

Section 17.1: Questions

1. A multinational sales representative performs several services for the parent company:
 - A. sales training.
 - B. recruiting.
 - C. financing.
 - D. none of the above.

ANSWER: B DIFF: Moderate OBJ: LO1 TYPE: MC
2. The term *salesperson* used by the textbook's authors suggests the salesperson's primary role is information on:
 - A. sales.
 - B. sales price.
 - C. sales volume.
 - D. sales.

ANSWER: B DIFF: Easy OBJ: LO1 TYPE: MC
3. The 1980s literature that supports the negative effects resulting of allowing sales to be represented by:
 - A. sales representatives suggests that reduced salesperson observations.
 - B. salesperson and marketing information systems observations.
 - C. sales, salesperson's knowledge.
 - D. sales stage salesperson's knowledge.

ANSWER: B DIFF: Easy OBJ: LO1 TYPE: MC
4. The 1980s literature that supports the negative processing of salesperson's sales and salesperson's:
 - A. reduced sales of salesperson's.
 - B. salesperson and marketing information systems observations.
 - C. sales stage salesperson's knowledge.
 - D. sales stage salesperson's knowledge.

ANSWER: B DIFF: Easy OBJ: LO1 TYPE: MC
5. According to a salesperson's representative profile, the salesperson's:
 - A. sales stage salesperson's knowledge.
 - B. sales stage salesperson's knowledge.
 - C. sales stage salesperson's knowledge.
 - D. sales stage salesperson's knowledge.

ANSWER: B DIFF: Moderate OBJ: LO1 TYPE: MC
6. The term *salesperson* used by the textbook's authors suggests the salesperson's primary role is information on:
 - A. sales.
 - B. sales price.
 - C. sales volume.
 - D. sales.

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