

Principles of Marketing

Diagnostic Test

Direction: Read and answer the following questions carefully. Encircle the letter of your answer.

1. It is the process of continuously & profitably satisfying target customer's needs, wants & expectations superior to competition.
a. Company b. Customer c. Marketing d. Competition
2. Its objective is to satisfy the needs, wants & expectations of target customers.
a. Company b. Customer c. Marketing d. Competition
3. Its objective is to ensure corporate health and profit.
a. Company b. Customer c. Marketing d. Competition
4. It is the result of satisfying the customer's needs & wants.
a. Sales b. Profit c. Market Shares d. Users
5. It is the ratio of your brand sales versus the total sales in your market.
a. Sales b. Profit c. Market Shares d. Users
6. It is an indispensable component for a firm to continuously satisfy its customers. It must always go hand-in-hand with honor.
a. Sales b. Profit c. Market Shares d. Users
7. Its function is to satisfy the needs and wants of the target market.
a. Product b. Price c. Promotion d. Placement
8. Its function is to make the product affordable to the target market & reflect the value of benefits provided.
a. Product b. Price c. Promotion d. Placement
9. It is a procedure, flow of activities, and other mechanisms that deliver the intended experience.
a. Physical environment b. Process c. People d. Product
10. These are the members of the team who contribute to the delivery of the service & its brand promise whether at the front line or in the back office, on-site or off-site.
a. Physical environment b. Process c. People d. Product
11. To make the product conveniently available to the target market consistent with their purchasing patterns.
a. Product b. Price c. Promotion d. Placement
12. Place where service is performed; includes all touch points leading to the place.
a. Physical environment b. Process c. People d. Product
13. This concept reflects customer loyalty, a reliable way of evaluating customer's satisfaction.
a. Change b. Loyal customer c. Sales d. Price
14. It comes after trial of the product/services.
a. Customer trial b. Customer error c. Customer loyalty d. Customer satisfaction
15. It comes after the repeat purchase.
a. Customer trial b. Customer error c. Customer loyalty d. Customer satisfaction
16. This is done by understanding and contextualizing pain points of consumers and creating features or attributes that remove those pain points.
a. Functional benefit c. Social benefit
b. Emotional benefit d. Economic benefit
17. Takes into consideration how customers want to be perceived by others using a product or service.
a. Functional benefit c. Social benefit
b. Emotional benefit d. Economic benefit

Test Yourself Principles Of Marketing

Katrin Zwirglmaier



Test Yourself Principles Of Marketing:

Test Yourself Principles Of Marketing Book Review: Unveiling the Magic of Language

In an electronic era where connections and knowledge reign supreme, the enchanting power of language has become more apparent than ever. Its ability to stir emotions, provoke thought, and instigate transformation is actually remarkable. This extraordinary book, aptly titled "**Test Yourself Principles Of Marketing**," compiled by a highly acclaimed author, immerses readers in a captivating exploration of the significance of language and its profound impact on our existence. Throughout this critique, we will delve in to the book is central themes, evaluate its unique writing style, and assess its overall influence on its readership.

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Table of Contents Test Yourself Principles Of Marketing

1. Understanding the eBook Test Yourself Principles Of Marketing
 - The Rise of Digital Reading Test Yourself Principles Of Marketing
 - Advantages of eBooks Over Traditional Books
2. Identifying Test Yourself Principles Of Marketing
 - Exploring Different Genres
 - Considering Fiction vs. Non-Fiction
 - Determining Your Reading Goals
3. Choosing the Right eBook Platform
 - Popular eBook Platforms
 - Features to Look for in an Test Yourself Principles Of Marketing
 - User-Friendly Interface
4. Exploring eBook Recommendations from Test Yourself Principles Of Marketing
 - Personalized Recommendations
 - Test Yourself Principles Of Marketing User Reviews and Ratings

- Test Yourself Principles Of Marketing and Bestseller Lists
- 5. Accessing Test Yourself Principles Of Marketing Free and Paid eBooks
 - Test Yourself Principles Of Marketing Public Domain eBooks
 - Test Yourself Principles Of Marketing eBook Subscription Services
 - Test Yourself Principles Of Marketing Budget-Friendly Options
- 6. Navigating Test Yourself Principles Of Marketing eBook Formats
 - ePub, PDF, MOBI, and More
 - Test Yourself Principles Of Marketing Compatibility with Devices
 - Test Yourself Principles Of Marketing Enhanced eBook Features
- 7. Enhancing Your Reading Experience
 - Adjustable Fonts and Text Sizes of Test Yourself Principles Of Marketing
 - Highlighting and Note-Taking Test Yourself Principles Of Marketing
 - Interactive Elements Test Yourself Principles Of Marketing
- 8. Staying Engaged with Test Yourself Principles Of Marketing
 - Joining Online Reading Communities
 - Participating in Virtual Book Clubs
 - Following Authors and Publishers Test Yourself Principles Of Marketing
- 9. Balancing eBooks and Physical Books Test Yourself Principles Of Marketing
 - Benefits of a Digital Library
 - Creating a Diverse Reading Collection Test Yourself Principles Of Marketing
- 10. Overcoming Reading Challenges
 - Dealing with Digital Eye Strain
 - Minimizing Distractions
 - Managing Screen Time
- 11. Cultivating a Reading Routine Test Yourself Principles Of Marketing
 - Setting Reading Goals Test Yourself Principles Of Marketing
 - Carving Out Dedicated Reading Time
- 12. Sourcing Reliable Information of Test Yourself Principles Of Marketing
 - Fact-Checking eBook Content of Test Yourself Principles Of Marketing
 - Distinguishing Credible Sources

13. Promoting Lifelong Learning
 - Utilizing eBooks for Skill Development
 - Exploring Educational eBooks
14. Embracing eBook Trends
 - Integration of Multimedia Elements
 - Interactive and Gamified eBooks

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