

Principles of Business for CSEC®

2nd edition

Answers to Chapter 6: Marketing

“Setting the scene” answers

1. Market research reports provide a business with lots of useful detail about the market they wish to enter, e.g. the number of customers, how often they make purchases and where, what sorts of prices they are prepared to pay, who the main competitors are etc. These reports would furnish the fashion retailer with a greater insight into the market in which they hope to operate.
2. Questions that a small fashion retailer might want to ask include:
 - (a) Are customers satisfied with the current range of shops supplying the fashion trade?
 - (b) What do shoppers feel is missing in terms of fashion clothes provision in the local market?
 - (c) How often do they make purchases, and how much do they spend on fashion items in a typical week?
 - (d) How much do they currently spend on specific fashion items?
 - (e) Would they be prepared to pay more for higher quality products?

These are examples of some of the questions that the retailer might want answering through market research. Asking a sample of the relevant population that the retailer is targeting will help the retailer to know whether it is worth entering the market, what section of the market to target, and how to adjust their business.

“Now try these” answers

6.1 Explain the concepts of markets and marketing

1. This will be unique for each student. An example might include: an electronics store, the local fruit and vegetable market, the market for train travel, the market for specialist foods, a souvenir shop, and the market for music lessons.
2. This will be unique for each student. Two products targeted at a mass market could be bananas and rice, as these are staple items that are often bought by the majority of the population. Two products targeted at a niche market could be certain video games and a certain style of shoe, as these are only bought by a small and specific section of the population.
3. This will be unique for each student.

6.2 Explain marketing activities

1. Answers will vary, but one example is to ask customers who have purchased the product from a local store to fill out a questionnaire.
2. This will be unique for each student.
3. This will be unique for each student.
4. **Business in action:** This will be unique for each student.

Answers To Virtual Business Chapter 6

Robert Schmidt,Dane Charlton



Answers To Virtual Business Chapter 6:

Your Virtual Success Alan Blume, 2010-01-01 The more virtual your business the more flexible the hours the lower the overhead and the greater the profit potential Your Virtual Success will help a cash poor entrepreneur a small business scrambling for expansion capital an existing business seeking to improve profits or an independent professional in any service business Alan Blume's virtual model has resulted in large six figure deals with people he's never met face to face and never will and small sales that would never be profitable in a traditional business environment In Your Virtual Success he demystifies the cost effective leading edge Internet based tools that are available to almost everyone as long as you know what questions to ask and where to look Your Virtual Success shows any entrepreneur sole proprietor partnership or existing business how to Leverage new Internet tools to grow your business faster and more profitably Utilize free or low cost online resources to hire manage and expand your business Rapidly create a new work from home virtual business while minimizing the risks of a traditional startup

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The Virtual Team Maturity Model Ralf Friedrich,2017-10-25 Ralf Friedrich developed an academically validated and process oriented maturity model with emphasis on special needs of virtual teams He provides criteria and indicators of performance for virtual teams and combines different approaches of maturity models into an overall framework to measure and develop virtual team performance This book describes the development and validation of the Virtual Team Maturity Model VTMM consisting of 11 processes for virtual team collaboration defined by inputs methods outputs and Key Performance Indicators KPIs assigned to four maturity levels The model supports an algorithm for calculating the maturity level of the team based on a set of questionnaires

Pedagogy, Presence, and Motivation in Online Education Perez, Aaron Michael,Orakcı, Şenol,2022-04-08 Online learning poses a multitude of challenges for educators as there are oftentimes limited resources and in most cases educators are forced to rely on trial and error strategies In the wake of the COVID 19 pandemic an urgent need has risen for a better understanding of creating and maintaining an engaging digital classroom environment Pedagogy Presence and Motivation in

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covers advanced analytics techniques including machine learning and AI and demonstrates how these can be integrated into the data platform to unlock valuable insights Furthermore the book addresses an aspects of data platform monitoring security and performance optimization It explores techniques for monitoring data pipelines ensuring data security and optimizing performance to meet the demands of real time data processing and analytics Throughout the book real world examples case studies and best practices are provided to illustrate the concepts discussed This helps readers apply the knowledge gained to their own data platform projects

Mastering VMware vSphere 4 Scott Lowe,2010-10-26 As part of the highly acclaimed Mastering series from Sybex this book offers a comprehensive look at VMware vSphere 4 how to implement it and how to make the most of what it offers Coverage Includes Shows administrators how to use VMware to realize significant savings in hardware costs while still providing adequate servers for their users Demonstrates how to partition a physical server into several virtual machines reducing the overall server footprint within the operations center Explains how VMware subsumes a network to centralize and simplify its management thus alleviating the effects of virtual server sprawl Now that virtualization is a key cost saving strategy Mastering VMware vSphere 4 is the strategic guide you need to maximize the opportunities

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