

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

Ronald J. Ebert, Ricky W. Griffin

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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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