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- 1) A key ingredient of the marketing management process is insightful, _____ marketing strategies and plans that can guide marketing activities. a. niche
b. measurable
c. creative
d. micro
e. macro

Answer: c

Diff: 2

Type: MC

Page Reference: 31

Skill: General Concept

- 2) Value delivery process can be divided into three phases, out of which "choosing the value" implies _____, which is the essence of strategic marketing a. segmentation, developing, and delivering
b. segmentation, targeting, and positioning
c. targeting, positioning, and communicating
d. targeting, positioning, and delivering
e. researching, developing, and delivering

Marketing Management Canadian

Michael Hockenstein, Philip Kotler



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Philip R. Kotler, Kevin Lane Keller, Subramanian Sivaramakrishnan, Peggy H. Cunningham, 2013-01-01 (En) Kircke

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