(Chapter: 1 (Creating And Capturing Customer Value

is defined as a	social and manag	perial process b	y which individua	is and organization	ons	(1
	.obtain what they	need and want	through creating			
	Value reengineering Human resource management Financing					(A
						(8
						(C
				Po-	darketing	(D
				Root cause	e analysis	(€
			The first :	step in the market	ting proces	s is (2
	capturing value from customers to create profits and customer equity constructing an integrated marketing program that delivers superior value building profitable relationships and creating customer delight					(A
						(B
						(⊂
	understanding the marketplace and customer needs and wants					(D
		de	signing a custome	r-driven marketing	z strategy	(€
			are stat	es of felt deprivat	tion	(3
	A) Needs	B) Desires	C) Demands	D) Values	E) Exch	anges
	are human needs as shaped by individual personality and culture(
	A) Offerings	B) Wants	C) Demands	D) Values	E) Exch	
			When backed b	v buving power, v	vants beco	onie (S
	social ne					(A
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A) need	B) nece	ssity	C) demand	D) exigency		desire
refers to the mi	stake of paying me	ore attention to	the specific produ	cts a company of	fers	(7
		than to the be	enefits and experie	ences produced by	y these pro	
				Buyer's	remorse	(A
				Out-of-home ac	ivertising	(B
				Cavea	it emptor	(C
				Marketin	g myopia	(D
				Winne	er's curse	(€
The art and scie	ence of choosing t	arget markets a	nd building profit	able relationships	with then	n is (8
						called
						4.6

(8

market capitalization

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