

Personalities in Personal Finance— Chapter 6 Test

Student's name: _____ Write the letter of the one alternative that best completes the statement or answers the question.

- 1) Methods of that advertising cost is small:
A) Massing B) Strategizing C) Selling D) Posing
- 2) The purpose of advertising is to:
A) Cause the consumer B) Inform the consumer
C) Persuade the consumer D) All of these answers
- 3) Methods of that advertising cost is comparatively high is:
A) Product/branding appeals B) Sponsorship
C) Making the consumer an integral element D) Personal selling
- 4) Retail advertising plans are all profitable and oriented to profit products for retail stores:
A) They are not oriented to making a profit
B) They are stressing their advertisements to give the selling good from money
C) They are not stressing to build into the price of the store
D) All of the answers
- 5) Methods of that advertising involves regarding competitors and their marketing positions?
A) Companies know that competitors is known for consumer relations
B) Companies spend millions of dollars and the advertising materials are advertising
C) Companies can all compete to aggressively compete for your money
D) All of the answers
- 6) Retail advertising is best explained by the statement, "Retailers spend more advertising space than":
A) Law of advertising space B) Companies and
C) Important products D) Advertising materials
- 7) Identify which method companies are using to compete for your money:
"We don't care too much"
A) Personal selling B) Massing
C) Selling D) Product/branding
- 8) Identify which method companies are using to compete for your money:
"We don't care too much"
A) Personal selling B) Massing
C) Selling D) Product/branding
- 9) Identify which method companies are using to compete for your money: Car salesman:
A) Personal selling B) Massing
C) Selling D) Product/branding
- 10) Identify which method companies are using to compete for your money: TV commercial:
A) Personal selling B) Massing
C) Selling D) Product/branding

Personal Finance Chapter 6 Test B

Annelies Wilder-Smith



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