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With the rise of digital media, promotion remains a key element at each step of the merchandising process to communicate a clear message about a product, brand, or retailer to the end user. Promotion strategies that were once limited to traditional media-print ads, radio or TV commercials-must now integrate digital media and more innovative means of communication through social media to stay relevant.

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Promotion is a key element at each step of the merchandising process. Advertising, direct marketing, public relations, special events, and visual merchandising all work together to communicate the same message about a product, brand, or organization to the end user.

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