- 1. Which of the following is considered to be a part of the marketing microenvironment of a firm?
  - A) the suppliers of the company
  - B) the political state of the country.
  - C) the different demographic trends in the market
  - D) the technological resources available
  - E) the cultural forces that exist in a society

Answer: A. DMM: 2 Type: MC Page Ref: 94 Objective: AACS8:

- 2. Large societal forces like demographic, economic, natural, technological, political, and cultural forces that affect the microenvironment are considered to be part of the \_\_\_\_\_\_ of an organization.
  - A) supplier chain.
  - B) marketing intermediaries
  - C) internal environment.
  - D) macroenvironment
  - E) distribution channels.

Amenior: D Dieff: 1 Type: MK Page Rief: 94 Objections AACSB

- 3. Which of the following would be a component of a company's marketing microenvironment?
  - A) a set of laws that require the company to scale down its promotional phone calls to customers
  - B) a changing demographic picture that the firm has to constantly adapt its products to
  - a set of environmental sustainability laws that significantly impact the company's production processes
  - D) a new technology that would ensure significant cost-cutting if implemented in the firm
  - E) a just-in-time inventory system followed by the company when making purchase decisions.

Answer: E DUM: 1 Page Ref: 95 Type: MC Objective: AACSB: Analytic skills

- are distribution channel firms that help the company find customers or make sales to them.
  - A) Resellers
  - B) Government agencies
  - C) Producers.
  - D) Consumers
  - E) Suppliers

Amswer: A:

DAME: I Type: MK Page Ref: 96

Objective: AACSE

5. Which of the following is an example of a marketing intermediary?

A) a firm that provides technical expertise on the production design of a particular product

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**Didier Musso** 

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