

# **BARNES** *Reports*

**U.S. Marketing Consulting Services  
Industry (NAICS 541613)**

- Market Reports
- Industry Trends
- Demographic Data

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# MARKETING CONSULTING SERVICES INDUSTRY (NAICS 541613)

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# MARKETING CONSULTING SERVICES INDUSTRY (NAICS 541613)

## USERS' GUIDE

The Barnes Reports are the leading publications on U.S. industries and estimates and forecasts on sales and employment demographics. As a way of making the most of this information, we have included a few suggestions and tips to aid you in processing and using this information.

Managers, planners, and market researchers use this information for a variety of activities:

- Sizing markets and segments – You can estimate the size of the regional markets you sell in and your company's market penetration into that market. You can do the same with the market segments in which you participate.
- Sales territory potential – You can estimate your market penetration and also the market potential in any regional area or market segment.
- Sales forecasting – With the estimates on the size of the industry, market researchers supporting a sales force can then estimate and forecast the future size of the industry.
- Advertising strategies – You can use this information for forecasting and estimating sales potential and target advertising campaigns.
- Competitive analysis – You will use the information to locate your possible competitors (if it is not already known), to estimate their size, growth and strengths and weaknesses and to see what market segments in which they participate.

We recognize that many managers today are asked to provide detailed analysis of their markets, sales territories, distribution channels, and product placements. We have organized these reports in a logical format making your market analysis and research tasks easy to accomplish.

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# **MARKETING CONSULTING SERVICES INDUSTRY (NAICS 541613)**

## **INDUSTRY DEFINITION AND RELATED INDUSTRIES**

**NAICS 541613: Marketing Consulting Services.** This industry comprises establishments primarily engaged in providing operating advice and assistance to businesses and other organizations on marketing issues, such as developing marketing objectives and policies, sales forecasting, new product developing and pricing, licensing and franchise planning, and marketing planning and strategy.

### **Related Industries**

- Management Consulting
- Human Resources Consulting
- Industry Specialist Consulting

### **U.S. Census Categories**

NAICS 541613 – Marketing Consulting Services is almost comparable to:  
18% of SIC 8742 – Marketing Consulting Services

### **Sub-Industries**

- Marketing consulting services
- Distribution channels consultant
- Franchising consultant
- Merchandising consultant
- New products and services consultants
- Sales (including sales management) consultant