

# MGT301

# PRINCIPLES OF MARKETING

## Important mcqs

### Lec 1 - Overview of Course

- 1. What is the primary goal of this course?**
  - a) To promote intellectual curiosity and academic rigor
  - b) To memorize theoretical frameworks
  - c) To develop practical skills only

**Solution: a**
- 2. What are the key topics covered in this course?**
  - a) Theoretical frameworks only
  - b) Practical applications only
  - c) Theoretical frameworks, practical applications, and current research in the field

**Solution: c**
- 3. What is the course format?**
  - a) Lectures only
  - b) Discussions only
  - c) A combination of lectures, discussions, and assignments

**Solution: c**
- 4. Is this course suitable for novice learners?**
  - a) No, it is designed for advanced learners only
  - b) Yes, it is accessible to both novice and advanced learners
  - c) It is designed for experts in the field only

**Solution: b**
- 5. Will this course cover current research in the field?**
  - a) No, it will only cover historical research
  - b) Yes, it will cover current research in the field
  - c) It will not cover any research

**Solution: b**
- 6. What skills will students develop in this course?**
  - a) Memorization skills only
  - b) Critical thinking and problem-solving skills
  - c) Writing skills only

**Solution: b**
- 7. What is the emphasis of this course?**
  - a) Promoting rote learning
  - b) Promoting intellectual curiosity and academic rigor
  - c) Promoting practical application without theoretical frameworks

**Solution: b**

8. **Will this course cover a broad understanding of the subject?**

- a) No, it will only cover narrow aspects of the subject
- b) Yes, it will provide a broad understanding of the subject
- c) It will not cover any understanding of the subject

**Solution: b**

9. **Is this course designed for a specific audience?**

- a) Yes, it is designed for experts in the field only
- b) No, it is designed for anyone interested in the subject matter
- c) It is designed for novice learners only

**Solution: b**

10. **What is the focus of the course assignments?**

- a) To promote memorization of theoretical frameworks
- b) To develop practical skills only
- c) To engage in critical thinking and problem-solving exercises

**Solution: c**

## Lec 2 - Understanding Marketing and Marketing Process

1. Which of the following is NOT a component of the marketing mix?

- a) Product
- b) Price
- c) Promotion
- d) Place
- e) Profit

Answer: e) Profit

2. Which of the following is NOT a step in the marketing process?

- a) Market research
- b) Product development
- c) Sales promotion
- d) Segmentation and targeting
- e) Customer relationship management

Answer: c) Sales promotion

3. Which of the following is NOT a factor affecting consumer behavior?

- a) Cultural factors
- b) Social factors
- c) Psychological factors
- d) Economic factors
- e) Political factors

Answer: e) Political factors

4. Which of the following is a type of market segmentation?

- a) Product segmentation
- b) Price segmentation
- c) Psychographic segmentation
- d) Promotion segmentation
- e) Profit segmentation

Answer: c) Psychographic segmentation

5. Which of the following is NOT a pricing strategy?

- a) Cost-plus pricing
- b) Skimming pricing
- c) Penetration pricing
- d) Discount pricing
- e) Niche pricing

Answer: e) Niche pricing

6. Which of the following is an example of a push promotional strategy?

- a) Advertising on social media
- b) Product placement in a TV show

- c) Coupons in a newspaper
- d) Billboards on highways
- e) Sponsored events

**Answer: b) Product placement in a TV show**

**7. Which of the following is NOT a type of consumer product?**

- a) Convenience product
- b) Shopping product
- c) Specialty product
- d) Unsought product
- e) Wholesale product

**Answer: e) Wholesale product**

**8. Which of the following is NOT a stage in the product life cycle?**

- a) Introduction
- b) Growth
- c) Maturity
- d) Decline
- e) Renewal

**Answer: e) Renewal**

**9. Which of the following is NOT a type of market research?**

- a) Exploratory research
- b) Descriptive research
- c) Experimental research
- d) Causal research
- e) Correlational research

**Answer: e) Correlational research**

**10. Which of the following is NOT a benefit of customer relationship management?**

- a) Increased customer loyalty
- b) Increased customer retention
- c) Increased customer satisfaction
- d) Decreased customer complaints
- e) Increased price of products

**Answer: e) Increased price of products**

## Lec 3 - Customer Relationship Management

1. **What is the main goal of Customer Relationship Management?**

- a) Increase customer satisfaction
- b) Increase company profitability
- c) Increase employee satisfaction
- d) All of the above

Answer: d) All of the above

2. **What does CRM stand for?**

- a) Customer Review Management
- b) Customer Relationship Management
- c) Customer Retention Management
- d) Customer Reward Management

Answer: b) Customer Relationship Management

3. **What is the benefit of using CRM software?**

- a) Improved customer data management
- b) Increased sales
- c) Enhanced customer loyalty
- d) All of the above

Answer: d) All of the above

4. **Which of the following is a component of CRM?**

- a) Sales automation
- b) Marketing automation
- c) Service automation
- d) All of the above

Answer: d) All of the above

5. **Which type of CRM focuses on improving customer service and support?**

- a) Operational CRM
- b) Analytical CRM
- c) Collaborative CRM
- d) None of the above

Answer: a) Operational CRM

6. **What is the purpose of customer segmentation in CRM?**

- a) To understand customer behavior and preferences
- b) To personalize interactions with customers
- c) To improve customer retention
- d) All of the above

Answer: d) All of the above

7. **What is the benefit of using a customer portal in CRM?**

- a) Improved customer self-service
- b) Increased customer satisfaction
- c) Reduced support costs
- d) All of the above

**Answer: d) All of the above**

8. **What is the primary goal of customer retention in CRM?**

- a) To keep existing customers happy
- b) To acquire new customers
- c) To increase revenue
- d) None of the above

**Answer: a) To keep existing customers happy**

9. **What is the role of data analytics in CRM?**

- a) To gain insights into customer behavior
- b) To improve marketing campaigns
- c) To optimize sales processes
- d) All of the above

**Answer: d) All of the above**

10. **Which of the following is an example of a CRM metric?**

- a) Customer acquisition cost
- b) Net promoter score
- c) Customer lifetime value
- d) All of the above

**Answer: d) All of the above**

## Lec 4 - Marketing in Historical Perspective and Evolution of Marketing

1. Which of the following is true about the history of marketing?

- a) It dates back to ancient times
- b) It was first practiced in the 19th century
- c) It only became relevant with the growth of the internet
- d) It is a recent phenomenon

Answer: a) It dates back to ancient times

2. The evolution of marketing has been driven by:

- a) Technological advancements
- b) Changing consumer preferences
- c) Growth of globalization
- d) All of the above

Answer: d) All of the above

3. The earliest form of advertising was:

- a) Radio advertisements
- b) Print advertisements
- c) Billboards
- d) Word-of-mouth

Answer: d) Word-of-mouth

4. The emergence of mass production in the 20th century led to:

- a) Increased competition
- b) Reduced consumer choice
- c) Lower prices
- d) Increased product differentiation

Answer: c) Lower prices

5. Which of the following is true about the marketing concept?

- a) It emphasizes the importance of customer satisfaction
- b) It focuses on maximizing profits
- c) It is only relevant to large businesses
- d) It ignores the needs and preferences of consumers

Answer: a) It emphasizes the importance of customer satisfaction

6. Which of the following is true about the growth of the internet and its impact on marketing?

- a) It has made traditional marketing techniques obsolete
- b) It has made marketing more expensive
- c) It has made it easier to reach a global audience
- d) It has reduced the importance of brand image

Answer: c) It has made it easier to reach a global audience

7. **The marketing mix includes:**

- a) Product, price, promotion, place
- b) Product, price, people, process
- c) Product, price, promotion, packaging
- d) Product, price, place, position

Answer: a) Product, price, promotion, place

8. **The first marketing textbook was written in:**

- a) 1920
- b) 1950
- c) 1980
- d) 2000

Answer: a) 1920

9. **Which of the following is an example of guerilla marketing?**

- a) Television advertisement
- b) Social media campaign
- c) Billboard advertisement
- d) Flash mob

Answer: d) Flash mob

10. **The concept of brand equity refers to:**

- a) The value of a brand
- b) The importance of advertising
- c) The size of a company's marketing budget
- d) The number of products sold

Answer: a) The value of a brand



## Lec 5 - Marketing Challenges in the 21st Century

1. Which of the following is a major marketing challenge in the 21st century?

- A. Increased consumer spending
- B. Decreased competition
- C. Evolving media landscape
- D. Consistent consumer behavior

**Solution: C. Evolving media landscape**

2. What is one of the most significant digital marketing challenges of the 21st century?

- A. Limited advertising platforms
- B. Increased customer loyalty
- C. Growing popularity of traditional media
- D. Oversaturation of digital channels

**Solution: D. Oversaturation of digital channels**

3. What is a key challenge for brands attempting to reach younger audiences?

- A. Traditional media consumption habits
- B. Lack of disposable income
- C. Fragmented media landscape
- D. Over-reliance on social media

**Solution: D. Over-reliance on social media**

4. Which of the following is a major concern for marketers in the 21st century?

- A. Limited access to consumer data
- B. Decreased competition
- C. Increased privacy regulations
- D. Stable economic conditions

**Solution: C. Increased privacy regulations**

5. What is one of the biggest challenges for marketers looking to create personalized content?

- A. Fragmented media landscape
- B. Limited access to consumer data
- C. Lack of creative talent
- D. Decreased brand loyalty

**Solution: B. Limited access to consumer data**

6. What is a key challenge for marketers attempting to reach global audiences?

- A. Language barriers
- B. Homogeneous media landscape
- C. Decreased competition
- D. Stable political conditions

**Solution: A. Language barriers**

7. **What is one of the most significant ethical concerns for marketers in the 21st century?**
- A. Lack of transparency
  - B. Over-reliance on digital channels
  - C. Decreased access to consumer data
  - D. Limited creative talent

**Solution: A. Lack of transparency**

8. **What is a major challenge for brands attempting to engage with environmentally conscious consumers?**
- A. Increased access to consumer data
  - B. Decreased competition
  - C. Over-reliance on social media
  - D. Limited sustainability initiatives

**Solution: D. Limited sustainability initiatives**

9. **What is a key challenge for marketers attempting to build brand loyalty in the 21st century?**
- A. Decreased access to consumer data
  - B. Fragmented media landscape
  - C. Increased consumer spending
  - D. Stable economic conditions

**Solution: B. Fragmented media landscape**

10. **What is one of the biggest challenges for brands attempting to reach diverse audiences?**
- A. Homogeneous media landscape
  - B. Decreased competition
  - C. Over-reliance on traditional media
  - D. Lack of cultural sensitivity

**Solution: D. Lack of cultural sensitivity**

## Lec 6 - Strategic Planning and Marketing Process

1. **What is the first step in the strategic planning process?**

- a) Environmental scanning
- b) Goal setting
- c) Strategy formulation
- d) Resource allocation

Answer: a) Environmental scanning

2. **What is the purpose of a SWOT analysis?**

- a) To identify internal strengths and weaknesses
- b) To identify external opportunities and threats
- c) To develop marketing objectives
- d) All of the above

Answer: d) All of the above

3. **Which of the following is not a part of the marketing mix?**

- a) Product
- b) Price
- c) Place
- d) People

Answer: d) People

4. **What is the purpose of market segmentation?**

- a) To develop a marketing mix that appeals to the entire market
- b) To divide the market into smaller groups with similar needs and characteristics
- c) To create a marketing plan
- d) None of the above

Answer: b) To divide the market into smaller groups with similar needs and characteristics

5. **What is the purpose of a target market?**

- a) To develop a marketing mix that appeals to the entire market
- b) To divide the market into smaller groups with similar needs and characteristics
- c) To identify the group of consumers that the marketing mix will be aimed at
- d) All of the above

Answer: c) To identify the group of consumers that the marketing mix will be aimed at

6. **What is the purpose of a marketing plan?**

- a) To outline the organization's overall goals and objectives
- b) To identify the resources needed to achieve those goals
- c) To develop strategies and tactics to achieve those goals
- d) All of the above

Answer: c) To develop strategies and tactics to achieve those goals

7. **What is the difference between a marketing strategy and a marketing tactic?**

- a) A strategy is a long-term plan, while a tactic is a short-term action
- b) A strategy is a short-term action, while a tactic is a long-term plan
- c) There is no difference
- d) Both involve long-term planning

Answer: a) A strategy is a long-term plan, while a tactic is a short-term action

8. **What is the purpose of the marketing mix?**

- a) To identify the target market
- b) To develop a pricing strategy
- c) To create a marketing plan
- d) To develop a product, price, place, and promotion strategy

Answer: d) To develop a product, price, place, and promotion strategy

9. **What is the purpose of market research?**

- a) To identify customer needs and preferences
- b) To determine the size of the market
- c) To identify competitors
- d) All of the above

Answer: d) All of the above

10. **What is the purpose of a marketing audit?**

- a) To assess the organization's marketing performance
- b) To identify opportunities for improvement
- c) To evaluate the effectiveness of the marketing plan
- d) All of the above

Answer: d) All of the above

## Lec 7 - Portfolio Analysis

1. **What is portfolio analysis?**

- A. The process of evaluating a company's financial statements
- B. The process of evaluating a company's portfolio of products or services
- C. The process of evaluating a company's workforce
- D. The process of evaluating a company's customer base

Answer: B

2. **Which of the following is NOT a component of portfolio analysis?**

- A. Strengths and weaknesses analysis
- B. Competitive analysis
- C. Market analysis
- D. SWOT analysis

3. **Which portfolio analysis model categorizes products or services into four quadrants based on market share and market growth rate?**

- A. BCG matrix
- B. Ansoff matrix
- C. GE matrix
- D. SWOT matrix

Answer: A

4. **Which quadrant of the BCG matrix represents products or services with a high market share and high market growth rate?**

- A. Dogs
- B. Question marks
- C. Stars
- D. Cash cows

Answer: C

5. **Which quadrant of the BCG matrix represents products or services with a low market share and high market growth rate?**

- A. Dogs
- B. Question marks
- C. Stars
- D. Cash cows

Answer: B

6. **What is the primary goal of portfolio analysis?**

- A. To increase profits
- B. To improve customer satisfaction
- C. To reduce costs

D. To increase market share

**Answer: A**

7. **Which of the following is a limitation of portfolio analysis?**

- A. It can be time-consuming and expensive
- B. It does not consider external factors such as the economy or political environment
- C. It is only useful for large companies
- D. It is too subjective and does not provide concrete data

**Answer: B**

8. **Which portfolio analysis model is based on the idea that a company's success is dependent on the strength of its competitive position and the attractiveness of the industry?**

- A. BCG matrix
- B. Ansoff matrix
- C. GE matrix
- D. Porter's Five Forces

**Answer: D**

9. **Which quadrant of the GE matrix represents products or services with a strong competitive position and high market attractiveness?**

- A. High potential
- B. Low potential
- C. Investment
- D. Harvest

**Answer: C**

10. **Which of the following is an advantage of portfolio analysis?**

- A. It provides a comprehensive view of the company's portfolio
- B. It is a quick and easy process
- C. It focuses only on external factors
- D. It is not affected by changes in the market

**Answer: A**

## Lec 8 - Marketing Process

1. **What is the first step in the marketing process?**

- A. Product development
- B. Market research
- C. Segmentation
- D. Targeting

**Answer: B. Market research**

2. **What is market segmentation?**

- A. Identifying potential customers
- B. Dividing the market into groups with similar needs
- C. Developing a marketing mix
- D. Evaluating the success of marketing efforts

**Answer: B. Dividing the market into groups with similar needs**

3. **What is targeting in the marketing process?**

- A. Identifying potential customers
- B. Dividing the market into groups with similar needs
- C. Developing a marketing mix
- D. Evaluating the success of marketing efforts

**Answer: A. Identifying potential customers**

4. **What is positioning in the marketing process?**

- A. Identifying potential customers
- B. Dividing the market into groups with similar needs
- C. Developing a marketing mix
- D. Creating a distinct image for a product or service

**Answer: D. Creating a distinct image for a product or service**

5. **What is the marketing mix?**

- A. Product, price, promotion, and place
- B. Market research, segmentation, targeting, and positioning
- C. Evaluating the success of marketing efforts
- D. Identifying potential customers

**Answer: A. Product, price, promotion, and place**

6. **What is the difference between a product and a service?**

- A. A product is tangible, while a service is intangible
- B. A product is a physical good, while a service is a non-physical offering
- C. A product is for personal use, while a service is for commercial use
- D. There is no difference between a product and a service

**Answer: B. A product is a physical good, while a service is a non-physical offering**

7. **What is the purpose of pricing in the marketing process?**

- A. To create a distinct image for a product or service
- B. To identify potential customers
- C. To evaluate the success of marketing efforts
- D. To generate revenue for the company

**Answer: D. To generate revenue for the company**

8. **What is promotion in the marketing process?**

- A. Developing a distinct image for a product or service
- B. Identifying potential customers
- C. Communicating the value of a product or service to customers
- D. Evaluating the success of marketing efforts

**Answer: C. Communicating the value of a product or service to customers**

9. **What is distribution in the marketing process?**

- A. Identifying potential customers
- B. Evaluating the success of marketing efforts
- C. Delivering a product or service to customers
- D. Creating a distinct image for a product or service

**Answer: C. Delivering a product or service to customers**

10. **What is the purpose of evaluation in the marketing process?**

- A. To identify potential customers
- B. To evaluate the success of marketing efforts
- C. To create a distinct image for a product or service
- D. To generate revenue for the company

**Answer: B. To evaluate the success of marketing efforts**



## Lec 9 - Marketing Environment

- 1. Which of the following is not a factor in the marketing environment?**
  - a) Economic conditions
  - b) Competition
  - c) Product design
  - d) Legal and regulatory issues

**Answer: c) Product design**
- 2. Which of the following is an example of a social and cultural trend?**
  - a) Inflation rates
  - b) Technological advancements
  - c) Changing consumer preferences
  - d) Political instability

**Answer: c) Changing consumer preferences**
- 3. Which of the following is an example of a legal and regulatory issue?**
  - a) Shifts in demographic trends
  - b) Changes in tax rates
  - c) Technological innovations
  - d) Fluctuations in exchange rates

**Answer: b) Changes in tax rates**
- 4. Which of the following is an example of a natural environment factor?**
  - a) Economic conditions
  - b) Political stability
  - c) Climate change
  - d) Consumer behavior

**Answer: c) Climate change**
- 5. Which of the following refers to the degree to which people share beliefs, values, and norms?**
  - a) Cultural diversity
  - b) Cultural assimilation
  - c) Cultural homogeneity
  - d) Cultural pluralism

**Answer: c) Cultural homogeneity**
- 6. Which of the following is a macroeconomic factor?**
  - a) Consumer income
  - b) Consumer attitudes
  - c) Consumer behavior
  - d) Consumer preferences

**Answer: a) Consumer income**
- 7. Which of the following is an example of a technological factor?**
  - a) Changes in consumer attitudes
  - b) Fluctuations in exchange rates
  - c) Advances in manufacturing technology
  - d) Demographic shifts

**Answer: c) Advances in manufacturing technology**

8. Which of the following is an example of a political and legal factor?

- a) Social media trends
- b) Consumer preferences
- c) Government regulations
- d) Economic growth rates

Answer: c) Government regulations

9. Which of the following is an example of a competitive factor?

- a) Technological innovations
- b) Economic conditions
- c) Rival firms' marketing strategies
- d) Demographic trends

Answer: c) Rival firms' marketing strategies

10. Which of the following refers to the degree to which resources and goods are used in an efficient and sustainable manner?

- a) Corporate social responsibility
- b) Economic growth
- c) Environmental sustainability
- d) Social justice

Answer: c) Environmental sustainability

## Lec 10 - Marketing Macro Environment

1. Which of the following is an example of a social and cultural factor in the marketing macro environment?
- Economic conditions
  - Technological advancements
  - Attitudes towards health and wellness
  - Legal regulations

Answer: c

2. Which of the following is an example of a natural factor in the marketing macro environment?
- Climate change
  - Demographic trends
  - Consumer preferences
  - Economic conditions

Answer: a

3. Which of the following is an example of a global factor in the marketing macro environment?
- Technological advancements
  - Social media trends
  - Economic conditions in different countries
  - Legal regulations

Answer: c

4. Which of the following is an example of an economic factor in the marketing macro environment?
- Demographic trends
  - Political instability
  - Inflation rates
  - Consumer preferences

Answer: c

5. Which of the following is an example of a legal and regulatory factor in the marketing macro environment?
- Technological advancements
  - Cultural differences
  - Product safety laws
  - Natural disasters

Answer: c

6. Which of the following is an example of a technological factor in the marketing macro environment?
- Aging population
  - Environmental sustainability
  - Online shopping trends
  - Economic conditions

Answer: c

7. Which of the following is an example of a social and cultural factor in the marketing macro environment?

- a. Technological advancements
- b. Attitudes towards sustainability
- c. Exchange rates
- d. Legal regulations

**Answer: b**

8. **Which of the following is an example of a natural factor in the marketing macro environment?**

- a. Cultural differences
- b. Economic conditions
- c. Natural disasters
- d. Political instability

**Answer: c**

9. **Which of the following is an example of a global factor in the marketing macro environment?**

- a. Demographic trends
- b. Social media trends
- c. Economic conditions
- d. Competition from foreign companies

**Answer: d**

10. **Which of the following is an example of an economic factor in the marketing macro environment?**

- a. Technological advancements
- b. Exchange rates
- c. Consumer preferences
- d. Cultural differences

**Answer: b**

## Lec 11 - Analyzing Marketing Opportunities and Developing Strategies

1. **What is the first step in analyzing marketing opportunities?**

- A) Conducting market research
- B) Identifying potential target markets
- C) Evaluating competitors
- D) Understanding consumer behavior

**Solution: B) Identifying potential target markets**

2. **What is SWOT analysis?**

- A) An analysis of competitors' strengths and weaknesses
- B) An analysis of a business's internal and external factors
- C) An analysis of the target market's needs and preferences
- D) An analysis of the marketing mix elements

**Solution: B) An analysis of a business's internal and external factors**

3. **What is the purpose of customer segmentation?**

- A) To create a comprehensive marketing plan
- B) To identify market gaps
- C) To evaluate competitors
- D) To group customers based on similar characteristics

**Solution: D) To group customers based on similar characteristics**

4. **Which of the following is NOT a component of the marketing mix?**

- A) Product
- B) Promotion
- C) Price
- D) Profit

**Solution: D) Profit**

5. **What is the purpose of analyzing competitors?**

- A) To identify potential target markets
- B) To evaluate the effectiveness of marketing strategies
- C) To determine the feasibility of launching new products or services
- D) To understand their strengths and weaknesses

**Solution: D) To understand their strengths and weaknesses**

6. **What is the primary goal of developing marketing strategies?**

- A) To maximize profits
- B) To differentiate the business from competitors
- C) To create a unique product or service
- D) To satisfy customer needs and wants

**Solution: D) To satisfy customer needs and wants**

7. **What is the purpose of conducting market research?**

- A) To identify potential target markets
- B) To understand consumer behavior
- C) To evaluate the effectiveness of marketing strategies
- D) All of the above

**Solution: D) All of the above**

8. **What is the difference between a target market and a market segment?**

A) There is no difference

B) A target market is a group of customers who share similar needs, while a market segment is a specific subset of a target market

C) A target market is a specific subset of a market segment, while a market segment is a group of customers who share similar needs

D) A target market refers to geographic location, while a market segment refers to demographics

**Solution: B) A target market is a group of customers who share similar needs, while a market segment is a specific subset of a target market**

9. **What is the purpose of a marketing plan?**

A) To create a comprehensive strategy for achieving business goals

B) To evaluate the effectiveness of marketing strategies

C) To understand consumer behavior

D) To identify potential target markets

**Solution: A) To create a comprehensive strategy for achieving business goals**

10. **What is the ultimate goal of developing effective marketing strategies?**

A) To maximize profits

B) To create a unique product or service

C) To differentiate the business from competitors

D) To drive growth and deliver value to customers

**Solution: D) To drive growth and deliver value to customers**

## Lec 12 - The Marketing Research Process

1. **What is the first step in the marketing research process?**

- a) Data collection
- b) Analysis of findings
- c) Defining the problem
- d) Reporting the findings

**Answer: c) Defining the problem**

2. **What is the purpose of designing a research plan?**

- a) To collect data
- b) To analyze data
- c) To report findings
- d) To ensure that the research objectives are met

**Answer: d) To ensure that the research objectives are met**

3. **Which of the following is an example of secondary data?**

- a) Customer surveys
- b) Focus groups
- c) Sales reports
- d) In-depth interviews

**Answer: c) Sales reports**

4. **What is the most common type of research design used in marketing research?**

- a) Experimental design
- b) Descriptive design
- c) Observational design
- d) Explanatory design

**Answer: b) Descriptive design**

5. **Which of the following is an example of qualitative research?**

- a) Surveys
- b) Experiments
- c) Focus groups
- d) Observational studies

**Answer: c) Focus groups**

6. **Which of the following is an example of a primary data collection method?**

- a) Published reports
- b) Census data
- c) Social media analysis
- d) Surveys

**Answer: d) Surveys**

7. **What is the purpose of analyzing and interpreting data?**

- a) To collect data
- b) To ensure the accuracy of data
- c) To identify patterns and relationships
- d) To report the findings

**Answer: c) To identify patterns and relationships**

8. **What is the final step in the marketing research process?**

- a) Defining the problem
- b) Designing the research plan
- c) Collecting data
- d) Reporting the findings

**Answer: d) Reporting the findings**

9. **What is the primary advantage of online surveys?**

- a) High response rates
- b) Low cost
- c) Personalized responses
- d) Detailed qualitative data

**Answer: b) Low cost**

10. **Which of the following is an example of a sampling error?**

- a) Bias in selecting respondents
- b) Technical errors in data collection
- c) Inaccurate data processing
- d) Inadequate sample size

**Answer: d) Inadequate sample size**



## Lec 13 - The Marketing Research Process (Continued)

1. **What is the first step in the marketing research process?**

- a) Data collection
- b) Data analysis
- c) Defining the problem
- d) Reporting the findings

Answer: c) Defining the problem

2. **What is the purpose of the research plan in the marketing research process?**

- a) To collect data
- b) To analyze data
- c) To define the problem
- d) To design the research methodology

Answer: d) To design the research methodology

3. **What are the two types of data used in marketing research?**

- a) Primary data and secondary data
- b) Quantitative data and qualitative data
- c) Census data and survey data
- d) Demographic data and psychographic data

Answer: a) Primary data and secondary data

4. **What is the difference between primary and secondary data?**

- a) Primary data is collected specifically for the research, while secondary data is already available.
- b) Primary data is numerical, while secondary data is non-numerical.
- c) Primary data is qualitative, while secondary data is quantitative.
- d) Primary data is collected from focus groups, while secondary data is collected through surveys.

Answer: a) Primary data is collected specifically for the research, while secondary data is already available.

5. **What is a research design?**

- a) A budget for the marketing research project
- b) A plan for collecting data
- c) A report of the findings
- d) An analysis of the data collected

Answer: b) A plan for collecting data

6. **What is the purpose of data analysis in marketing research?**

- a) To define the problem
- b) To design the research methodology
- c) To collect data
- d) To identify patterns and relationships in the data

Answer: d) To identify patterns and relationships in the data

7. **What is a sampling error?**

- a) The error in data analysis
- b) The error in data collection
- c) The error in the research design
- d) The error in the sampling method

Answer: b) The error in data collection

8. **What is the purpose of a marketing research report?**

- a) To define the problem
- b) To design the research methodology
- c) To collect data
- d) To present the findings and recommendations

Answer: d) To present the findings and recommendations

9. **Why are ethical considerations important in marketing research?**

- a) To ensure that the research is completed on time
- b) To ensure that the research is cost-effective
- c) To ensure that participants are treated with respect and that the data collected is accurate and reliable
- d) To ensure that the research methodology is appropriate

Answer: c) To ensure that participants are treated with respect and that the data collected is accurate and reliable

10. **What can businesses use the results of marketing research for?**

- a) To evaluate the competition
- b) To identify target markets
- c) To develop effective marketing strategies
- d) All of the above

Answer: d) All of the above

## Lec 14 - Consumer Buying Behavior

1. Which of the following is a personal factor that influences consumer buying behavior?
- a) Reference groups
  - b) Social class
  - c) Occupation
  - d) Culture

Answer: c) Occupation

2. Which of the following is a psychological factor that influences consumer buying behavior?
- a) Family
  - b) Social norms
  - c) Perception
  - d) Lifestyle

Answer: c) Perception

3. Which of the following is a social factor that influences consumer buying behavior?
- a) Attitudes
  - b) Personality
  - c) Reference groups
  - d) Motivation

Answer: c) Reference groups

4. What type of consumer buying behavior occurs when a consumer is highly involved in the purchase decision?
- a) Routine response behavior
  - b) Limited decision making
  - c) Extensive decision making
  - d) Impulse buying

Answer: c) Extensive decision making

5. Which of the following is an example of a situational factor that influences consumer buying behavior?
- a) Social class
  - b) Personality
  - c) Time pressure
  - d) Attitudes

Answer: c) Time pressure

6. Which of the following stages of the consumer buying process involves evaluating the alternatives and making a purchase decision?
- a) Problem recognition
  - b) Information search
  - c) Evaluation of alternatives

d) Post-purchase evaluation

Answer: c) Evaluation of alternatives

7. **Which of the following consumer buying behaviors is characterized by low involvement and little effort to make a purchase decision?**
- a) Routinized response behavior
  - b) Impulse buying
  - c) Limited decision making
  - d) Extensive decision making

Answer: a) Routinized response behavior

8. **Which of the following is an example of a cultural factor that influences consumer buying behavior?**
- a) Income level
  - b) Social norms
  - c) Age
  - d) Personality

Answer: b) Social norms

9. **Which of the following consumer buying behaviors is characterized by regret or dissatisfaction after making a purchase?**
- a) Routine response behavior
  - b) Impulse buying
  - c) Limited decision making
  - d) Post-purchase dissonance

Answer: d) Post-purchase dissonance

10. **Which of the following is an example of a personal factor that influences consumer buying behavior?**
- a) Family
  - b) Culture
  - c) Social class
  - d) Income

Answer: d) Income

## Lec 15 - Consumer Buying Behavior (Continued)

1. **Which of the following is an example of a personal factor that can influence consumer buying behavior?**
- a) Reference groups
  - b) Culture
  - c) Social class
  - d) Age

**Answer: d) Age**

2. **Which psychological factor can influence consumer buying behavior by affecting an individual's perception of a product's quality or effectiveness?**
- a) Motivation
  - b) Perception
  - c) Learning
  - d) Attitudes

**Answer: b) Perception**

3. **Which social factor can influence consumer buying behavior through social norms and opinions?**
- a) Age
  - b) Income
  - c) Social class
  - d) Reference groups

**Answer: d) Reference groups**

4. **Which cultural factor can influence consumer buying behavior by promoting certain beliefs and values?**
- a) Religion
  - b) Social class
  - c) Family
  - d) Education

**Answer: a) Religion**

5. **Which situational factor can influence consumer buying behavior by creating a sense of urgency or scarcity?**
- a) Physical surroundings
  - b) Time pressure
  - c) Mood
  - d) Perception

**Answer: b) Time pressure**

6. **Which stage of the decision-making process involves recognizing a need or problem that requires a purchase?**
- a) Information search

- b) Evaluation of alternatives
- c) Purchase decision
- d) Problem recognition

**Answer: d) Problem recognition**

**7. Which stage of the decision-making process involves gathering information about products or services that could potentially meet the consumer's needs?**

- a) Information search
- b) Evaluation of alternatives
- c) Purchase decision
- d) Post-purchase evaluation

**Answer: a) Information search**

**8. Which stage of the decision-making process involves weighing the pros and cons of each available option?**

- a) Information search
- b) Evaluation of alternatives
- c) Purchase decision
- d) Post-purchase evaluation

**Answer: b) Evaluation of alternatives**

**9. Which stage of the decision-making process involves making the actual purchase?**

- a) Information search
- b) Evaluation of alternatives
- c) Purchase decision
- d) Post-purchase evaluation

**Answer: c) Purchase decision**

**10. Which stage of the decision-making process involves reflecting on the purchase and evaluating whether it met the consumer's expectations?**

- a) Information search
- b) Evaluation of alternatives
- c) Purchase decision
- d) Post-purchase evaluation

**Answer: d) Post-purchase evaluation**

## Lec 16 - Business Markets and Buying Behavior

1. **What is a business market?**

- A. A market that only sells to consumers
- B. A market that only sells to businesses
- C. A market that sells to both consumers and businesses

Answer: B

2. **What is the primary purpose of a business market?**

- A. To produce and sell goods and services
- B. To purchase goods and services for personal use
- C. To purchase goods and services for use in production or resale

Answer: C

3. **What is the difference between a business market and a consumer market?**

- A. The types of products sold
- B. The types of customers served
- C. The marketing strategies used

Answer: B

4. **Which of the following is a characteristic of a business market?**

- A. Smaller purchase quantities
- B. Shorter decision-making processes
- C. More complex decision-making processes

Answer: C

5. **What is the role of buying centers in business markets?**

- A. To sell products to customers
- B. To make purchasing decisions on behalf of the organization
- C. To market products to potential customers

Answer: B

6. **Which of the following is a type of organizational buying situation?**

- A. Routine purchase
- B. Impulse purchase
- C. Emotional purchase

Answer: A

7. **Which of the following is an example of a derived demand in a business market?**

- A. A company purchasing office supplies for its employees
- B. A company purchasing a new computer for a manager
- C. A company purchasing raw materials to make its own products

Answer: C

8. **What is the role of a buying center's gatekeeper?**

- A. To make the final purchasing decision
- B. To control the flow of information to the buying center
- C. To negotiate with suppliers on behalf of the buying center

Answer: B

9. **Which of the following is a factor that can influence organizational buying behavior?**

- A. The buyer's income level

- B. The buyer's age and gender
- C. The organization's culture and structure

Answer: C

10. **What is the significance of supplier selection in business markets?**

- A. It determines the types of products that will be purchased
- B. It determines the suppliers that will be used for future purchases
- C. It can have a significant impact on the organization's success and profitability

Answer: C



## Lec 17 - Market Segmentation

- 1. What is market segmentation?**
  - a) The process of creating a new product
  - b) The process of dividing a larger market into smaller groups of consumers with similar needs or characteristics
  - c) The process of pricing a product**Answer: b**
- 2. What is the primary goal of market segmentation?**
  - a) To create a new product
  - b) To increase brand awareness
  - c) To better understand the needs and wants of different consumer groups**Answer: c**
- 3. Which of the following is NOT a criteria for effective market segmentation?**
  - a) Measurability
  - b) Sustainability
  - c) Accessibility
  - d) Substantiality**Answer: b**
- 4. Which type of segmentation is based on geographic location?**
  - a) Psychographic segmentation
  - b) Behavioral segmentation
  - c) Demographic segmentation
  - d) Geographic segmentation**Answer: d**
- 5. Which type of segmentation is based on personality, values, and lifestyle?**
  - a) Psychographic segmentation
  - b) Behavioral segmentation
  - c) Demographic segmentation
  - d) Geographic segmentation**Answer: a**
- 6. Which type of segmentation is based on usage rate, benefits sought, and brand loyalty?**
  - a) Psychographic segmentation
  - b) Behavioral segmentation
  - c) Demographic segmentation
  - d) Geographic segmentation**Answer: b**
- 7. Which type of segmentation is based on age, gender, income, and education?**
  - a) Psychographic segmentation
  - b) Behavioral segmentation
  - c) Demographic segmentation
  - d) Geographic segmentation**Answer: c**
- 8. Which of the following is a benefit of effective market segmentation?**
  - a) Increased customer loyalty

- b) Reduced production costs
- c) Increased market share
- d) All of the above

**Answer: d**

9. **Which of the following is an example of psychographic segmentation?**

- a) Dividing a market by age group
- b) Dividing a market by usage rate
- c) Dividing a market by personality and lifestyle
- d) Dividing a market by geographic location

**Answer: c**

10. **Which of the following is a disadvantage of market segmentation?**

- a) Increased competition
- b) Reduced customer satisfaction
- c) Higher marketing costs
- d) None of the above

**Answer: c**

## Lec 18 - Market Segmentation (Continued)

### 1. What is market segmentation?

- a) The process of dividing a larger market into smaller groups of consumers
- b) The process of expanding a smaller market into larger groups of consumers
- c) The process of merging different markets into one
- d) The process of targeting all consumers with the same marketing message

Answer: a) The process of dividing a larger market into smaller groups of consumers

### 2. What are the different types of market segmentation?

- a) Demographic, geographic, psychographic, and behavioral
- b) Demographic, geographic, social, and economic
- c) Demographic, geographic, cultural, and political
- d) Demographic, geographic, technological, and ecological

Answer: a) Demographic, geographic, psychographic, and behavioral

### 3. What is demographic segmentation?

- a) Dividing the market based on geographic location
- b) Dividing the market based on personality traits and values
- c) Dividing the market based on age, gender, income, and occupation
- d) Dividing the market based on usage rate and benefits sought

Answer: c) Dividing the market based on age, gender, income, and occupation

### 4. What is psychographic segmentation?

- a) Dividing the market based on geographic location
- b) Dividing the market based on personality traits and values
- c) Dividing the market based on age, gender, income, and occupation
- d) Dividing the market based on usage rate and benefits sought

Answer: b) Dividing the market based on personality traits and values

### 5. What is behavioral segmentation?

- a) Dividing the market based on geographic location
- b) Dividing the market based on personality traits and values
- c) Dividing the market based on age, gender, income, and occupation
- d) Dividing the market based on usage rate and benefits sought

Answer: d) Dividing the market based on usage rate and benefits sought

### 6. What are the benefits of market segmentation?

- a) Increased customer satisfaction and engagement
- b) Reduced marketing costs
- c) Improved ROI
- d) All of the above

Answer: d) All of the above

7. **What are the criteria for effective market segmentation?**

- a) Measurability, substantiality, accessibility, and responsiveness
- b) Age, gender, income, and occupation
- c) Personality traits, values, and lifestyle
- d) Geographic location, region, or country

**Answer: a) Measurability, substantiality, accessibility, and responsiveness**

8. **What is niche marketing?**

- a) A marketing strategy that targets a specific, small group of consumers with specialized needs or interests
- b) A marketing strategy that targets all consumers with the same message
- c) A marketing strategy that targets a broad-based audience
- d) A marketing strategy that targets consumers based on age, gender, and income

**Answer: a) A marketing strategy that targets a specific, small group of consumers with specialized needs or interests**

9. **What are the advantages of niche marketing?**

- a) Reduced competition
- b) Increased customer loyalty
- c) Ability to charge premium prices
- d) All of the above

**Answer: d) All of the above**

10. **How can businesses identify market segments?**

- a) Conduct market research
- b) Analyze consumer behavior and demographic trends
- c) Use data analysis tools
- d) All of the above

**Answer: d) All of the above**

## Lec 19 - Marketing Mix

1. Which of the following is not a part of the marketing mix?

- a) Product
- b) Price
- c) Profit
- d) Place

Answer: c) Profit

2. Which element of the marketing mix refers to the tangible goods or intangible services offered by a business?

- a) Product
- b) Price
- c) Promotion
- d) Place

Answer: a) Product

3. Which element of the marketing mix involves determining the value of a product or service to the customer?

- a) Product
- b) Price
- c) Promotion
- d) Place

Answer: b) Price

4. Which element of the marketing mix involves selecting the channels used to distribute a product or service to the customer?

- a) Product
- b) Price
- c) Promotion
- d) Place

Answer: d) Place

5. Which element of the marketing mix involves communicating with customers to promote a product or service?

- a) Product
- b) Price
- c) Promotion
- d) Place

Answer: c) Promotion

6. Which pricing strategy involves setting a low price to gain market share?

- a) Skimming pricing
- b) Penetration pricing
- c) Premium pricing

d) Cost-plus pricing

Answer: b) Penetration pricing

7. **Which promotion strategy involves using social media influencers to promote a product or service?**

- a) Advertising
- b) Sales promotion
- c) Public relations
- d) Influencer marketing

Answer: d) Influencer marketing

8. **Which distribution strategy involves using intermediaries to distribute a product or service to the customer?**

- a) Direct distribution
- b) Indirect distribution
- c) Online distribution
- d) Offline distribution

Answer: b) Indirect distribution

9. **Which product strategy involves adding new features or improving the quality of an existing product or service?**

- a) Product line extension
- b) Product differentiation
- c) Product innovation
- d) Product repositioning

Answer: c) Product innovation

10. **Which element of the marketing mix involves selecting the right location and store design to attract customers?**

- a) Product
- b) Price
- c) Promotion
- d) Place

Answer: d) Place

## Lec 20 - Product

1. Which of the following is NOT a factor to consider in product design?

- a) Functionality
- b) Aesthetics
- c) Price
- d) Durability

Answer: c) Price

2. Which of the following is an example of a durable product?

- a) A disposable razor
- b) A car
- c) A bottle of shampoo
- d) A pack of gum

Answer: b) A car

3. What is the purpose of branding in product marketing?

- a) To increase the price of the product
- b) To differentiate the product from competitors
- c) To reduce production costs
- d) To eliminate the need for advertising

Answer: b) To differentiate the product from competitors

4. Which of the following is NOT an example of a product feature?

- a) Color options
- b) Warranty length
- c) Product packaging
- d) Battery life

Answer: c) Product packaging

5. Which of the following is a type of product classification?

- a) Quality
- b) Size
- c) Brand
- d) All of the above

Answer: d) All of the above

6. What is the product life cycle?

- a) The time it takes to design and manufacture a product
- b) The stages a product goes through from introduction to decline
- c) The process of promoting a product to customers
- d) The measurement of customer satisfaction with a product

Answer: b) The stages a product goes through from introduction to decline

7. What is the purpose of a product mix?

- a) To reduce the cost of production
- b) To increase the size of the product line
- c) To eliminate competitors' products
- d) To increase customer loyalty

Answer: b) To increase the size of the product line

8. **What is the difference between a product line and a product mix?**

- a) A product line refers to a group of similar products, while a product mix refers to the total range of products offered by a business
- b) A product mix refers to a group of similar products, while a product line refers to the total range of products offered by a business
- c) There is no difference between the two terms
- d) Both terms refer to the same thing

**Answer: a) A product line refers to a group of similar products, while a product mix refers to the total range of products offered by a business**

9. **What is a brand extension?**

- a) The process of creating a new brand for a product
- b) The process of using an existing brand name for a new product in a different category
- c) The process of discontinuing a brand
- d) The process of reducing the price of a product

**Answer: b) The process of using an existing brand name for a new product in a different category**

10. **What is a benefit of product innovation?**

- a) Increased production costs
- b) Reduced customer satisfaction
- c) Competitive advantage
- d) Decreased sales

**Answer: c) Competitive advantage**



## Lec 21 - New Product Development Process

- 1. What is the first step in the new product development process?**
  - a) Idea screening
  - b) Concept development
  - c) Idea generation
  - d) Commercialization

**Answer: c) Idea generation**
- 2. What is the purpose of idea screening in the new product development process?**
  - a) To generate new product ideas
  - b) To evaluate and prioritize potential ideas
  - c) To develop concepts for new products
  - d) To launch the product in the market

**Answer: b) To evaluate and prioritize potential ideas**
- 3. Which stage of the new product development process involves creating a detailed description of the product?**
  - a) Idea generation
  - b) Idea screening
  - c) Concept development
  - d) Testing

**Answer: c) Concept development**
- 4. What is the main goal of product testing in the new product development process?**
  - a) To evaluate the profitability of the product
  - b) To gather feedback from potential customers
  - c) To determine the product's features and benefits
  - d) To create marketing materials for the product

**Answer: b) To gather feedback from potential customers**
- 5. Which stage of the new product development process involves preparing the product for its launch?**
  - a) Concept development
  - b) Testing
  - c) Commercialization
  - d) Idea screening

**Answer: c) Commercialization**
- 6. Which of the following is NOT a stage of the new product development process?**
  - a) Market research
  - b) Idea generation
  - c) Advertising
  - d) Commercialization

**Answer: c) Advertising**
- 7. What is the purpose of market research in the new product development process?**
  - a) To create a prototype of the product
  - b) To identify potential customers and their needs
  - c) To finalize the product's design
  - d) To create a pricing strategy for the product

**Answer: b) To identify potential customers and their needs**

8. **Which stage of the new product development process involves creating a physical or virtual model of the product?**

- a) Idea generation
- b) Concept development
- c) Testing
- d) Commercialization

**Answer: b) Concept development**

9. **What is the goal of idea generation in the new product development process?**

- a) To develop a detailed description of the product
- b) To generate a large number of potential ideas
- c) To evaluate and prioritize potential ideas
- d) To launch the product in the market

**Answer: b) To generate a large number of potential ideas**

10. **Which stage of the new product development process involves determining the product's features and benefits?**

- a) Idea screening
- b) Concept development
- c) Testing
- d) Commercialization

**Answer: b) Concept development**

## Lec 22 - Product Life- Cycle Stages and Strategies

1. Which of the following is NOT a stage in the product life cycle?

- a) Pre-launch
- b) Introduction
- c) Growth
- d) Maturity
- e) Decline

Answer: a) Pre-launch

2. During which stage of the product life cycle is demand typically low?

- a) Introduction
- b) Growth
- c) Maturity
- d) Decline

Answer: a) Introduction

3. Which of the following is a characteristic of the maturity stage of the product life cycle?

- a) High profits
- b) Low competition
- c) Low sales growth
- d) High marketing expenditures

Answer: c) Low sales growth

4. What is the primary objective during the growth stage of the product life cycle?

- a) Maximize profits
- b) Build brand loyalty
- c) Increase market share
- d) Reduce costs

Answer: c) Increase market share

5. What is the primary focus during the decline stage of the product life cycle?

- a) Maintain market share
- b) Maximize profits
- c) Build brand loyalty
- d) Increase marketing expenditures

Answer: b) Maximize profits

6. Which of the following is an example of a product in the decline stage of the product life cycle?

- a) Smartphones
- b) Vinyl records
- c) Electric cars
- d) Organic food

Answer: b) Vinyl records

7. **During which stage of the product life cycle is the product typically priced highest?**
- a) Introduction
  - b) Growth
  - c) Maturity
  - d) Decline

Answer: a) Introduction

8. **What is the primary objective during the introduction stage of the product life cycle?**
- a) Maximize profits
  - b) Build brand loyalty
  - c) Increase market share
  - d) Create awareness

Answer: d) Create awareness

9. **Which of the following is a strategy used during the maturity stage of the product life cycle?**
- a) Aggressive advertising
  - b) Price reductions
  - c) Product differentiation
  - d) Limited distribution

Answer: b) Price reductions

10. **Which of the following is an example of a product in the growth stage of the product life cycle?**
- a) VCRs
  - b) Typewriters
  - c) Smartwatches
  - d) Cassette tapes

Answer: c) Smartwatches

## Lec 23 - Key Terms-Product: the 1 st P of Marketing Mix

1. **What is the first P in the marketing mix?**

- A) Product
- B) Price
- C) Promotion
- D) Place

**Answer: A) Product**

2. **What does a product refer to in the marketing mix?**

- A) Physical or intangible items offered to customers
- B) Pricing strategies
- C) Promotional activities
- D) Distribution channels

**Answer: A) Physical or intangible items offered to customers**

3. **What are the key elements of product decisions?**

- A) Branding, pricing, promotion, and distribution
- B) Branding, packaging, quality, and design
- C) Pricing, features, customer service, and advertising
- D) Packaging, distribution, market research, and sales forecasting

**Answer: B) Branding, packaging, quality, and design**

4. **What is the purpose of product life cycle management?**

- A) To maximize profits and maintain a competitive advantage
- B) To develop pricing strategies
- C) To create awareness and generate interest in the product
- D) To improve promotional activities

**Answer: A) To maximize profits and maintain a competitive advantage**

5. **What is the final stage in the product life cycle?**

- A) Introduction
- B) Growth
- C) Maturity
- D) Decline

**Answer: D) Decline**

6. **What are some strategies companies may use during the growth stage of the product life cycle?**

- A) Product differentiation and reducing costs
- B) Skimming pricing and advertising
- C) Penetration pricing and targeting new markets
- D) Branding and packaging

**Answer: C) Penetration pricing and targeting new markets**

7. **What is a tangible product?**

- A) A service
- B) A software program
- C) A physical item
- D) A brand

**Answer: C) A physical item**

8. **What is an intangible product?**

- A) A physical item
- B) A service
- C) A software program
- D) A brand

Answer: B) A service

9. **What is the importance of product decisions in the marketing mix?**

- A) They help companies create awareness and generate interest in their products
- B) They ensure that products fulfill the needs and wants of the target market
- C) They help companies develop promotional activities
- D) They determine the distribution channels for products

Answer: B) They ensure that products fulfill the needs and wants of the target market

10. **What is a product's features?**

- A) The physical attributes of the product
- B) The packaging of the product
- C) The advertising campaigns for the product
- D) The price of the product

Answer: A) The physical attributes of the product

## Lec 24 - Price: the 2 nd P of Marketing Mix

1. **What is the meaning of price in the marketing mix?**

- A) The physical features of the product
- B) The amount of money customers are willing to pay for the product
- C) The promotional activities used to create awareness about the product
- D) The distribution channels used to reach the target market

Answer: B

2. **Which of the following factors influence pricing decisions?**

- A) Production costs
- B) Competitors' pricing strategies
- C) Target market
- D) All of the above

Answer: D

3. **What is cost-plus pricing?**

- A) A pricing strategy based on the perceived value of the product
- B) A pricing strategy based on the production costs of the product plus a markup
- C) A pricing strategy based on the competition's pricing
- D) A pricing strategy based on the target market's income level

Answer: B

4. **Which of the following is an example of a value-based pricing strategy?**

- A) Skimming pricing
- B) Penetration pricing
- C) Premium pricing
- D) All of the above

Answer: C

5. **What is penetration pricing?**

- A) A pricing strategy that sets a high price for a new product to maximize revenue
- B) A pricing strategy that sets a low price for a new product to attract customers and gain market share
- C) A pricing strategy that sets the price of the product based on the competition's price
- D) A pricing strategy that sets a price for a product based on its perceived value

Answer: B

6. **What is price skimming?**

- A) A pricing strategy that sets a low price for a new product to gain market share
- B) A pricing strategy that sets a high price for a new product to maximize revenue
- C) A pricing strategy that sets the price of the product based on the competition's price
- D) A pricing strategy that sets a price for a product based on its perceived value

Answer: B

7. **What is dynamic pricing?**

- A) A pricing strategy that sets the same price for all customers
- B) A pricing strategy that adjusts the price of the product based on demand and other market factors
- C) A pricing strategy that sets a different price for different distribution channels
- D) A pricing strategy that sets a price for a product based on its production cost

Answer: B

8. **What is the difference between markup and margin?**

A) Markup is the amount added to the production cost to arrive at the selling price, while margin is the difference between the selling price and the production cost.

B) Markup is the difference between the selling price and the production cost, while margin is the amount added to the production cost to arrive at the selling price.

C) Markup and margin are the same concepts and can be used interchangeably.

D) Markup and margin are not related to pricing.

**Answer: A**

9. **What is a price floor?**

A) The lowest price that a company can charge for a product

B) The highest price that a company can charge for a product

C) The price that a company should charge to maximize revenue

D) The price that a company should charge to break even

**Answer: A**

10. **Which of the following is an example of a psychological pricing strategy?**

A) Odd pricing

B) Discount pricing

C) Skimming pricing

D) Value-based pricing

**Answer: A**



## Lec 25 - General Pricing Approaches

1. Which pricing approach considers the perceived value of the product to the customer?
- Cost-based pricing
  - Value-based pricing
  - Competition-based pricing
  - Penetration pricing

Answer: b

2. Which pricing approach involves setting prices based on the prices of competitors?
- Cost-based pricing
  - Value-based pricing
  - Competition-based pricing
  - Penetration pricing

Answer: c

3. Which pricing approach involves setting low prices to gain market share?
- Cost-based pricing
  - Value-based pricing
  - Competition-based pricing
  - Penetration pricing

Answer: d

4. Which pricing approach involves setting prices based on the cost of production?
- Cost-based pricing
  - Value-based pricing
  - Competition-based pricing
  - Penetration pricing

Answer: a

5. Which pricing approach is most suitable for luxury products?
- Cost-based pricing
  - Value-based pricing
  - Competition-based pricing
  - Penetration pricing

Answer: b

6. Which pricing approach is most suitable for new products?
- Cost-based pricing
  - Value-based pricing
  - Competition-based pricing
  - Penetration pricing

Answer: d

7. Which pricing approach is most suitable for mature products in a highly competitive market?
- Cost-based pricing
  - Value-based pricing
  - Competition-based pricing
  - Penetration pricing

Answer: c

8. **Which pricing approach is based on the principle that prices should be set to cover the costs of production and a reasonable profit margin?**
- a. Cost-based pricing
  - b. Value-based pricing
  - c. Competition-based pricing
  - d. Penetration pricing

**Answer: a**

9. **Which pricing approach focuses on the benefits that the product provides to the customer?**
- a. Cost-based pricing
  - b. Value-based pricing
  - c. Competition-based pricing
  - d. Penetration pricing

**Answer: b**

10. **Which pricing approach is most suitable for products that have a high production cost?**
- a. Cost-based pricing
  - b. Value-based pricing
  - c. Competition-based pricing
  - d. Penetration pricing

**Answer: a**

## Lec 26 - Price-Adjustment Strategies

1. Which of the following is not a price-adjustment strategy?

- a. Discounts
- b. Geographic pricing
- c. Prestige pricing
- d. Bundling

Answer: c. Prestige pricing

2. Which price-adjustment strategy involves charging different prices for different quantities purchased?

- a. Promotional pricing
- b. Quantity discounts
- c. Seasonal discounts
- d. Cash discounts

Answer: b. Quantity discounts

3. What is the objective of a trade discount?

- a. To encourage prompt payment
- b. To increase sales volume
- c. To reward customer loyalty
- d. To reduce inventory costs

Answer: b. To increase sales volume

4. Which price-adjustment strategy is typically used to encourage customers to make larger purchases?

- a. Cash discounts
- b. Quantity discounts
- c. Promotional pricing
- d. Seasonal discounts

Answer: b. Quantity discounts

5. What is the purpose of promotional pricing?

- a. To encourage customers to buy more products
- b. To maintain consistent pricing throughout the year
- c. To create a sense of urgency among customers
- d. To reward customer loyalty

Answer: c. To create a sense of urgency among customers

6. Which of the following is a type of geographical pricing strategy?

- a. Bundling
- b. FOB origin pricing
- c. Skimming pricing
- d. Yield management pricing

Answer: b. FOB origin pricing

7. **What is the purpose of dynamic pricing?**
- a. To maintain consistent pricing throughout the year
  - b. To increase sales volume
  - c. To reduce inventory costs
  - d. To maximize revenue

Answer: d. To maximize revenue

8. **What is the purpose of a cash discount?**
- a. To encourage prompt payment
  - b. To increase sales volume
  - c. To reward customer loyalty
  - d. To reduce inventory costs

Answer: a. To encourage prompt payment

9. **Which price-adjustment strategy involves offering discounts to customers who pay with cash rather than credit?**
- a. Cash discounts
  - b. Quantity discounts
  - c. Promotional pricing
  - d. Seasonal discounts

Answer: a. Cash discounts

10. **Which of the following is a type of promotional pricing strategy?**
- a. Skimming pricing
  - b. Penetration pricing
  - c. Prestige pricing
  - d. Bundling

Answer: b. Penetration pricing

## Lec 27 - Price Changes

1. Which of the following is NOT a reason for price changes?

- A) Changes in raw material costs
- B) Changes in demand
- C) Changes in competitive pressures
- D) Changes in advertising campaigns

Answer: D) Changes in advertising campaigns

2. When a firm temporarily prices its products below the list price or even below cost, it is using which type of pricing strategy?

- A) Skimming pricing
- B) Penetration pricing
- C) Loss-leader pricing
- D) Psychological pricing

Answer: C) Loss-leader pricing

3. The practice of setting a low initial price on a new product to appeal to the mass market is known as:

- A) Skimming pricing
- B) Penetration pricing
- C) Discount pricing
- D) Psychological pricing

Answer: B) Penetration pricing

4. A company wants to decrease the price of its product to remain competitive. Which of the following pricing strategies should the company use?

- A) Skimming pricing
- B) Penetration pricing
- C) Discount pricing
- D) Psychological pricing

Answer: C) Discount pricing

5. When a company gradually reduces the price of a product over time in order to extend its life in the market, it is using which pricing strategy?

- A) Skimming pricing
- B) Penetration pricing
- C) Price skimming
- D) Price lining

Answer: C) Price skimming

6. When a company sets different prices for different versions or features of the same product, it is using which pricing strategy?

- A) Skimming pricing
- B) Penetration pricing
- C) Price skimming
- D) Price discrimination

Answer: D) Price discrimination

7. When a company increases the price of its product to signal higher quality or exclusivity, it is using which pricing strategy?

- A) Skimming pricing

- B) Penetration pricing
- C) Prestige pricing
- D) Promotional pricing

**Answer: C) Prestige pricing**

8. **The practice of setting prices that end in odd numbers, such as \$9.99 instead of \$10.00, is an example of which pricing strategy?**

- A) Skimming pricing
- B) Penetration pricing
- C) Odd pricing
- D) Price lining

**Answer: C) Odd pricing**

9. **Which of the following is a disadvantage of cost-plus pricing?**

- A) It is easy to calculate and understand
- B) It guarantees a certain level of profitability
- C) It may not reflect actual market conditions
- D) It allows for quick adjustments to changing market conditions

**Answer: C) It may not reflect actual market conditions**

10. **A company wants to increase the price of its product without alienating customers. Which of the following pricing strategies should the company use?**

- A) Skimming pricing
- B) Penetration pricing
- C) Price lining
- D) Price bundling

**Answer: D) Price bundling**

## Lec 28 - Place: the 3rd P of Marketing Mix

- Which of the following is not a component of the marketing channel?**
  - Manufacturer
  - Wholesaler
  - Retailer
  - Customer**Answer: d) Customer**
- Which of the following is not a type of marketing intermediary?**
  - Agent
  - Retailer
  - Distributor
  - End-user**Answer: d) End-user**
- The process of selecting channel members based on certain criteria is known as:**
  - Channel design
  - Channel management
  - Channel evaluation
  - Channel promotion**Answer: a) Channel design**
- Which of the following is not a factor to consider when selecting a channel partner?**
  - Reputation
  - Geographic location
  - Sales volume
  - Gender**Answer: d) Gender**
- What is the primary role of a retailer in the marketing channel?**
  - To buy products from manufacturers
  - To store products for later use
  - To sell products to end-users
  - To advertise products to potential customers**Answer: c) To sell products to end-users**
- What is a common goal of all marketing channels?**
  - To minimize costs
  - To maximize profits
  - To increase customer satisfaction
  - To reduce competition**Answer: c) To increase customer satisfaction**
- Which of the following is a disadvantage of using a direct distribution channel?**
  - Lower costs
  - Greater control over marketing activities
  - Limited reach
  - Increased competition**Answer: c) Limited reach**

8. **What is the main difference between intensive, selective, and exclusive distribution strategies?**

- a) The number of intermediaries involved
- b) The geographic scope of the strategy
- c) The level of control the manufacturer has over the intermediaries
- d) The pricing strategy used by the manufacturer

**Answer: a) The number of intermediaries involved**

9. **What is the purpose of a physical distribution system?**

- a) To transport products from the manufacturer to the retailer
- b) To store products for later use
- c) To package products for shipping
- d) To promote products to potential customers

**Answer: a) To transport products from the manufacturer to the retailer**

10. **Which of the following is not a component of the physical distribution system?**

- a) Transportation
- b) Warehousing
- c) Promotion
- d) Inventory management

**Answer: c) Promotion**



## Lec 29 - Logistic Management

1. Which of the following is NOT a primary objective of logistic management?

- a) Reducing lead time
- b) Increasing inventory levels
- c) Improving customer service
- d) Minimizing transportation costs

Answer: b) Increasing inventory levels

2. Which of the following is an example of inbound logistics?

- a) Delivering finished goods to customers
- b) Managing inventory levels in a warehouse
- c) Receiving raw materials from suppliers
- d) Processing customer orders

Answer: c) Receiving raw materials from suppliers

3. Which of the following is a disadvantage of using a centralized warehouse system?

- a) Reduced transportation costs
- b) Faster delivery times
- c) Increased risk of stockouts
- d) Improved order processing times

Answer: c) Increased risk of stockouts

4. Which of the following is NOT a key component of logistics information systems?

- a) Transportation management systems
- b) Warehouse management systems
- c) Enterprise resource planning systems
- d) Marketing automation systems

Answer: d) Marketing automation systems

5. Which of the following is a benefit of using a just-in-time (JIT) inventory system?

- a) Reduced storage costs
- b) Increased production flexibility
- c) Improved supplier relationships
- d) Increased inventory levels

Answer: a) Reduced storage costs

6. Which of the following is a key performance indicator (KPI) for logistics management?

- a) Gross profit margin
- b) Employee satisfaction
- c) Order processing time
- d) Advertising spend

Answer: c) Order processing time

7. **Which of the following is an example of reverse logistics?**

- a) Delivering goods from a warehouse to a retail store
- b) Transporting goods from a factory to a warehouse
- c) Returning defective products to a supplier
- d) Shipping finished goods to customers

**Answer: c) Returning defective products to a supplier**

8. **Which of the following is an example of intermodal transportation?**

- a) Trucking goods from a warehouse to a retail store
- b) Shipping goods by sea from one port to another
- c) Transporting goods by rail from a factory to a warehouse
- d) Flying goods by air from one country to another

**Answer: c) Transporting goods by rail from a factory to a warehouse**

9. **Which of the following is a challenge in international logistics?**

- a) Different legal regulations
- b) Standardized packaging requirements
- c) Similar cultural norms
- d) Common language barriers

**Answer: a) Different legal regulations**

10. **Which of the following is a key trend in modern logistics management?**

- a) Increased use of paper-based documentation
- b) Reduced focus on sustainability
- c) Emphasis on automation and technology
- d) Decreased use of third-party logistics providers

**Answer: c) Emphasis on automation and technology**

## Lec 30 - Retailing and Wholesaling

1. Which of the following is a characteristic of retailing?

- a. Selling in bulk to other businesses
- b. Selling goods or services directly to consumers
- c. Manufacturing products for sale
- d. Distributing products to retailers

Answer: b. Selling goods or services directly to consumers

2. Which of the following is a characteristic of wholesaling?

- a. Selling goods or services directly to consumers
- b. Manufacturing products for sale
- c. Distributing products to retailers
- d. Selling in bulk to other businesses

Answer: d. Selling in bulk to other businesses

3. Which of the following is an example of a retailer?

- a. A manufacturer of cars
- b. A distributor of office supplies
- c. A seller of clothes through a physical store
- d. A supplier of raw materials to factories

Answer: c. A seller of clothes through a physical store

4. Which of the following is an example of a wholesaler?

- a. A seller of clothes through a physical store
- b. A manufacturer of shoes
- c. A distributor of office supplies
- d. An online retailer of electronics

Answer: c. A distributor of office supplies

5. Which of the following is a benefit of retailing?

- a. Selling in bulk to other businesses
- b. Reaching a wider customer base
- c. Reducing costs through bulk purchases
- d. Providing raw materials to manufacturers

Answer: b. Reaching a wider customer base

6. Which of the following is a benefit of wholesaling?

- a. Selling goods or services directly to consumers
- b. Reaching a wider customer base
- c. Reducing costs through bulk purchases
- d. Manufacturing products for sale

Answer: c. Reducing costs through bulk purchases

7. **Which of the following is a challenge faced by retailers?**

- a. Finding suppliers to purchase from
- b. Meeting minimum order quantities required by wholesalers
- c. Managing inventory levels
- d. Delivering products to other businesses

**Answer: c. Managing inventory levels**

8. **Which of the following is a challenge faced by wholesalers?**

- a. Finding customers to sell to
- b. Managing inventory levels
- c. Providing after-sales service to consumers
- d. Promoting products to end-users

**Answer: a. Finding customers to sell to**

9. **Which of the following is a type of retailer?**

- a. Manufacturer
- b. Distributor
- c. Supermarket
- d. Wholesaler

**Answer: c. Supermarket**

10. **Which of the following is a type of wholesaler?**

- a. Department store
- b. Online retailer
- c. Cash and carry
- d. Convenience store

**Answer: c. Cash and carry**

## Lec 31 - Key Terms-Place the 3rd p of the Marketing Mix

1. **What is the third P of the marketing mix?**

- a) Product
- b) Promotion
- c) Place
- d) Price

**Answer: c) Place**

2. **What is the goal of effective place decisions?**

- a) To maximize product quality
- b) To minimize costs
- c) To maximize profits
- d) To increase promotion efforts

**Answer: c) To maximize profits**

3. **What is product placement?**

- a) The process of selecting a target market
- b) The process of determining product features
- c) The process of deciding on product price
- d) The process of selecting where and how to sell a product

**Answer: d) The process of selecting where and how to sell a product**

4. **What are distribution channels?**

- a) The physical locations where products are sold
- b) The methods used to transport products to customers
- c) The methods used to promote products
- d) The process of developing product features

**Answer: b) The methods used to transport products to customers**

5. **What is logistics?**

- a) The process of delivering products to customers
- b) The process of storing and managing inventory
- c) The process of selecting a target market
- d) The process of promoting products to customers

**Answer: a) The process of delivering products to customers**

6. **What is inventory management?**

- a) The process of managing the production of products
- b) The process of storing and managing inventory
- c) The process of selecting where and how to sell a product
- d) The process of promoting products to customers

**Answer: b) The process of storing and managing inventory**

7. **What is a distribution center?**

- a) A physical location where products are sold to customers
- b) A location where products are stored and sorted for distribution
- c) The process of promoting products to customers
- d) The process of selecting where and how to sell a product

**Answer: b) A location where products are stored and sorted for distribution**

8. **What is a retailer?**

- a) A business that sells products directly to customers
- b) A business that sells products in bulk to other businesses
- c) A business that transports products to customers
- d) A business that produces products for sale

**Answer: a) A business that sells products directly to customers**

9. **What is a wholesaler?**

- a) A business that sells products directly to customers
- b) A business that sells products in bulk to other businesses
- c) A business that transports products to customers
- d) A business that produces products for sale

**Answer: b) A business that sells products in bulk to other businesses**

10. **What is online retailing?**

- a) The process of selling products through physical stores
- b) The process of selling products through online platforms
- c) The process of promoting products to customers through social media
- d) The process of selecting where and how to sell a product

**Answer: b) The process of selling products through online platforms**

## Lec 32 - Promotion: the 4 th P of Marketing Mix

1. Which of the following is not a component of promotion?

- a. Advertising
- b. Sales promotion
- c. Distribution
- d. Public relations

Answer: c. Distribution

2. Which promotion technique is the most cost-effective?

- a. Advertising
- b. Personal selling
- c. Public relations
- d. Sales promotion

Answer: c. Public relations

3. What is the goal of advertising?

- a. To increase brand awareness
- b. To build customer relationships
- c. To increase sales
- d. All of the above

Answer: d. All of the above

4. What is a sales promotion?

- a. A type of advertising
- b. A type of personal selling
- c. A short-term incentive to encourage sales
- d. None of the above

Answer: c. A short-term incentive to encourage sales

5. What is personal selling?

- a. A type of advertising
- b. A type of public relations
- c. A one-on-one communication between a salesperson and customer
- d. None of the above

Answer: c. A one-on-one communication between a salesperson and customer

6. What is the goal of public relations?

- a. To build brand awareness
- b. To build customer relationships
- c. To generate positive publicity for a company
- d. All of the above

Answer: c. To generate positive publicity for a company

7. Which promotion technique is most effective for building customer relationships?

- a. Advertising
- b. Sales promotion
- c. Personal selling
- d. Public relations

Answer: c. Personal selling

8. Which of the following is a form of direct marketing?

- a. Email marketing
- b. TV advertising
- c. Billboards
- d. Magazine ads

Answer: a. Email marketing

9. What is the primary goal of a trade show?

- a. To sell products directly to consumers
- b. To build relationships with suppliers
- c. To showcase products to potential customers
- d. None of the above

Answer: c. To showcase products to potential customers

10. Which of the following is an example of a pull strategy in marketing?

- a. A celebrity endorsement
- b. A sales promotion
- c. A trade show
- d. All of the above

Answer: a. A celebrity endorsement



## Lec 33 - Advertising

1. **What is the main objective of advertising?**

- A) To increase brand awareness
- B) To reduce costs
- C) To decrease sales
- D) To eliminate competition

**Answer: A) To increase brand awareness**

2. **Which of the following is NOT a type of advertising?**

- A) TV commercials
- B) Social media ads
- C) Direct mail
- D) Product development

**Answer: D) Product development**

3. **What is the purpose of a call-to-action in advertising?**

- A) To provide information about the product or service
- B) To generate interest in the product or service
- C) To encourage the customer to take a specific action, such as making a purchase or signing up for a newsletter
- D) To reduce the cost of the advertising campaign

**Answer: C) To encourage the customer to take a specific action, such as making a purchase or signing up for a newsletter**

4. **Which of the following is an example of a print ad?**

- A) A TV commercial
- B) A social media ad
- C) A billboard
- D) A magazine ad

**Answer: D) A magazine ad**

5. **What is a target audience in advertising?**

- A) The people who create the advertising campaign
- B) The people who distribute the advertising campaign
- C) The people who are most likely to buy the product or service
- D) The people who provide feedback on the advertising campaign

**Answer: C) The people who are most likely to buy the product or service**

6. **Which of the following is an example of a direct mail campaign?**

- A) A TV commercial
- B) A social media ad
- C) A catalog mailed to customers
- D) A billboard

**Answer: C) A catalog mailed to customers**

7. **Which of the following is an example of a social media ad?**

- A) A TV commercial
- B) A billboard
- C) A sponsored post on Instagram
- D) A print ad

**Answer: C) A sponsored post on Instagram**

8. **What is the difference between a product-focused ad and a brand-focused ad?**

- A) A product-focused ad highlights the features and benefits of a specific product, while a brand-focused ad promotes the overall brand and its values.
- B) A product-focused ad promotes the overall brand and its values, while a brand-focused ad highlights the features and benefits of a specific product.
- C) There is no difference between the two types of ads.
- D) Both types of ads focus solely on increasing sales.

**Answer: A) A product-focused ad highlights the features and benefits of a specific product, while a brand-focused ad promotes the overall brand and its values.**

9. **What is the purpose of an advertising budget?**

- A) To maximize profits
- B) To minimize costs
- C) To allocate resources effectively to achieve advertising goals
- D) To eliminate competition

**Answer: C) To allocate resources effectively to achieve advertising goals**

10. **Which of the following is an example of an outdoor ad?**

- A) A TV commercial
- B) A social media ad
- C) A billboard
- D) A magazine ad

**Answer: C) A billboard**

## Lec 34 - Sales Promotion

1. Which of the following is an example of a sales promotion tactic?

- A) Print advertisement
- B) Public relations campaign
- C) Coupon offer
- D) Product packaging

Answer: C) Coupon offer

2. Which of the following is a type of sales promotion used to encourage repeat purchases?

- A) Coupons
- B) Sweepstakes
- C) Loyalty programs
- D) Free samples

Answer: C) Loyalty programs

3. Which of the following is an example of a trade promotion?

- A) A coupon offered to consumers
- B) A product demonstration at a trade show
- C) A sweepstakes contest
- D) A product placement in a TV show

Answer: B) A product demonstration at a trade show

4. Which of the following is a sales promotion tactic that involves offering a lower price for a product or service for a limited time?

- A) Rebate
- B) Free sample
- C) Premium
- D) Price discount

Answer: D) Price discount

5. Which of the following is an example of a point-of-purchase display?

- A) A coupon in a magazine
- B) A billboard advertisement
- C) A product display in a store
- D) A promotional event at a park

Answer: C) A product display in a store

6. Which of the following is a sales promotion tactic that involves offering a free item with the purchase of a product or service?

- A) Coupon
- B) Premium
- C) Rebate
- D) Trade-in

**Answer: B) Premium**

7. **Which of the following is a type of sales promotion that involves offering a reward to customers for recommending a product or service to others?**
- A) Referral program
  - B) Trade promotion
  - C) Point-of-purchase display
  - D) Sales contest

**Answer: A) Referral program**

8. **Which of the following is an example of a premium?**
- A) A discount on a product
  - B) A free gift with a purchase
  - C) A cash-back offer
  - D) A trial offer

**Answer: B) A free gift with a purchase**

9. **Which of the following is a sales promotion tactic that involves offering a cash refund to customers who purchase a product or service?**
- A) Rebate
  - B) Sweepstakes
  - C) Referral program
  - D) Trade show

**Answer: A) Rebate**

10. **Which of the following is a type of trade promotion?**
- A) Coupons
  - B) Samples
  - C) Point-of-purchase displays
  - D) Co-operative advertising

**Answer: D) Co-operative advertising**

## Lec 35 - Personal Selling

1. Which of the following is a characteristic of personal selling?

- A) One-way communication
- B) Impersonal approach
- C) Mass communication
- D) One-on-one communication

Answer: D

2. Personal selling is particularly effective in which of the following situations?

- A) When selling low-cost consumer goods
- B) When selling to a large audience
- C) When selling complex products or services
- D) When using mass communication channels

Answer: C

3. The goal of personal selling is to:

- A) Create brand awareness
- B) Generate leads
- C) Build relationships with customers
- D) Increase website traffic

Answer: C

4. A salesperson who spends time getting to know a potential customer's needs and preferences is engaging in:

- A) Cold calling
- B) Relationship building
- C) Objection handling
- D) Product demonstration

Answer: B

5. Which of the following is an advantage of personal selling?

- A) Lower cost per contact compared to other marketing techniques
- B) Can reach a large audience quickly
- C) Allows for precise targeting of specific customer segments
- D) Does not require a high level of training or expertise

Answer: C

6. Which stage of the personal selling process involves identifying potential customers and gathering information about their needs and preferences?

- A) Prospecting
- B) Pre-approach
- C) Approach
- D) Presentation

Answer: A

7. The stage of the personal selling process where a salesperson makes their initial contact with a potential customer is called the:

- A) Prospecting stage
- B) Pre-approach stage
- C) Approach stage
- D) Presentation stage

**Answer: C**

8. **Which of the following is an important skill for a successful salesperson to have?**
- A) Good listening skills
  - B) Aggressive approach
  - C) Lack of empathy
  - D) Unwillingness to adapt to different situations

**Answer: A**

9. **Which stage of the personal selling process involves addressing potential objections or concerns a customer may have?**
- A) Prospecting
  - B) Pre-approach
  - C) Approach
  - D) Objection handling

**Answer: D**

10. **Personal selling is most effective when:**
- A) The salesperson is focused solely on making a sale
  - B) The salesperson takes a consultative approach and focuses on building a relationship
  - C) The customer is already familiar with the product or service
  - D) The salesperson has a large audience to present to

**Answer: B**

## Lec 36 - Sales Force Management

1. **What is the primary goal of sales force management?** A. To maximize the efficiency of the sales force  
B. To maximize the effectiveness of the sales force C. To minimize the cost of the sales force D. To minimize the number of salespeople

Answer: B. To maximize the effectiveness of the sales force

2. **What is the first step in the sales force management process?** A. Developing a sales strategy B. Setting sales objectives C. Recruiting and selecting salespeople D. Training salespeople

Answer: A. Developing a sales strategy

3. **Which of the following is not a component of sales force compensation?** A. Base salary B. Commission C. Stock options D. Health benefits

Answer: C. Stock options

4. **What is the purpose of sales force automation?** A. To reduce the size of the sales force B. To increase the effectiveness of the sales force C. To decrease the amount of training required for the sales force D. To automate the sales process

Answer: D. To automate the sales process

5. **What is a territory management plan?** A. A plan for dividing the sales force into territories B. A plan for managing the performance of salespeople C. A plan for selecting salespeople D. A plan for compensating salespeople

Answer: A. A plan for dividing the sales force into territories

6. **What is a sales quota?** A. A salesperson's annual salary B. A salesperson's annual bonus C. A salesperson's annual sales target D. A salesperson's annual expense budget

Answer: C. A salesperson's annual sales target

7. **What is the purpose of sales training?** A. To increase the size of the sales force B. To increase the effectiveness of the sales force C. To decrease the amount of compensation paid to the sales force D. To decrease the amount of time spent on sales activities

Answer: B. To increase the effectiveness of the sales force

8. **What is a key performance indicator for sales force management?** A. Employee turnover rate B. Customer satisfaction rate C. Sales revenue D. Employee attendance rate

Answer: C. Sales revenue

9. **What is a sales forecast?** A. A projection of future sales revenue B. A projection of future employee turnover C. A projection of future marketing expenses D. A projection of future capital expenditures

Answer: A. A projection of future sales revenue

10. **What is a lead management system?** A. A system for managing sales leads B. A system for managing employee turnover C. A system for managing marketing expenses D. A system for managing capital expenditures

**Answer: A. A system for managing sales leads**



## Lec 37 - Direct Marketing

1. **What is the main goal of direct marketing?** a. Building brand awareness b. Generating leads and sales c. Improving customer service d. Enhancing employee morale **Answer: b**
2. **Which of the following is not a direct marketing channel?** a. Email marketing b. Social media advertising c. TV commercials d. Direct mail **Answer: c**
3. **Which of the following is an example of a direct marketing metric?** a. Website traffic b. Social media followers c. Click-through rate d. Customer satisfaction score **Answer: c**
4. **What is the main advantage of direct mail marketing?** a. Cost-effectiveness b. High response rates c. Wide reach d. Quick and easy implementation **Answer: b**
5. **Which of the following is an example of permission-based marketing?** a. Cold calling b. Email spamming c. Direct mail advertising d. Opt-in email marketing **Answer: d**
6. **Which of the following is not a type of direct marketing offer?** a. Discount offer b. Free trial offer c. Premium offer d. Broadcast offer **Answer: d**
7. **What is the purpose of A/B testing in direct marketing?** a. To track website traffic b. To test different marketing messages c. To improve customer service d. To measure customer satisfaction **Answer: b**
8. **Which of the following is an example of a call-to-action in direct marketing?** a. Company logo b. Contact information c. Product description d. Buy now button **Answer: d**
9. **What is the main advantage of email marketing?** a. High cost-effectiveness b. Wide reach c. Tangible results d. Quick implementation **Answer: a**
10. **Which of the following is a common challenge in direct marketing?** a. Low response rates b. High cost c. Limited reach d. Inability to track results **Answer: a**

## Lec 38 - Public Relations

1. Which of the following is NOT a common PR tactic?

- a) Media relations
- b) Community outreach
- c) Sales promotions
- d) Crisis management

Answer: c) Sales promotions

2. Which of the following is NOT a key stakeholder in PR?

- a) Customers
- b) Employees
- c) Competitors
- d) Investors

Answer: c) Competitors

3. The primary goal of PR is to:

- a) Increase sales
- b) Build and maintain a positive image for the organization
- c) Generate leads
- d) Increase market share

Answer: b) Build and maintain a positive image for the organization

4. What is the main purpose of crisis management in PR?

- a) To prevent crises from occurring
- b) To minimize the impact of crises on the organization
- c) To exploit crises for positive publicity
- d) To create crises in order to generate publicity

Answer: b) To minimize the impact of crises on the organization

5. Which of the following is an example of community outreach in PR?

- a) Sending out a press release
- b) Hosting a charity event
- c) Responding to a negative review on social media
- d) Launching a new product

Answer: b) Hosting a charity event

6. Which of the following is a key skill for a PR professional?

- a) Sales
- b) Graphic design
- c) Writing
- d) Data analysis

Answer: c) Writing

7. What is the primary objective of media relations in PR?

- a) To get as much media coverage as possible
- b) To build relationships with journalists and other members of the media
- c) To create advertising campaigns
- d) To generate leads

Answer: b) To build relationships with journalists and other members of the media

8. Which of the following is an example of a crisis that might require PR intervention?

- a) A product recall
- b) A new product launch
- c) A successful marketing campaign
- d) A routine employee promotion

Answer: a) A product recall

9. Which of the following is an example of social media management in PR?

- a) Responding to customer complaints on Twitter
- b) Designing a new logo for the organization
- c) Drafting a press release
- d) Planning an event

Answer: a) Responding to customer complaints on Twitter

10. What is the main goal of public relations measurement and evaluation?

- a) To measure the effectiveness of PR tactics
- b) To generate publicity
- c) To increase sales
- d) To create advertising campaigns

Answer: a) To measure the effectiveness of PR tactics

## Lec 39 - Key Terms-4th P (Promotion)

- 1. Which of the following is not a component of the 4th P (Promotion) of the marketing mix?**
  - a) Advertising
  - b) Price
  - c) Sales promotion
  - d) Personal selling

**Answer: b) Price**
- 2. What is the ultimate goal of promotion?**
  - a) Increase brand awareness
  - b) Decrease brand awareness
  - c) Decrease sales
  - d) None of the above

**Answer: a) Increase brand awareness**
- 3. Which promotion tool involves face-to-face communication between the seller and potential customer?**
  - a) Advertising
  - b) Sales promotion
  - c) Personal selling
  - d) Public relations

**Answer: c) Personal selling**
- 4. Which promotion tool is typically used to drive short-term sales?**
  - a) Advertising
  - b) Sales promotion
  - c) Personal selling
  - d) Direct marketing

**Answer: b) Sales promotion**
- 5. Which promotion tool involves the use of mass media to promote a product or service?**
  - a) Advertising
  - b) Sales promotion
  - c) Personal selling
  - d) Public relations

**Answer: a) Advertising**
- 6. Which promotion tool is used to build long-term relationships with customers?**
  - a) Advertising
  - b) Sales promotion
  - c) Personal selling
  - d) Public relations

**Answer: d) Public relations**
- 7. Which promotion tool involves sending promotional messages directly to individual consumers?**
  - a) Advertising
  - b) Sales promotion
  - c) Personal selling
  - d) Direct marketing

**Answer: d) Direct marketing**

8. Which promotion tool is best suited for products that require a lot of explanation or demonstration?

- a) Advertising
- b) Sales promotion
- c) Personal selling
- d) Public relations

Answer: c) Personal selling

9. Which promotion tool is often used to promote new products?

- a) Advertising
- b) Sales promotion
- c) Personal selling
- d) Direct marketing

Answer: a) Advertising

10. Which promotion tool is typically the most expensive?

- a) Advertising
- b) Sales promotion
- c) Personal selling
- d) Public relations

Answer: c) Personal selling

## Lec 40 - Creating Competitive Advantage

1. Which of the following is not a potential source of competitive advantage?

- a) Cost leadership
- b) Differentiation
- c) Focus
- d) Market saturation

Answer: d) Market saturation

2. Which of the following is a limitation of the cost leadership strategy?

- a) Difficulty in achieving economies of scale
- b) Vulnerability to imitation by competitors
- c) High investment in research and development
- d) Low pricing power

Answer: b) Vulnerability to imitation by competitors

3. Which of the following statements is true regarding the differentiation strategy?

- a) It focuses on offering products or services at the lowest possible cost.
- b) It aims to create a perception of uniqueness among customers.
- c) It involves targeting a narrow, specific segment of the market.
- d) It emphasizes on offering the best customer service.

Answer: b) It aims to create a perception of uniqueness among customers.

4. Which of the following is a limitation of the focus strategy?

- a) Difficulty in achieving economies of scale
- b) Vulnerability to imitation by competitors
- c) Limited market potential
- d) High investment in research and development

Answer: c) Limited market potential

5. Which of the following is not a potential source of differentiation?

- a) Product features
- b) Brand image
- c) Pricing strategy
- d) Customer service

Answer: c) Pricing strategy

6. The strategy that aims to provide customers with a product or service that is unique and superior in some way is called:

- a) Cost leadership
- b) Differentiation
- c) Focus
- d) Integration

**Answer: b) Differentiation**

7. **Which of the following statements is true regarding the cost leadership strategy?**
- a) It focuses on offering products or services that are unique and superior in some way.
  - b) It aims to achieve the lowest cost of production and distribution.
  - c) It involves targeting a narrow, specific segment of the market.
  - d) It emphasizes on offering the best customer service.

**Answer: b) It aims to achieve the lowest cost of production and distribution.**

8. **A company that offers a wide range of products to appeal to different customer preferences is using which of the following strategies?**
- a) Cost leadership
  - b) Differentiation
  - c) Focus
  - d) Integration

**Answer: d) Integration**

9. **Which of the following statements is true regarding the focus strategy?**
- a) It aims to create a perception of uniqueness among customers.
  - b) It involves targeting a narrow, specific segment of the market.
  - c) It focuses on offering products or services at the lowest possible cost.
  - d) It emphasizes on offering the best customer service.

**Answer: b) It involves targeting a narrow, specific segment of the market.**

10. **A company that uses advanced technology to improve the quality and efficiency of its products is using which of the following sources of competitive advantage?**
- a) Innovation
  - b) Cost leadership
  - c) Brand reputation
  - d) Customer service

**Answer: a) Innovation**

## Lec 41 - Global Marketing

- 1. Which of the following is NOT a key driver of global marketing?**
  - a) Market expansion
  - b) Increased competition
  - c) Improved communication technology
  - d) Domestic market saturation

**Answer: d) Domestic market saturation**
- 2. What is the primary benefit of global marketing?**
  - a) Lower marketing costs
  - b) Greater product consistency
  - c) Larger customer base
  - d) Improved communication with suppliers

**Answer: c) Larger customer base**
- 3. Which of the following is NOT a challenge in global marketing?**
  - a) Language barriers
  - b) Cultural differences
  - c) Legal restrictions
  - d) Standardized marketing strategies

**Answer: d) Standardized marketing strategies**
- 4. Which of the following is an advantage of standardizing the marketing mix in global marketing?**
  - a) Greater adaptability to cultural differences
  - b) Increased product differentiation
  - c) Reduced costs
  - d) More targeted communication

**Answer: c) Reduced costs**
- 5. Which of the following is NOT an element of the global marketing mix?**
  - a) Product
  - b) Promotion
  - c) Price
  - d) Packaging

**Answer: d) Packaging**
- 6. Which of the following is an example of a global marketing strategy?**
  - a) Offering a product in different colors based on regional preferences
  - b) Creating a unique brand identity for each market
  - c) Using the same marketing message across all markets
  - d) Varying the price of a product based on local currency values

**Answer: d) Varying the price of a product based on local currency values**
- 7. Which of the following is a risk of global marketing?**
  - a) Increased competition
  - b) Reduced market access
  - c) Decreased brand recognition
  - d) Cultural insensitivity

**Answer: d) Cultural insensitivity**



8. Which of the following is a benefit of adapting the marketing mix for local markets?

- a) Reduced costs
- b) Increased brand consistency
- c) Improved customer engagement
- d) More efficient supply chain management

Answer: c) Improved customer engagement

9. Which of the following is an example of a cultural consideration in global marketing?

- a) Varying the packaging of a product based on local preferences
- b) Offering a lower price in markets with lower incomes
- c) Promoting the health benefits of a product in all markets
- d) Using the same advertising campaign in all markets

Answer: a) Varying the packaging of a product based on local preferences

10. Which of the following is NOT a factor in determining the optimal global marketing strategy?

- a) Cultural differences
- b) Customer preferences
- c) Production capabilities
- d) Competitor strategies

Answer: c) Production capabilities

## Lec 42 - E-Marketing

- Which of the following is a key advantage of email marketing?**
  - High cost
  - Low reach
  - High conversion rates
  - Low engagement rates**Answer: C**
- Which of the following is an example of social media marketing?**
  - Display advertising
  - Content marketing
  - Influencer marketing
  - Search engine optimization**Answer: C**
- What is the purpose of a call-to-action (CTA) in an email marketing campaign?**
  - To increase the length of the email
  - To decrease the open rate of the email
  - To provide a clear action for the reader to take
  - To increase the number of images in the email**Answer: C**
- Which of the following is NOT a type of e-commerce model?**
  - B2B
  - C2C
  - B2C
  - B2G**Answer: D**
- Which of the following is a key advantage of search engine optimization (SEO)?**
  - High cost
  - Low reach
  - High conversion rates
  - Low click-through rates**Answer: C**
- Which of the following is an example of content marketing?**
  - Social media advertising
  - Blogging
  - Email marketing
  - Pay-per-click advertising**Answer: B**
- Which of the following is a key advantage of pay-per-click (PPC) advertising?**
  - Low cost
  - High reach
  - Low conversion rates
  - Low control over targeting**Answer: B**

8. **What is the purpose of A/B testing in an e-marketing campaign?**

- A. To determine the cost of the campaign
- B. To determine the reach of the campaign
- C. To determine the conversion rate of the campaign
- D. To determine the engagement rate of the campaign

**Answer: C**

9. **Which of the following is a key advantage of social media marketing?**

- A. Low cost
- B. Low reach
- C. Low engagement rates
- D. Low control over targeting

**Answer: A**

10. **Which of the following is an example of mobile marketing?**

- A. Social media advertising
- B. Email marketing
- C. Text message marketing
- D. Display advertising

**Answer: C**

## Lec 43 - Marketing and Society

1. Which of the following is NOT a factor that shapes the relationship between marketing and society?
- Social responsibility
  - Consumer behavior
  - Political environment
  - Technological advancements

Answer: b. Consumer behavior

2. In which stage of the product life cycle does the focus of marketing shift from creating demand to maintaining and extending the product's life?
- Introduction
  - Growth
  - Maturity
  - Decline

Answer: c. Maturity

3. Which of the following is NOT a criticism of marketing's impact on society?
- Encouraging materialism
  - Creating cultural homogenization
  - Violating consumers' privacy
  - Providing jobs and contributing to economic growth

Answer: d. Providing jobs and contributing to economic growth

4. Which of the following is NOT a social factor that affects consumer behavior?
- Culture
  - Reference groups
  - Attitudes
  - Physical environment

Answer: d. Physical environment

5. Which of the following is an example of societal marketing orientation?
- A company focuses solely on maximizing profits
  - A company designs products that are environmentally friendly
  - A company invests heavily in advertising to increase sales
  - A company uses pushy sales tactics to convince consumers to buy their products

Answer: b. A company designs products that are environmentally friendly

6. Which of the following is NOT an ethical issue that marketers may face?
- Deceptive advertising
  - Price gouging
  - Exploiting vulnerable consumers
  - Meeting customer needs and wants

Answer: d. Meeting customer needs and wants

7. Which of the following is a criticism of marketing research?

- a. It is too expensive for small businesses to conduct
- b. It can be biased or inaccurate
- c. It provides too much information for companies to process
- d. It is only useful for predicting short-term trends

Answer: b. It can be biased or inaccurate

8. Which of the following is an example of cause-related marketing?

- a. A company donates a portion of its profits to a charity
- b. A company offers a discount to customers who bring in a used product to recycle
- c. A company hires employees from diverse backgrounds
- d. A company promotes its products as environmentally friendly

Answer: a. A company donates a portion of its profits to a charity

9. Which of the following is NOT an element of the marketing mix?

- a. Product
- b. Price
- c. Place
- d. Positioning

Answer: d. Positioning

10. Which of the following is a benefit of social media marketing?

- a. It is expensive to implement
- b. It is difficult to track and measure results
- c. It allows for two-way communication with customers
- d. It is primarily used by older generations

Answer: c. It allows for two-way communication with customers

## Lec 44 - Marketing (Revision)

1. **Which of the following is NOT a part of the marketing mix?**

- A) Promotion
- B) Price
- C) People
- D) Product
- E) Planning

**Answer: E) Planning**

2. **Which of the following is a type of market segmentation?**

- A) Psychographic
- B) Psychokinetic
- C) Psychosomatic
- D) Psychomotor
- E) Psychoanalytic

**Answer: A) Psychographic**

3. **What is the process of creating a unique image and name for a product in the consumer's mind called?**

- A) Promotion
- B) Branding
- C) Advertising
- D) Sales Promotion
- E) Public Relations

**Answer: B) Branding**

4. **What type of pricing strategy involves charging a lower price for the initial purchase of a product with the hope of charging higher prices for additional features or services later?**

- A) Skimming pricing
- B) Penetration pricing
- C) Economy pricing
- D) Psychological pricing
- E) Price discrimination

**Answer: A) Skimming pricing**

5. **What is the process of gathering and analyzing information about a market, including potential customers and competitors, called?**

- A) Market research
- B) Market analysis
- C) Marketing segmentation
- D) Marketing mix
- E) Marketing strategy

**Answer: A) Market research**

6. **Which of the following is a type of advertising that aims to influence consumers to take a specific action, such as visiting a website or purchasing a product?**
- A) Brand advertising
  - B) Product advertising
  - C) Corporate advertising
  - D) Direct-response advertising
  - E) Public service advertising

**Answer: D) Direct-response advertising**

7. **Which of the following is a type of sales promotion that offers a product for free or at a reduced price as an incentive for making a purchase?**
- A) Coupons
  - B) Rebates
  - C) Samples
  - D) Contests
  - E) Sweepstakes

**Answer: C) Samples**

8. **What is the process of managing an organization's interactions with stakeholders, including customers, employees, and the public, called?**
- A) Sales management
  - B) Public relations
  - C) Brand management
  - D) Relationship management
  - E) Marketing management

**Answer: B) Public relations**

9. **Which of the following is a type of e-marketing that involves creating and sharing online content, such as videos, blogs, and social media posts, to attract and engage with a target audience?**
- A) Email marketing
  - B) Search engine optimization
  - C) Content marketing
  - D) Social media marketing
  - E) Mobile marketing

**Answer: C) Content marketing**

10. **Which of the following is a type of marketing that involves creating a long-term relationship with customers by providing personalized communication, products, and services based on their needs and preferences?**
- A) Relationship marketing
  - B) Direct marketing
  - C) Database marketing
  - D) Guerrilla marketing
  - E) Viral marketing

**Answer: A) Relationship marketing**

## Lec 45 - Marketing (Revision)

1. **What is the marketing mix and what are its components?**

- A) Product, price, place, promotion
- B) Product, price, promotion, people
- C) Product, promotion, place, process
- D) Price, place, promotion, people

**Answer: A**

2. **What is the difference between primary and secondary research?**

- A) Primary research is conducted by others and secondary research is conducted by the company
- B) Primary research is more expensive than secondary research
- C) Primary research is conducted first, while secondary research is conducted after
- D) Primary research is new research conducted for a specific purpose, while secondary research involves analyzing existing data

**Answer: D**

3. **Which of the following is NOT an example of a marketing objective?**

- A) Increase sales by 10% in the next quarter
- B) Expand into three new markets within the next year
- C) Improve customer satisfaction ratings by 20%
- D) Hire 10 new employees for the marketing department

**Answer: D**

4. **What is market segmentation?**

- A) The process of dividing a large market into smaller groups with similar needs or characteristics
- B) The process of targeting every customer in a market with the same marketing message
- C) The process of determining the total size of a market
- D) The process of determining the price point for a product based on market demand

**Answer: A**

5. **What is the difference between a product and a brand?**

- A) A product is a physical item, while a brand is an intangible concept
- B) A product is a tangible item, while a brand is a specific version of that product
- C) A brand is a product with a unique name, logo, and image
- D) A product is the physical item being sold, while a brand is the emotional and psychological associations that customers have with that product

**Answer: D**

6. **What is a SWOT analysis?**

- A) An analysis of the company's strengths, weaknesses, opportunities, and threats
- B) An analysis of the market's strengths, weaknesses, opportunities, and threats
- C) An analysis of the company's sales, weaknesses, opportunities, and threats



D) An analysis of the company's stakeholders, weaknesses, opportunities, and threats

Answer: A

7. **What is the marketing concept?**

- A) The idea that businesses should focus on maximizing profits at any cost
- B) The idea that businesses should focus on creating and selling products that customers want and need
- C) The idea that businesses should focus on minimizing costs to increase profits
- D) The idea that businesses should focus on producing the highest quality products, regardless of customer demand

Answer: B

8. **What is a call to action?**

- A) A message that encourages customers to visit a store
- B) A message that encourages customers to take a specific action, such as making a purchase or filling out a form
- C) A message that encourages customers to spread the word about a product or service
- D) A message that encourages customers to provide feedback on a product or service

Answer: B

9. **What is a value proposition?**

- A) A statement that communicates the unique benefits of a product or service to customers
- B) A statement that communicates the price of a product or service to customers
- C) A statement that communicates the company's values and mission to customers
- D) A statement that communicates the company's financial goals to customers

Answer: A

10. **What is the difference between a marketing strategy and a marketing tactic?**

- A) A strategy is a long-term plan for achieving marketing objectives

