Marketing Management FINAL EXAM

Quiz 1 "Customer Focus, Customer Performance, and Profit Impact"

- With reference to the six-category scale, a consumer satisfaction index (CSI) of 20 denotes that the
 customer is _____
 - a. Satisfied
 - b. Somewhat dissatisfied
 - c. Dissatisfied
 - d. Somewhat satisfied
 - e. Very Satisfied
- 2. Julio lives in Summit Country, in Colorado. He has taken health insurance from Pro-Life Inc., a health maintenance organization in Colorado that has a network of health care providers. Julio can visit the health care providers in the Pro-Life Inc. network, and get services at much lower rate. Julio regularly visits Dr. Amy Page, the best general physician in the Pro-Life Inc. network in Summit County even though he is not satisfied with her services. When any of his friends require medical services, Julio does not recommend Dr. Amy Page to them. For Dr. Amy Page, Julio is a(n) ______ customer.
 - a. Captive
 - b. Loyal
 - c. Unprofitable
 - d. Intermediate
 - e. Repeat
- 3. Which of the following is a component of customer loyalty index?
 - a. Customer's demographic details
 - b. Average customer life
 - Desire to repurchase
 - d. Customer satisfaction
 - e. Customer's income level
- A captive customer is most likely to . . .
 - a. Have a low purchase amount
 - b. Have a weak product preference.
 - c. Have a high desire to repurchase
 - d. Have a high customer lovalty index
 - e. Recommend a brand or company to others
- Minimal customer focus results in a reduction in the cost of marketing and sales. False
- The most significant impact of satisfying and retaining customers is
 - That a business can eliminate the need for advertising.
 - b. That it can result in tremendous financial leverage
 - That a business can redirect marketing efforts to better serve dissatisfied customers.
 - That a desired increase in the level of profitability requires an increase in sales volume of only balf as much.
 - e. That a business can redirect marketing efforts to attain new customers.
- With reference to the six-category scale, a consumer satisfaction index (CSI) of 60 denotes that the customer is
 - a. Satisfied.
 - b. Somewhat satisfied.
 - c. Somewhat dissatisfied.

Sample Essay Questions For Marketing Management Exam

Mike Oldroyd

Sample Essay Questions For Marketing Management Exam:

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In an electronic era where connections and knowledge reign supreme, the enchanting power of language has be much more apparent than ever. Its capability to stir emotions, provoke thought, and instigate transformation is actually remarkable. This extraordinary book, aptly titled "**Sample Essay Questions For Marketing Management Exam**," published by a very acclaimed author, immerses readers in a captivating exploration of the significance of language and its profound effect 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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