# 8 Lecture - MGT301

## **Important Mcqs**

## 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