

## Marketing Management FINAL EXAM

### Quiz 1 "Customer Focus, Customer Performance, and Profit Impact"

1. With reference to the six-category scale, a consumer satisfaction index (CSI) of 20 denotes that the customer is \_\_\_\_\_.
  - a. Satisfied
  - b. Somewhat dissatisfied
  - c. **Dissatisfied**
  - d. Somewhat satisfied
  - e. Very Satisfied
  
2. Julio lives in Summit County, in Colorado. He has taken health insurance from Pro-Life Inc., a health maintenance organization in Colorado that has a network of health care providers. Julio can visit the health care providers in the Pro-Life Inc. network, and get services at much lower rate. Julio regularly visits Dr. Amy Page, the best general physician in the Pro-Life Inc. network in Summit County even though he is not satisfied with her services. When any of his friends require medical services, Julio does not recommend Dr. Amy Page to them. For Dr. Amy Page, Julio is a(n) \_\_\_\_\_ customer.
  - a. **Captive**
  - b. Loyal
  - c. Unprofitable
  - d. Intermediate
  - e. Repeat
  
3. Which of the following is a component of customer loyalty index?
  - a. Customer's demographic details
  - b. Average customer life
  - c. **Desire to repurchase**
  - d. Customer satisfaction
  - e. Customer's income level
  
4. A captive customer is most likely to \_\_\_\_\_.
  - a. Have a low purchase amount
  - b. **Have a weak product preference**
  - c. Have a high desire to repurchase
  - d. Have a high customer loyalty index
  - e. Recommend a brand or company to others
  
5. Minimal customer focus results in a reduction in the cost of marketing and sales. **False**
  
6. The most significant impact of satisfying and retaining customers is \_\_\_\_\_.
  - a. That a business can eliminate the need for advertising.
  - b. **That it can result in tremendous financial leverage**
  - c. That a business can redirect marketing efforts to better serve dissatisfied customers.
  - d. That a desired increase in the level of profitability requires an increase in sales volume of only half as much.
  - e. That a business can redirect marketing efforts to attain new customers.
  
7. With reference to the six-category scale, a consumer satisfaction index (CSI) of 60 denotes that the customer is \_\_\_\_\_.
  - a. Satisfied.
  - b. **Somewhat satisfied.**
  - c. Somewhat dissatisfied.

# Exam Questions On Fundamentals Of Marketing

**Rachel Sandford**



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## **Table of Contents Exam Questions On Fundamentals Of Marketing**

1. Understanding the eBook Exam Questions On Fundamentals Of Marketing
  - The Rise of Digital Reading Exam Questions On Fundamentals Of Marketing
  - Advantages of eBooks Over Traditional Books
2. Identifying Exam Questions On Fundamentals Of Marketing
  - Exploring Different Genres
  - Considering Fiction vs. Non-Fiction
  - Determining Your Reading Goals
3. Choosing the Right eBook Platform
  - Popular eBook Platforms
  - Features to Look for in an Exam Questions On Fundamentals Of Marketing
  - User-Friendly Interface
4. Exploring eBook Recommendations from Exam Questions On Fundamentals Of Marketing
  - Personalized Recommendations
  - Exam Questions On Fundamentals Of Marketing User Reviews and Ratings
  - Exam Questions On Fundamentals Of Marketing and Bestseller Lists
5. Accessing Exam Questions On Fundamentals Of Marketing Free and Paid eBooks
  - Exam Questions On Fundamentals Of Marketing Public Domain eBooks
  - Exam Questions On Fundamentals Of Marketing eBook Subscription Services
  - Exam Questions On Fundamentals Of Marketing Budget-Friendly Options
6. Navigating Exam Questions On Fundamentals Of Marketing eBook Formats
  - ePub, PDF, MOBI, and More
  - Exam Questions On Fundamentals Of Marketing Compatibility with Devices
  - Exam Questions On Fundamentals Of Marketing Enhanced eBook Features
7. Enhancing Your Reading Experience
  - Adjustable Fonts and Text Sizes of Exam Questions On Fundamentals Of Marketing
  - Highlighting and Note-Taking Exam Questions On Fundamentals Of Marketing
  - Interactive Elements Exam Questions On Fundamentals Of Marketing
8. Staying Engaged with Exam Questions On Fundamentals Of Marketing

- Joining Online Reading Communities
- Participating in Virtual Book Clubs
- Following Authors and Publishers Exam Questions On Fundamentals Of Marketing
- 9. Balancing eBooks and Physical Books Exam Questions On Fundamentals Of Marketing
  - Benefits of a Digital Library
  - Creating a Diverse Reading Collection Exam Questions On Fundamentals Of Marketing
- 10. Overcoming Reading Challenges
  - Dealing with Digital Eye Strain
  - Minimizing Distractions
  - Managing Screen Time
- 11. Cultivating a Reading Routine Exam Questions On Fundamentals Of Marketing
  - Setting Reading Goals Exam Questions On Fundamentals Of Marketing
  - Carving Out Dedicated Reading Time
- 12. Sourcing Reliable Information of Exam Questions On Fundamentals Of Marketing
  - Fact-Checking eBook Content of Exam Questions On Fundamentals Of Marketing
  - Distinguishing Credible Sources
- 13. Promoting Lifelong Learning
  - Utilizing eBooks for Skill Development
  - Exploring Educational eBooks
- 14. Embracing eBook Trends
  - Integration of Multimedia Elements
  - Interactive and Gamified eBooks

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