

Name: \_\_\_\_\_ Class: \_\_\_\_\_ Date: \_\_\_\_\_

Chapter 01: Marketing: The Art and Science of Satisfying Customers

ANSWER: False

18. A firm with a fully developed marketing concept is one with a company-wide consumer orientation with the objective of achieving long-term success.

- a. True
- b. False

ANSWER: True

19. The relationship era builds on the marketing era's customer orientation by only focusing on maintaining relationships with customers.

- a. True
- b. False

ANSWER: False

20. Celebrities use person marketing as a way to increase their value in the marketplace.

- a. True
- b. False

ANSWER: True

21. Promotional events designed to attract visitors to a particular area or to improve the image of a city, state, or nation would be examples of event marketing.

- a. True

ANSWER: True

ANSWER: True

22. Marketing is the process of identifying, anticipating, and satisfying customer requirements profitably. This is the most widely accepted definition of marketing.

- a. True
- b. False

ANSWER: True

23. A company's primary responsibility is to create value for its customers. This is the most widely accepted definition of marketing.

- a. True
- b. False

ANSWER: True

24. Marketing is the process of identifying, anticipating, and satisfying customer requirements profitably. This is the most widely accepted definition of marketing.

- a. True
- b. False

ANSWER: True

25. Marketing is the process of identifying, anticipating, and satisfying customer requirements profitably. This is the most widely accepted definition of marketing.

- a. True

ANSWER: True

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# Contemporary Marketing Eleventh Edition Test Bank

**Victor M. Corman**



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which has become popular in both marketing and public relations circles but sometimes with different parameters There are those who prefer to confine marketing communications to promotional activities which is mostly an academic point of view and there are those who see the subject in broader terms embracing every form of communication used in marketing which is how the subject is practised in the business world While the author has long experience as a teacher and examiner he also continues to be a professional practitioner Consequently the book aims to serve those concerned with both the academic and the professional in interpretations of marketing communications It is of course hoped that those who adopt the academic approach to the subject will eventually acknowledge that there is more to marketing communications than advertising sales promotion selling marketing research and public relations It is also necessary to realise that public relations embraces much more than the publicity in the 4Ps promotion box Without wishing to be contentious this broad approach is proposed so that communications of all kinds throughout the marketing strategy can have maximum effect Very little has been published on this subject and the book is therefore a pioneer attempt to establish the practical parameters of modern marketing communications There are so many broad and narrow interpretations of marketing communications but it is hoped that this book will be useful to teachers students and practitioners of the subject *Contemporary Marketing Plus* Louis E.

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