

# 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.

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**Mary Gorgen Wolfe**



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26 30 frères l'esprit saint vient au secours de notre faiblesse car nous ne savons pas prier comme il faut l'esprit lui-même intercède pour nous par des gémissements inexprimables et dieu qui scrute les cœurs

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