

Marketing Management FINAL EXAM

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

1. 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 County, 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
 - c. **Desire to repurchase**
 - d. Customer satisfaction
 - e. Customer's income level

4. 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 loyalty index
 - e. Recommend a brand or company to others

5. Minimal customer focus results in a reduction in the cost of marketing and sales. **False**

6. The most significant impact of satisfying and retaining customers is _____.
 - a. That a business can eliminate the need for advertising.
 - b. **That it can result in tremendous financial leverage**
 - c. That a business can redirect marketing efforts to better serve dissatisfied customers.
 - d. That a desired increase in the level of profitability requires an increase in sales volume of only half as much.
 - e. That a business can redirect marketing efforts to attain new customers.

7. 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.

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SJ Ball



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Table of Contents Sample Essay Questions For Marketing Management Exam

1. Understanding the eBook Sample Essay Questions For Marketing Management Exam
 - The Rise of Digital Reading Sample Essay Questions For Marketing Management Exam
 - Advantages of eBooks Over Traditional Books
2. Identifying Sample Essay Questions For Marketing Management Exam
 - 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 Sample Essay Questions For Marketing Management Exam
 - User-Friendly Interface
4. Exploring eBook Recommendations from Sample Essay Questions For Marketing Management Exam

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

- Fact-Checking eBook Content of Sample Essay Questions For Marketing Management Exam
- 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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