

Ch 11 Study Guide Develop & Manage Products

Indicate whether the statement is true or false.

1. It is during the product development stage that one asks questions such as: Would current customers benefit from the product? What new facilities, if any, would be needed? How might competitors respond? What is the risk of failure? Is the company willing to take the risk?
 - a. True
 - b. False**
2. A concept test evaluates an existing product idea, after the creation of a prototype.
 - a. True**
 - b. False
3. It really does not matter whether the product is "new to the world" or some other category of new product. If it is new to a potential adopter, it is an innovation in this context.
 - a. True
 - b. False
4. The rate of the decline of sales during the product life cycle is governed by how rapidly consumer tastes change or substitute products are adopted.
 - a. True**
 - b. False
5. Absolute failure of a new product occurs when it returns a profit but fails to achieve its sales goals, profit goals, or market share goals.
 - a. True
 - b. False**
6. When considering the diffusion of innovation regarding new products, a common characteristic of innovators is isolation.
 - a. True**
 - b. False**
7. A firm that starts with a global strategy is better able to develop products that are marketable worldwide.
 - a. True**
 - b. False
8. Both demographics and behavior distinguish early adopters.
 - a. True
 - b. False**
9. In recent years, Lego introduced Lego Friends, designed to appeal to girls. to the Lego Friends building sets include pastel-colored bricks that can be used to make a hair salon and a cupcake café. These efforts indicate that Lego is repositioning its product.

It Essentials Ch 11 Study Guide

Quentin Docter



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