

# BENCHMARK ADV REPORT

2012 B2B Marketing

Research and insight  
converting the mode

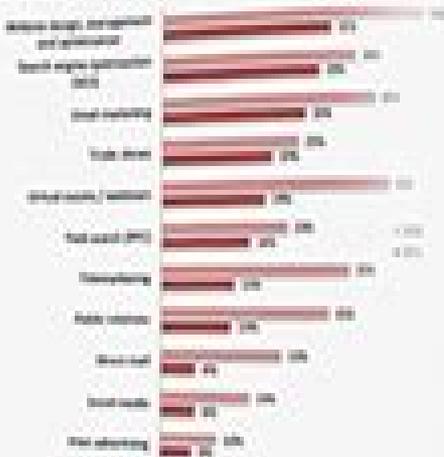


\$447

## Executive Summary

Key insights: Executives increasingly concerned about ROI of B2B marketing. Marketing budgets are stretched, and many are questioning the effectiveness of their current marketing programs.

### What's Changing in the Effectiveness of B2B Marketing Tools



### Marketing Steps

Marketers continue to believe in the effectiveness of their marketing efforts. However, they are becoming more selective in the steps they take, with the top of the list of steps including "very effective" in 2012 and 2011.

In 2012, B2B marketers expressed more concern about the effectiveness of their marketing efforts, with 58% of marketers saying they were "very effective" in 2012 and 56% in 2011.

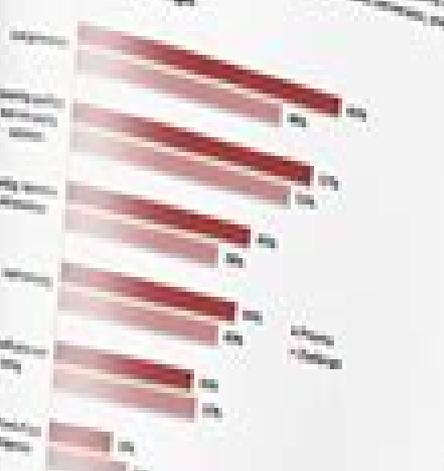
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## Marketing Budgets

Marketing budgets are being stretched, and many marketers are questioning the effectiveness of their current marketing programs.

### Marketing Budgets by Industry



### Marketing Steps

Marketers continue to believe in the effectiveness of their marketing efforts. However, they are becoming more selective in the steps they take, with the top of the list of steps including "very effective" in 2012 and 2011.

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# Marketingsherpa B2b Marketing Benchmark Report

**BM King**



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