

# MOS 1021 Exam 03

## Sample Questions

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01. When considering perceptual selectivity in lecture, we noted that "selective exposure" is the process by which:
- we ignore information that is not important to us.
  - we choose to encounter information that may be important to us.
  - we scan our environment for information that is relevant to us in an ongoing way.
  - we choose to focus only on information that possesses relevancy to us.
  - we engage with stimuli that may be regarded as pleasant or enjoyable and/or avoid stimuli that may be regarded as unpleasant, disturbing, or otherwise uncomfortable.
02. Positioning statements are unique from taglines because positioning statements \_\_\_\_\_ whereas taglines \_\_\_\_\_.
- are developed for internal use; are developed for external use
  - are created on the basis of primary data; are created on the basis of secondary data
  - identify how a product should be perceived; identify how a product has already been perceived
  - reflect descriptive links between marketing variables; reflect causal links between marketing variables
  - help to identify gaps in the market; are created after gaps in the market has already been identified
03. Which of the following is the final step in the personal selling process?
- customer maintenance
  - closing
  - follow-up
  - evaluation
  - affirmation
04. Leanne dislikes eggs and refuses to purchase them. She believes that they are high in cholesterol, which does not align with her dedication to maintaining a healthy lifestyle. In this example, Leanne's dislike of eggs reflects \_\_\_\_\_, and her prioritization of a healthy lifestyle reflects \_\_\_\_\_.
- a belief, an attitude
  - belief, a value
  - a value; an attitude
  - an attitude; a value
  - an attitude; a belief
05. According to Abraham Maslow, a person's desire to gain the respect and recognition of others is considered to be a(n):
- deficiency need
  - esteem need
  - social need
  - Both (a) and (b)
  - Both (a) and (c)
06. An organization can orient their pricing strategies in many different directions depending on what it is they hope to achieve with their price. For example, a(n) \_\_\_\_\_ pricing approach will be responsive to the needs and wants of customers or seeking to adjust their behaviors, whereas a(n) \_\_\_\_\_ pricing approach instead sees price as a way to cover the expense of production, delivery, and promotion of a product.
- demand-oriented; trade-oriented
  - consumer-oriented; business-oriented
  - demand-oriented; cost-oriented
  - cost-oriented; profit-oriented
  - demand-oriented; production-oriented

# Mos Sample Questions

**Liyong Dong**

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