, whether that's your emails, blog articles, social media updates or proposals.

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