

# **Business Essentials Final Exam Study Guide Questions & Answers 2023/2024**

break-even point - ANSWER-the point at which total revenues, or sales, equal total costs and expenses of developing and offering a product or service

market segmentation - ANSWER-the division of a market for a product into groups of customers who have the same needs and traits

channel of distribution - ANSWER-a pathway to direct products to consumers

promotion - ANSWER-any effort to inform, persuade, or remind potential customers about a business's products or services

demographics - ANSWER-facts about the population, including age, gender, location, and income

direct distribution - ANSWER-occurs when goods or services are sold from the producer directly to the customer

relationship marketing - ANSWER-to build up and maintain relationships with their customers

target marketing - ANSWER-focusing on the people most likely to buy a company's goods and services

indirect distribution - ANSWER-involves one or more intermediaries

market - ANSWER-a group of customers who share common wants and needs

test marketing - ANSWER-offering a product in a limited market for a limited time

# Business Essentials Final Exam Study Guide

**Roger Leroy Miller**

## **Business Essentials Final Exam Study Guide:**

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[Business Essentials](#) Ronald J. Ebert, Ricky W. Griffin, 2005 [Business Essentials](#) Prentice-Hall Staff, 1999-08 **Study Guide for Business Law Today, the Essentials** Roger LeRoy Miller, Gaylord A. Jentz, 1999-07-12 This study guide provides a chapter by chapter review of *Business Law Today*. The chapter by chapter review offers the following for each chapter of the text: Key point covered in each chapter, Brief chapter introduction, Chapter outline, True/false questions, Fill-in questions, Multiple choice questions, Short essay problems, Issue spotters, Answers to all of the questions and issue spotters are found in a separate appendix at the end of the Study Guide, a section entitled Uniform CPA Business Law Examination Information.

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