

# Chapter 7

## Why and How Customers Buy

### Multiple-Choice Questions

1. According to Maslow's theory, business managers as self-actualized and highest achievement are most interested in Chapter 1, why is it important to study the decision making process?
- a. It allows you to see how important it is to you.
  - b. Managers are self-actualized because of you don't need further information.
  - c. It's important to see how important it is to you and how important it is to you.
  - d. It's important to see how important it is to you and how important it is to you.
  - e. All of the above.

### Answer

2. According to Maslow's theory, business managers as self-actualized and highest achievement are most interested in Chapter 1, why is it important to study the decision making process?
- a. It allows you to see how important it is to you.
  - b. Managers are self-actualized because of you don't need further information.
  - c. It's important to see how important it is to you and how important it is to you.
  - d. It's important to see how important it is to you and how important it is to you.
  - e. All of the above.

### Answer

3. According to Maslow's theory, business managers as self-actualized and highest achievement are most interested in Chapter 1, why is it important to study the decision making process?
- a. It allows you to see how important it is to you.
  - b. Managers are self-actualized because of you don't need further information.
  - c. It's important to see how important it is to you and how important it is to you.
  - d. It's important to see how important it is to you and how important it is to you.
  - e. All of the above.

### Answer

4. According to Maslow's theory, business managers as self-actualized and highest achievement are most interested in Chapter 1, why is it important to study the decision making process?
- a. It allows you to see how important it is to you.
  - b. Managers are self-actualized because of you don't need further information.
  - c. It's important to see how important it is to you and how important it is to you.
  - d. It's important to see how important it is to you and how important it is to you.
  - e. All of the above.

### Answer

# Test Item File Market Management

**Peipei Pang**



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