

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

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Marketing Essentials, Student Edition McGraw-Hill Education, 1997-01-01 Considered the nation's number one marketing program *Marketing Essentials* is the essential text for introducing students to the skills, strategies and topics that make up the ever-changing world of marketing. It effectively captures the excitement of this fast-paced discipline with engrossing narrative, engaging graphics and real-life case studies. *Essentials of Marketing* Paul Baines, Chris Fill, Kelly Page, 2013 Building on the outstanding success of Baines, Fill and Page's bestselling textbook *Essentials of Marketing* has arrived. This is the must-have textbook for students looking to excel in their studies and careers. EBOOK: Principles and Practice of Marketing

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