Advanced Market Research and Consumer Insight Analysis Training Course



21 - 25 Dec 2026

Milan

5900 € (Per Person)

Ref: #MAR5017_145068

Course Introduction / Overview:

In today's hyper-competitive marketplace, understanding the customer is no longer a competitive advantage but a fundamental requirement for survival and growth. This course moves beyond traditional data collection techniques to empower professionals with the skills to uncover deep consumer insights and translate them into actionable business strategies. We will explore the comprehensive market research process, from defining clear objectives to presenting compelling findings that drive decision-making. Drawing upon foundational principles from acclaimed academics like Naresh K. Malhotra, author of "Marketing Research: An Applied Orientation," this program emphasizes a practical, applied approach. Participants will learn to navigate the complexities of both qualitative and quantitative methodologies to understand not just what consumers do, but why they do it. BIG BEN Training Center has designed this immersive experience to equip you with the analytical frameworks and strategic thinking needed to become a pivotal voice in your organization, ensuring that the customer is at the heart of every decision. This training provides a complete roadmap for transforming raw data into strategic intelligence.

Target Audience / This training course is suitable for:

- Marketing Managers and Specialists.
- Product Development Managers.
- Brand Managers.
- Business Analysts and Strategists.
- Market Research Analysts.
- Entrepreneurs and Business Owners.
- Sales and Business Development Professionals.
- Customer Experience (CX) and User Experience (UX) Professionals.

Target Sectors and Industries:

- Retail and Consumer Packaged Goods (CPG).
- Technology and Software Development.
- Financial Services and Banking.
- Healthcare and Pharmaceuticals.
- Telecommunications.
- Automotive.
- Hospitality and Tourism.
- Governmental and Public Sector Agencies.
- Non-Profit Organizations.

Target Organizations Departments:

- Marketing and Communications.
- Product Management and Development.
- Sales and Business Development.
- Strategic Planning and Corporate Strategy.
- Research and Development (R&D).
- Customer Service and Customer Experience.
- Operations.

Course Offerings:

By the end of this course, the participants will have able to:

- Design and execute a comprehensive market research project from start to finish.
- Select and apply appropriate qualitative and quantitative data collection methods.
- Develop effective surveys, interview guides, and focus group moderation plans.
- Analyze complex datasets to identify significant patterns, trends, and correlations.
- Segment markets effectively to identify and target high-value customer groups.
- Develop detailed customer personas and map the end-to-end customer journey.
- Translate raw data and analytical findings into actionable strategic insights.
- Conduct thorough competitor analysis to identify market opportunities and threats.
- Communicate research findings persuasively to stakeholders through compelling reports and presentations.
- Uphold the highest ethical standards in all market research activities.

Course Methodology:

The training methodology at BIG BEN Training Center is designed to be highly interactive, practical, and engaging, ensuring that participants can immediately apply their learning in a professional context. We believe in learning by doing. The course moves beyond theoretical lectures to incorporate a dynamic blend of hands-on exercises, real-world case study analyses, and collaborative group workshops. Participants will work in teams to tackle simulated market research challenges, from designing a research plan to analyzing a sample dataset and presenting their findings. This collaborative environment encourages peer-to-peer learning and the exchange of diverse perspectives. Our expert instructors facilitate interactive discussions, provide personalized feedback, and guide participants through each stage of the learning process. The program emphasizes critical thinking and problem-solving, equipping attendees not just with tools and techniques, but with the strategic mindset required to transform data into powerful business intelligence. This immersive approach guarantees a robust and memorable learning experience.

Course Agenda (Course Units):

Unit One Foundations of Strategic Market Research

- The strategic role of market research in modern business.
- Defining research problems and setting clear objectives.
- The market research process from A to Z.
- Primary vs. secondary research methodologies.
- Qualitative vs. quantitative research approaches.
- Ethical considerations and best practices in market research.
- Developing a robust market research proposal.

Unit Two Mastering Qualitative Data Collection

- Deep dive into in-depth interviews (IDIs).
- Techniques for effective focus group moderation.
- Observational research and ethnographic studies.
- Designing effective discussion guides.
- Projective techniques to uncover subconscious motivations.
- Introduction to qualitative data analysis (QDA).
- Leveraging digital platforms for qualitative research.

Unit Three Quantitative Research and Survey Design

- Fundamentals of sampling theory and techniques.
- Crafting unbiased and effective survey questionnaires.
- Understanding different question types and scales.
- Best practices for survey distribution and data collection.
- Minimizing survey bias and maximizing response rates.
- Introduction to experimental design and A/B testing.
- Data cleaning and preparation for analysis.

Unit Four Data Analysis and Market Segmentation

- Descriptive statistical analysis for market data.
- Introduction to inferential statistics (t-tests, ANOVA, chi-square).
- Principles of market segmentation, targeting, and positioning (STP).
- Geographic, demographic, psychographic, and behavioral segmentation.
- Developing data-driven customer personas.
- Introduction to advanced analytical techniques like conjoint analysis.
- Using software tools for quantitative data analysis.

Unit Five From Insight to Impactful Reporting

- The art of translating data into actionable insights.
- Mapping the customer journey to identify pain points and opportunities.
- Frameworks for effective competitor analysis.
- Introduction to market trend analysis and forecasting.
- Storytelling with data to create compelling narratives.
- Designing impactful research reports and dashboards.
- Presenting research findings to senior management with confidence.

FAQ:

Qualifications required for registering to this course?

There are no requirements.

How long is each daily session, and what is the total number of training hours for the course?

This training course spans five days, with daily sessions ranging between 4 to 5 hours, including breaks and interactive activities, bringing the total duration to 20 - 25 training hours.

Something to think about:

In an era of big data and AI, what is the enduring value of human-centric qualitative research in understanding the 'why' behind consumer behavior?

What unique qualities does this course offer compared to other courses?

This course distinguishes itself by focusing intensely on the critical bridge between data analysis and strategic implementation. While many programs teach the mechanics of conducting research, our curriculum is uniquely designed to cultivate a strategic mindset, teaching participants how to transform findings into a compelling business case for action. We move beyond the "what" of consumer behavior to deeply explore the "why," using advanced frameworks for customer journey mapping and persona development that reveal unmet needs and motivations. The emphasis is less on software proficiency and more on the cognitive skills of critical thinking, synthesis, and storytelling with data. Participants will not just learn to create charts; they will learn to build a narrative that persuades and influences senior leadership. The course's practical, workshop-based format ensures that these are not just theoretical concepts but applied skills, honed through collaborative problem-solving on realistic business challenges. It is this dedicated focus on generating actionable, strategic intelligence that provides a distinct and superior learning experience.