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• The following describes the process of marketing success:

- a. Creating understanding value structures. b. Identifying and strengthening offerings.
- c. Identifying needs. d. Other phases are correct.

• Which of the following describes customer choice market requirements presented to everyone?

- a. Benefits. b. Needs. c. Offerings. d. Values.

• Which of the following refers to the process of understanding an organization that will be able to identify value, communicate the skills and strategies to purchase particular offerings?

- a. Other phases are correct. b. Segments. c. Subunits. d. Values.

• Which of the following types of marketing strategy (marketing) points to those involved in product creation or growth?

- a. Global strategy. b. Customer strategy. c. Business strategy. d. Marketing and Development strategy.

• Which of the four types of marketing are usually considered?

- a. Other phases are correct. b. Needs, services, and wants. c. Segments. d. Products.

• Which of the following information will be used:

• In a system that guides companies to satisfy the marketing needs of customers:

- a. Marketing Management. b. Marketing. c. All of these are correct. d. Marketing.

• Into the core of the marketing management framework, which of the four phases from a marketing:

- a. Value. b. Marketing. c. Value Proposition. d. Segments.

• In the consumer's judgment, which is perceived as being particularly satisfying (satisfying) when a user consistently uses a product:

- a. Value. b. Other phases are correct. c. Segments. d. Needs and Values.

• If the marketing management strategy is designed to create highly satisfied customers who stay loyal and willing to make repeat purchases, there is a company that requires greater value:

- a. Marketing Customer relationship. b. Marketing value from customers. c. Marketing system design and being strategic. d. Understanding the market value and customer needs. e. Marketing system design of increasing target markets and getting, keeping, and growing customers through creating, delivering, and experiencing value in customer value.

- a. Marketing Management. b. Marketing. c. Internal Marketing.

• Which of the following is correct:

• A type of marketing communication used to attract customers from specific product:

• Service through advertising means of promotion, advertising, or marketing that have been found to be for customers and find a positive business value.

- a. Marketing value. b. Marketing advertising.

- a. Marketing Advertising. c. Traditional Advertising.

• Which of the following are the main marketing activities involved in traditional marketing:

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J Dewey



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