
Marketing Management Kotler 15th Ed (Ch 1 - 8) 2024 exam study guide questions and answers(100% accurate)

Creating value for customers and building strong customer relationships - answer Marketing

Sum of the tangible and intangible benefits and costs to them. Marketers can increase value of a customer offering by reducing price or increasing quality. - answer Value

Apple, Nike, Geico, Budweiser, FedEx, Southwest - answer Great Marketing Companies

Product, Price, Place, Promotion - answer Marketing Mix

Consumers dislike the product and may even pay to avoid it (Demand) - answer Negative

Consumers may be unaware of or uninterested in the product (Demand) - answer Nonexistent

Consumers may share a strong need that cannot be satisfied by an existing product (Demand) - answer Latent

Consumers being to buy the product less frequently or not at all (Demand) - answer Declining

Consumer purchases vary on a seasonal, monthly, weekly, daily or even hourly basis (Demand) - answer Irregular

Consumers are adequately buying all products put into the marketplace (Demand) - answer Full

More consumers would like to buy the product than can be satisfied (Demand) - answer Overfull

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