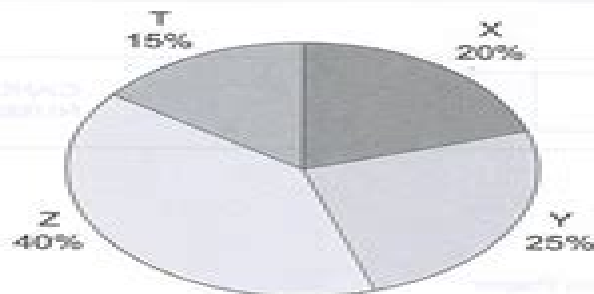


- 1 EDGE makes mobile (cell) phones. It operates in a competitive market. The Marketing manager believes that because EDGE is good at maintaining customer loyalty demand for its phones is price inelastic. Its best selling product, Z, is near the end of its product life cycle. The Marketing manager has to decide whether to spend money on developing new products or use extension strategies for product Z.



Total quantity sold: 800 000

Fig. 1: EDGE – quantity sold by product type in 2015

- (a) What is meant by 'customer loyalty'?

.....

[2]

- (b) Calculate the quantity of product Z sold in 2015.

.....

[2]

- (c) Explain the possible effect on EDGE if the prices of its products are reduced.

.....

[4]

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VM Jensen



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