

7) Which of the following promotion categories is most likely to include the use of displays, discounts, coupons, and demonstrations?

- A) sales promotion
- B) direct marketing
- C) horizontal diversification
- D) public relations
- E) advertising

Answer: A

AACSB: Written and oral communication

Skill: Concept

Objective: LO 14.1: Define the five promotion mix tools for communicating customer value.

Difficulty: Easy

8) _____ includes sales presentations, trade shows, and incentive programs.

- A) Direct marketing
- B) Sales promotion
- C) Personal selling
- D) Public relations
- E) Advertising

Answer: C

AACSB: Written and oral communication

Skill: Concept

Objective: LO 14.1: Define the five promotion mix tools for communicating customer value.

Difficulty: Easy

9) _____ is a promotional category that includes sales presentations, trade shows, and incentive programs. This is an example of _____.

- A) Direct marketing
- B) Sales promotion
- C) Personal selling
- D) Public relations
- E) Advertising

Answer: C

AACSB: Written and oral communication

Skill: Concept

Objective: LO 14.1: Define the five promotion mix tools for communicating customer value.

Difficulty: Easy

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Robert T. Grauer, Maryann Barber



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