

CHAPTER 17

Promotion

Part 1: Content Review

Matching

Write the letter for the correct term for each definition on the line provided.

- | | |
|--------------|---|
| <u> H </u> | 1. Manufacturer pushing a retailer to handle that manufacturer's merchandise to sell to customers. |
| <u> J </u> | 2. Information about products that customers or viewers feel compelled to pass along to others. |
| <u> B </u> | 3. Web page in a journal format created by a person or organization. |
| <u> F </u> | 4. Packet of information sent to the media about a new business opening or other major business events. |
| <u> A </u> | 5. Stands for customer attention, interest, desire, and action. |
| <u> G </u> | 6. Coordination of marketing communications to achieve a specific goal. |
| <u> E </u> | 7. Uses logic to change a belief or get people to take a certain action. |
| <u> D </u> | 8. Communications from an organization to its customers and to the public. |
| <u> I </u> | 9. Efforts used to encourage customers to buy a product within a specific time period, usually as soon as possible. |
| <u> C </u> | 10. Selling to consumers. |

Terms

- A. AIDA
- B. blog
- C. business-to-consumer (B2C) selling
- D. marketing communications
- E. persuasion
- F. press kit
- G. promotional campaign
- H. push promotional concept
- I. sales promotion
- J. viral marketing

Completion

Fill in the blanks with the term that best completes each sentence.

Terms

- | | | |
|---|-------------------|--------------------------|
| event marketing | preselling | public relations (PR) |
| institutional promotion | press conference | pull promotional concept |
| integrated marketing communications (IMC) | press release | telemarketing |
| | product promotion | |

- Event Marketing encourages customers to participate rather than just observe.
- A meeting set by a business or organization to which the media is invited to attend is a(n) press conference.

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