

QUIZ 1 - CHAPTER 1
PRINCIPLES OF MARKETING

Which of the following strategies would a company most likely use to increase customer satisfaction?

Answer: lowering prices

Elisandra, a marketing manager at a regional chain restaurant, has decided to organize a contest calling for customers to create commercials for the restaurant. Winning entries will be posted on the organization's home page. Elisandra's plan is an example of _____.

Answer: consumer-generated marketing

Which of the following customer questions is answered by a company's value proposition?

Answer: "Why should I buy your brand rather than a competitor's?"

Cathy's Clothes is a small yet successful retail chain that sells women's clothing and accessories with a focus on buyers who have relatively modest means. For this specific purpose, the firm has rolled out several marketing initiatives aimed at women of a specific demographic. This is an example of _____.

Answer: target marketing

Kao Corp., a deodorant manufacturer, invited teenage girls to make an ad that would encourage other girls to buy the product. This program is an example of _____.

Answer: consumer-generated marketing

Hank is an assistant marketing director for a firm in a market with many low-margin customers. What type of relationship with these customers would be the most profitable for him?

Answer: basic relationships

The marketing concept takes a(n) _____. It starts with a well-defined market, focuses on customer needs, and integrates all the marketing activities that affect customers.

Answer: outside-in perspective

Which of the following is the aim of the product concept?

Answer: focus on making continuous product improvements

Chapter 31 Marketing Essentials Review Answer Key

**Thirumalaisamy P.
Velavancorresponding**



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Essentials of Marketing Perreault, 2000

Teacher's Manual to Accompany Essentials of Marketing, Revised Edition Edmund Jerome McCarthy, 1982

Economics Campbell R. McConnell, 2008 Based on three main goals help the beginning student master the principles essential for understanding the economizing problem specific economic issues and the policy alternatives help the student understand and apply the economic perspective and reason and promote a lasting student interest in economics and the economy

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clark scam mast service manual 9 9 can sharpen understanding of crime and disorder problems it also shows how the 25 techniques of situational crime prevention can greatly expand the problem solving capacity of police finally it gives guidance on ways to assess the effectiveness of action taken including ways of testing for displacement