



# Panty Pad: Marketing Menstrual Pads to the Japanese Market

Weng Marc Lim

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Scholarly Research Paper from the year 2009 in the subject Communications - Public Relations, Advertising, Marketing, Social Media, grade: 1, Monash University Malaysia, Sunway Campus, language: English, abstract: This book presents a new innovative version of menstrual pads – Panty Pad, and illustrates how it can be marketed in Japan. The rationale behind this innovative invention is to provide superior customer value in terms of convenience, comfort, fashion, and economical pricing. Panty Pad is a product in which a menstrual pad is sewn intact onto a soft cotton long-lasting disposable panty. The design of this offering is in a low cut cutting which aims to keep the panty unseen even though the user is wearing a low-cut pants or skirt.

In addition, there would be some fragrance in the pad to prevent any bad odour from long-hour wearing. The first half of this book presents an in-depth and extensive environmental analysis of Japan including any possible impact of the current financial crisis as groundwork for marketing menstrual pads. Accordingly, analyses presented in the first half of this book would focus on how attractive are the economic environment, cultural environment, and political and legal environment of Japan in providing a marketing opportunity success for Panty Pad. This analysis would also account for any potential impact of the current financial crisis towards Panty Pad's sustainable competitiveness in the Japanese market.



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