Marketing Questions



C4 is managing profitable customer relationships.
a. Management
b. Control
c. Marketing
d. Human Resources
D5. The two fold goal of marketing is to attract new customers by promising superior value and to
a. keep and grow current customers by delivering satisfaction
b. keep and grow current customers by delivering competitive pricing
c. keep and grow current customers by delivering friendly service
d. all of the above
C6. Marketing is more than and advertising.
a, distribution
b. promotion
c. selling
d. customer service
A7. Today, marketing must be understood in terms of making a sale and a. satisfying customer needs
b. understanding customer value
c. customers' selfxhow more content
Your firm has just developed its first successful MIS. It interacts with information users to assess
information needs, develop needed information, the marketing information, and help managers use it in their decision making.
a. distribute
b. collect
c. retrieve
d. store
C4. Your marketing department is attempting to improve strategic decision making, assess and track

competitors' actions, and provide early warning of opportunities and threats. Your department would

do well to use

a. internal databases

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