#### Chapter 1 Introduction to Services Marketing

#### GENERAL CONTENT

#### **Multiple Choice Questions**

- 1. There are several reasons why the services sector is increasing in almost all countries around the world. Which is not one of the contributing reasons?
  - The knowledge-based industries are growing.
  - b. Countries are less dependent on agriculture.
  - c. Some manufacturing firms are now focusing on marketing services as well.
  - The construction and manufacturing industries are booming.
  - More companies are outsourcing some of their service components.

(d; Moderate; p. 6)

- Service markets are shaped by all of the following except
  - a. government policies
  - b. social changes
  - global economic change
  - d. business trends
  - e. advances in information technology

(e; Easy; p. 10)

- 3. The following are all business trends transforming service markets except
  - a. push to increase shareholder value
  - b. growth of franchising
  - c. new agreements on trade in services
  - d. marketing emphasis by non-profit organizations
  - e. focus on quality and customer satisfaction

(c; Moderate; p. 12)

- 4. The three broad categories of things processed in services are
  - \_\_\_\_\_, and \_\_\_\_\_
  - a. people, physical objects; data
    b. people, organizations, documents
  - people, data; projects
  - d. physical objects; data; documents
  - e. physical objects; organizations

(a; Easy; p. 15)

# **Marketing Essentials Chapter 1test**

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