

# Fill-in-the-Blanks

**Instructions:** While watching Domain 2 Lesson 2, fill in the missing words according to the information presented by the instructor. [References are found in the brackets.]

1. A marketing method that uses customized newsletters to engage with customers is mail networking. [Marketing Platforms and Marketing Methods]
2. A marketing method that uses ads on a website within a search engine is pay per click advertising. [Marketing Platforms and Marketing Methods]
3. The four segments of sales data are behavioral, geographical, demographic, and psychographic. [Market Reactions and Sales Data]
4. demographic data provides information about a customer's age, gender, or ethnicity. [Market Reactions and Sales Data]
5. Investors use customer acquisitions to determine the cost of acquiring new customers. [Customer Acquisition and Retention Costs]
6. The formula used to determine customer acquisition costs is marketing expenses plus sales expenses divided by the number of new customers for the period. [Customer Acquisition and Retention Costs]
7. It is more informative to keep current customers than to acquire new customers. [Customer Acquisition and Retention Costs]
8. Customer retention rates are found by subtracting the number of new customers acquired during a period from the number of customers at the end of a period, then dividing by the number of customers from the start of the period and multiplying by 100. [Customer Acquisition and Retention Costs]
9. An sales process provides an overview of the marketing plan. [Elements of a Marketing Plan]
10. The four P's of the marketing mix are product, price, place, and profit. [Elements of a Marketing Plan]

# Virtual Business Lesson 2 Answers

**RJ Shavelson**



## **Virtual Business Lesson 2 Answers:**

**Electronic Business and Education** Wendy Chin, Frederic\*accents Patricelli, V. Milutinovic, 2012-12-06 In order to establish technical prerequisites for efficient electronic business and education on the Internet appropriate system support is needed as a vital condition for maximization of both short term and long term profits Electronic Business and Education Recent Advances in Internet Infrastructures discusses current research topics in the domain of system support for e business and e education on the Internet and stresses the synergistic interaction of these two components Attention is given to both scientific and engineering issues Electronic Business and Education Recent Advances in Internet Infrastructures is suitable as a secondary text for a graduate level course and as a reference for researchers and practitioners in industry particularly in the area of e business and e education on the Internet There is no longer any question that the Internet and electronic communication are the major new tools for collaborative advances in the creation of new knowledge and in future learning Excerpt from Foreword by Robert C Richardson Nobel Laureate 1996 Cornell University USA Business Research Wilson Ng, Elayne Coakes, 2013-11-03 Knowledge of business research is necessary for any business student as all postgraduate business programmes and business related disciplines require it Business Research is a groundbreaking book for student researchers who need to conceive conduct and complete a new research project for the first time It concentrates on the business organization and gives invaluable practical advice on going out into the field and conducting interviews researching problems and learning about organizations Through its conversational accessible style and its adoption of a student's perspective this book will make the process of learning about research enjoyable and the resulting research project outstanding Business Research is essential reading for students who are studying for one or more modules in research methods for a postgraduate qualification in business and management students who have a methodological component to one of their modules eg a module in organizational behaviour and students who have to conduct an investigation in a business and management field for a dissertation or project report and need guidance and assistance on how to approach conduct and report every aspect of their project The E-learning Question and Answer Book Allan J. Henderson, 2003 **Exam 70-413 Designing and Implementing a Server Infrastructure** Microsoft Official Academic Course, 2014-10-27 This Microsoft Official Academic Course MOAC IT Professional curriculum prepares certification students for success every step of the way This 70 413 Designing and Implementing a Server Infrastructure exam course is the first of a series of two exams Microsoft Certified Solutions Associates MCSE candidates are required to pass to gain the MCSE Windows Server 2012 and Windows Server 2012 R2 certification These MCSE exams test the skills and knowledge necessary to design implement and maintain a Windows Server 2012 infrastructure in an enterprise scaled highly virtualized environment Passing these exams confirms students ability to plan configure and implement the Windows Server 2012 services such as server deployment server virtualization and network access and infrastructure This complete ready to teach MOAC program is mapped to all of the

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