

## Foundations in Personal Finance - Chapter 6 Test

Name \_\_\_\_\_ Date \_\_\_\_\_

**MULTIPLE CHOICE.** Choose the one alternative that best completes the statement or answers the question.

- 1) Which of the following is not a need?  
A) Housing  
B) Eating out  
C) Utilities  
D) Food  
1) \_\_\_\_\_
- 2) The purpose of advertising is to:  
A) tease the consumer  
B) inform the consumer  
C) persuade the consumer  
D) All of the above  
2) \_\_\_\_\_
- 3) Which of the following is not a common marketing strategy?  
A) Providing financing options  
B) Repetition  
C) Making the customer do product research  
D) Personal selling  
3) \_\_\_\_\_
- 4) When a company places an ad and offers no interest on your purchase for three years:  
A) They are not interested in making a profit  
B) They are showing their appreciation to you by giving you free money  
C) The cost of the financing is built into the price of the item  
D) All of the above  
4) \_\_\_\_\_
- 5) What is a safe assumption to make regarding companies and their marketing practices?  
A) Companies know that competition is fierce for consumer dollars.  
B) Companies spend millions of dollars and do extensive research on advertising.  
C) Companies use all angles to aggressively compete for your money.  
D) All of the above  
5) \_\_\_\_\_
- 6) What concept is best explained by the statement, "Money spent here cannot be spent there"?  
A) Law of diminishing returns  
B) Opportunity cost  
C) Significant purchases  
D) Delayed gratification  
6) \_\_\_\_\_
- 7) Identify which method companies are using to compete for your money:  
"90-days-same-as-cash"  
A) Personal selling  
B) Financing  
C) Media  
D) Product positioning  
7) \_\_\_\_\_

# Foundations In Personal Finance Chapter 6 Test A

**Karin Nielsen-Saines**



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