

# CHAPTER 17

# Promotion

## Part 1: Content Review

### Matching

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

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

institutional promotion

integrated marketing communications (IMC)

preselling

press conference

press release

product promotion

public relations (PR)

pull promotional concept

telemarketing

- 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.

# Goodheart Willcox Chapter 6 Worksheet

**Tao Wei**



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