

CHAPTER 17

Promotion

Part 1: Content Review

Matching

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

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

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 | |

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

Goodheart Willcox Chapter 6 Worksheet

CH Cherryholmes



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Goodheart Willcox Chapter 6 Worksheet: Bestsellers in 2023 The year 2023 has witnessed a remarkable surge in literary brilliance, with numerous captivating novels captivating the hearts of readers worldwide. Lets delve into the realm of bestselling books, exploring the fascinating narratives that have charmed audiences this year. Goodheart Willcox Chapter 6 Worksheet : Colleen Hoover's "It Ends with Us" This touching tale of love, loss, and resilience has captivated readers with its raw and emotional exploration of domestic abuse. Hoover masterfully weaves a story of hope and healing, reminding us that even in the darkest of times, the human spirit can prevail. Uncover the Best : Taylor Jenkins Reids "The Seven Husbands of Evelyn Hugo" This spellbinding historical fiction novel unravels the life of Evelyn Hugo, a Hollywood icon who defies expectations and societal norms to pursue her dreams. Reids absorbing storytelling and compelling characters transport readers to a bygone era, immersing them in a world of glamour, ambition, and self-discovery. Goodheart Willcox Chapter 6 Worksheet : Delia Owens "Where the Crawdads Sing" This captivating coming-of-age story follows Kya Clark, a young woman who grows up alone in the marshes of North Carolina. Owens weaves a tale of resilience, survival, and the transformative power of nature, entrancing readers with its evocative prose and mesmerizing setting. These top-selling novels represent just a fraction of the literary treasures that have emerged in 2023. Whether you seek tales of romance, adventure, or personal growth, the world of literature offers an abundance of engaging stories waiting to be discovered. The novel begins with Richard Popen, a bright but troubled young man, arriving at Hampden College. Richard is immediately drawn to the group of students who call themselves the Classics Club. The club is led by Henry Winter, a brilliant and charismatic young man. Henry is obsessed with Greek mythology and philosophy, and he quickly draws Richard into his world. The other members of the Classics Club are equally as fascinating. Bunny Corcoran is a wealthy and spoiled young man who is always looking for a good time. Charles Tavis is a quiet and reserved young man who is deeply in love with Henry. Camilla Macaulay is a beautiful and intelligent young woman who is drawn to the power and danger of the Classics Club. The students are all deeply in love with Morrow, and they are willing to do anything to please him. Morrow is a complex and mysterious figure, and he seems to be manipulating the students for his own purposes. As the students become more involved with Morrow, they begin to commit increasingly dangerous acts. The Secret History is a masterful and gripping novel that will keep you guessing until the very end. The novel is a warning tale about the dangers of obsession and the power of evil.

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