Abstract

In this era of increasingly dynamic era, there are many changes including in the field

of business included in the company's property products are growing rapidly. One of them is

Bandung Techno Park is a company engaged in the field tecnologi and growing in the field of

property product marketing. This study aims to describe in general the development of

marketing in the field of property product business in increasing the interest of consumers to

use property products in Bandung Techno Park.

The research method used with descriptive research type and quantitative data which

use primary data and secondary data, which use primary data as main data used in research.

Primary data used is questionnaires, by distributing questionnaires to 50 respondents who

become samples with saturated sampling by using all the population to process the data.

Based on the results of research that has been done consumer perceptions of sales

promotion of 85.38% which can be categorized good, while the variable purchase decision of

87.7% which can be categorized very well.

Keywords: Promotion Mix, Purchase Decision, Bandung Techno Park