

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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MIC Research Team



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Federal Register ,2014 Daily Graphic Kingsley Inkoom,2014-09-29 **An Assessment of the Investment Climate in China: Key Indicator Analysis** MIC Research Team,2016-08-01 Amid the economic slowdown in Europe and North America China though still growing upwards in 2013 is facing headwinds in the wake of rising labor and land costs Coupled with China s fast changing policy laws and environments pertaining to foreign investment it is getting tougher for foreign companies to invest and doing business in China This report serving as a reference for foreign companies when making investment decisions is the aggregated results of China s investment climate survey conducted by TEEMA Taiwan Electrical and Electronic Manufacturers Association and key indicators in the economic and political aspects are addressed and examined This report also includes Taiwanese businesspeople comments and suggestions on how to invest in China

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Table of Contents 2014 Introductory Marketing Management Final Exam Scope

1. Understanding the eBook 2014 Introductory Marketing Management Final Exam Scope
 - The Rise of Digital Reading 2014 Introductory Marketing Management Final Exam Scope
 - Advantages of eBooks Over Traditional Books
2. Identifying 2014 Introductory Marketing Management Final Exam Scope
 - 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 eBook 2014 Introductory Marketing Management Final Exam Scope
 - User-Friendly Interface
4. Exploring eBook Recommendations from 2014 Introductory Marketing Management Final Exam Scope
 - Personalized Recommendations
 - 2014 Introductory Marketing Management Final Exam Scope User Reviews and Ratings

- 2014 Introductory Marketing Management Final Exam Scope and Bestseller Lists
- 5. Accessing 2014 Introductory Marketing Management Final Exam Scope Free and Paid eBooks
 - 2014 Introductory Marketing Management Final Exam Scope Public Domain eBooks
 - 2014 Introductory Marketing Management Final Exam Scope eBook Subscription Services
 - 2014 Introductory Marketing Management Final Exam Scope Budget-Friendly Options
- 6. Navigating 2014 Introductory Marketing Management Final Exam Scope eBook Formats
 - ePub, PDF, MOBI, and More
 - 2014 Introductory Marketing Management Final Exam Scope Compatibility with Devices
 - 2014 Introductory Marketing Management Final Exam Scope Enhanced eBook Features
- 7. Enhancing Your Reading Experience
 - Adjustable Fonts and Text Sizes of 2014 Introductory Marketing Management Final Exam Scope
 - Highlighting and Note-Taking 2014 Introductory Marketing Management Final Exam Scope
 - Interactive Elements 2014 Introductory Marketing Management Final Exam Scope
- 8. Staying Engaged with 2014 Introductory Marketing Management Final Exam Scope
 - Joining Online Reading Communities
 - Participating in Virtual Book Clubs
 - Following Authors and Publishers 2014 Introductory Marketing Management Final Exam Scope
- 9. Balancing eBooks and Physical Books 2014 Introductory Marketing Management Final Exam Scope
 - Benefits of a Digital Library
 - Creating a Diverse Reading Collection 2014 Introductory Marketing Management Final Exam Scope
- 10. Overcoming Reading Challenges
 - Dealing with Digital Eye Strain
 - Minimizing Distractions
 - Managing Screen Time
- 11. Cultivating a Reading Routine 2014 Introductory Marketing Management Final Exam Scope
 - Setting Reading Goals 2014 Introductory Marketing Management Final Exam Scope
 - Carving Out Dedicated Reading Time
- 12. Sourcing Reliable Information of 2014 Introductory Marketing Management Final Exam Scope
 - Fact-Checking eBook Content of 2014 Introductory Marketing Management Final Exam Scope
 - 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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