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Better Business, 3e (Solomon)

Chapter 12 Marketing and Consumer Behavior

1) Marketing departments do NOT serve which of the following functions?

- A) establish desirable pricing strategies
- B) establish meaningful relationships with customers to instill loyalty
- C) determine what products to produce and what products not to produce
- D) promote an organization by persuading customers that their products are the best
- E) keep an eye on what people need and want

Answer: C

Explanation: C) Marketing departments are responsible for staying aware of people's needs and desires. Though marketing is a field known for its job of promoting companies and their products by persuading customers to make purchases, marketers also must participate in the process of establishing pricing strategies that will benefit the company as well as be attractive to the customers. When customers develop relationships with the company and its products, it is the task of the marketing department to turn those relationships into meaningful ones, ensure repeat business, and to instill loyalty. Marketing departments do not determine the specific products that a company will produce.

Diff: 2

Objective: 12-1 How has marketing evolved over the production concept era, the sales concept era, the marketing concept era, and the customer relationship era?

Solomon Business 3rd Edition Test Bank

**George Vozikis, Timothy
Mescon, Howard Feldman, Eric W
Liguori**



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Entrepreneurship George Vozikis,Timothy Mescon,Howard Feldman,Eric W Liguori,2014-12-18 The authors present core concepts of entrepreneurship in an easy to follow logical sequence Starting with basic definitions and an overarching conceptual framework in Part I the book then addresses topics pertaining to Venture Initiation Part II Venture Management Part III and Venture Development Part IV Each chapter contains a case study in which a real life entrepreneur who confronts the issues of growth and competition is followed Venture initiation and development are key components of this book Entrepreneurship has all the standard features that entrepreneurs in training need The book s strength however lies in the clear straightforward and logical manner in which the various topics within this complex subject are presented The book also includes learning objectives outlines terms and review questions **Resources in Education** ,1989 **Forthcoming Books** Rose Arny,2001 **Digest of the Banking Law Journal (second Edition)** ,1919 **Books in Print Supplement** ,2002 **Legal Chronicle Reports of Cases Decided in the Supreme Court of Pennsylvania** Solomon Foster (Jr.),1886 *Commerce Business Daily* ,2001-07 *Corpus Juris* William Mack,William Benjamin Hale,1929 **Subject Guide to Books in Print** ,1997 **InfoWorld** ,1989-07-17 InfoWorld is targeted to Senior IT professionals Content is segmented into Channels and Topic Centers InfoWorld also celebrates people companies and projects

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In an electronic era where connections and knowledge reign supreme, the enchanting power of language has become more apparent than ever. Its ability to stir emotions, provoke thought, and instigate transformation is actually remarkable. This extraordinary book, aptly titled "**Solomon Business 3rd Edition Test Bank**," published by a highly acclaimed author, immerses readers in a captivating exploration of the significance of language and its profound effect on our existence. Throughout this critique, we shall delve into the book's central themes, evaluate its unique writing style, and assess its overall influence on its readership.

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