

## Chapter 8: The Marketing Plan

1) Marketing research may be conducted by the entrepreneur or by an external supplier or consultant.

Answer: TRUE

2) When preparing the industry analysis section of the business plan, using secondary sources is not appropriate.

Answer: FALSE

3) The first step in conducting a competitive analysis is to document the pricing strategy of each competitor.

Answer: FALSE

4) Marketing research involves the gathering of information in order to determine who will buy the product and what the most effective promotion strategy would be.

Answer: TRUE

5) An effective way to begin defining the purpose of a marketing plan, is to make a list of all the information needed to prepare the marketing plan.

Answer: TRUE

6) Defining the purpose or objectives of marketing research is often the most difficult stage for an entrepreneur.

Answer: TRUE

7) Marketing information that already exists is called secondary data.

Answer: TRUE

8) The Internet is a good source for primary information but does not provide many secondary sources.

Answer: FALSE

9) Private data sources, such as Information Resources, Inc. and Nielsen Indexes, are a low-cost secondary data source.

Answer: FALSE

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**Christian G. Meyer**



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