

## Developing Marketing Strategies and a Marketing Plan

### True / False Questions

1. Strong supplier relations and efficient supply chains help firms such as Walmart to achieve operational excellence.

True   False

2. To build a sustainable competitive advantage, companies should focus on a single strategy.

True   False

3. It is not always necessary to go through all the steps in the marketing planning process.

True   False

4. A mission statement describes the specific actions a firm will take to achieve its goals.

True   False

5. iTunes software is often credited for the success of the Apple iPod MP3 player, because it made the iPod easier to use than competing players, and was difficult for competitors to duplicate. This is an example of a sustainable competitive advantage.

True   False

6. STP refers to segmentation, testing, and promotion.

True False

7. The components of a SWOT analysis are Strengths, Weaknesses, Opportunities and Tactics.

True False

8. Firms are typically more successful when they focus on opportunities that build on their competitors' strengths.

True False

9. Duke's is a surfer-themed restaurant chain in Hawaii. Most of its customers are tourists. In a SWOT analysis for Duke's, the possibility that the recession might cut back on tourism in Hawaii would be considered a Weakness.

True False

10. Price should be based on the value that the customer perceives.

True False

11. Geraldo manages the electrical turbine engine division of General Electric Corporation. He makes most decisions independently, without consulting headquarters. Geraldo manages a strategic business unit.

True False

12. The marketing planning process always proceeds sequentially through the five steps.

True False

13. Isaac is looking for ways to offer new goods and services to his existing customers. He is pursuing a market development strategy.

True False

14. If Starbucks decided to start selling organic meals to corporate eating facilities, it would be pursuing a diversification strategy.

True False

15. Sandisk's MP3 player product line (called the Sansa) has a low relative market share. The MP3 player market is expected to decline over the next few years. In BCG portfolio analysis, the Sansa would be considered a dog.

True False

16. The "Implement Marketing Mix" step of the strategic marketing planning process is part of the control phase.

True False

## Multiple Choice Questions

17. If a firm wants to develop a sustainable competitive advantage, it should:
- A. begin an aggressive campaign to buy up competitors.
  - B. copy the innovative features of other firms that are attractive to customers.
  - C. examine its operations and customer relations to identify significant things competitors cannot easily copy.
  - D. increase its marketing budget so that it outspends its competitors.
  - E. arrange to meet with competitors to discuss how to avoid direct competition.
18. Which of the following is NOT one of the four overarching strategies to create and deliver value and to develop sustainable competitive advantage?
- A. Locational excellence
  - B. Customer excellence
  - C. Operational excellence
  - D. Product excellence
  - E. Planning excellence

19. When Ramona, the keynote speaker at a major business leaders' conference, arrived in the middle of the night at the Ritz-Carlton, she was exhausted and her suit was wrinkled from her ten-hour plane trip. The night clerk found someone to dry clean Ramona's suit and have it ready for her morning presentation. She has been a loyal Ritz-Carlton customer ever since. In this example, Ritz-Carlton demonstrated the macro strategy of:

- A. customer excellence
- B. operational excellence
- C. product excellence
- D. promotional excellence
- E. global excellence

20. Taking steps to encourage customer loyalty is one way to:

- A. test new products.
- B. promote efficiency.
- C. sustain an advantage over competitors.
- D. develop new pricing strategies.
- E. improve supply chain effectiveness.

21. Some banks have begun offering special accounts designed to attract junior high school students. These kids save in such small amounts that the accounts cost banks more to maintain than they are worth. But bankers know that consumers are creatures of habit and hope that the young people they serve now will become adult customers. These banks recognize:

- A. that operational excellence is an important macro strategy.
- B. the lifetime value of customers.
- C. that product excellence leads to loyal customers.
- D. the importance of making decisions based on short-term results.
- E. that as long as customers bring in some revenue, costs do not matter.

22. Narbonne's, an upscale department store, instructs sales personnel that whenever a customer asks where something is, they should drop what they are doing and offer to escort the customer to what they are looking for. The company's reputation for excellent customer service has probably resulted in:

- A. product design excellence.
- B. mission statement satisfaction.
- C. sustainable price decreases.
- D. a sustainable competitive advantage.
- E. producer excellence.

23. Firms achieve \_\_\_\_\_ through efficient procedures and excellent supply chain management.
- A. customer excellence
  - B. locational excellence
  - C. customer loyalty
  - D. value-based pricing
  - E. operational excellence
24. Marketers want their firms to develop excellent supply chain management and strong supplier relations so they can:
- A. persuade stores to refuse to carry competitors' products.
  - B. use their power within the supply chain to force weaker firms to accept less favorable pricing.
  - C. control prices and lock in margins.
  - D. create a sustainable competitive advantage.
  - E. justify charging higher prices than competitors do.
25. For many years, Southwest Airlines distinguished itself as the low-cost airline. Now, many other low-cost competitors have entered the market. Similarly, Southwest was one of the first airlines to offer online ticketing. Now, all airlines have online ticketing. These examples suggest that:
- A. no single strategy is likely to be sufficient to build a sustainable competitive advantage.
  - B. situation analysis is a continuous process.
  - C. customers rarely remain loyal to companies.
  - D. product excellence is the only true source of a sustainable competitive advantage.
  - E. innovation is pointless because competitors will develop copycat offerings.

26. "Effective marketing doesn't just happen." It is:

- A. promoted through STP analysis.
- B. possible only for seasoned marketing executives to achieve.
- C. planned.
- D. introduced through control phase SBUs.
- E. the result of competitor's failures.

27. Carla has been directed by her regional marketing manager to cut prices on seasonal items, submit an ad in the local paper, and tell distributors to reduce deliveries for the next month. Which step of the strategic marketing planning process is Carla engaged in?

- A. evaluate performance
- B. define the business mission.
- C. situation analysis
- D. implement marketing mix and resources.
- E. identifying and evaluating opportunities.

28. When conducting a SWOT analysis, in what phase of the strategic marketing process is an organization presently engaged?

- A. planning
- B. implementation
- C. control
- D. segmentation
- E. metrics



29. The automobile manufacturing industry closely watches annual consumer satisfaction surveys. For years, Japanese car companies consistently had the highest levels of customer satisfaction, creating a \_\_\_\_\_ for these companies.

- A. strategic marketing plan
- B. clear mission statement
- C. cost advantage
- D. sustainable competitive advantage
- E. diversification strategy

30. Which of the following is LEAST likely to provide a sustainable competitive advantage?

- A. Lowering prices.
- B. Having a well-known brand name.
- C. Achieving high levels of customer satisfaction.
- D. Using patented technology.
- E. Creating an efficient supply chain.

31. Even when large discount retailers enter a market, a few small, local retailers survive and prosper. These small retailers have probably developed a(n) \_\_\_\_\_ that allows them to survive.

- A. advertising campaign
- B. plan to evaluate results
- C. sustainable competitive advantage
- D. set of performance metrics
- E. SWOT analysis

32. As part of her company's SWOT analysis, Valerie is assessing the company's internal environment, including:

- A. strengths.
- B. opportunities.
- C. strengths and weaknesses.
- D. threats.
- E. opportunities and threats.

33. Samantha is charged with assessing her company's external environment as part of a SWOT analysis. Samantha will study her company's:

- A. strengths.
- B. opportunities.
- C. strengths and weaknesses.
- D. weaknesses.
- E. opportunities and threats.

34. Manufacturers who use just-in-time manufacturing systems coordinate closely with suppliers in order to ensure that materials and supplies arrive just before they are needed in the manufacturing process. While just-in-time systems can offer major advantages in terms of inventory costs, they must be carefully managed. If a firm found that its just-in-time system was badly managed, leading to frequent manufacturing delays due to missing parts, this would represent a \_\_\_\_\_ in a SWOT analysis.

- A. weakness
- B. opportunity
- C. threat
- D. strength
- E. business mission

35. For U.S. businesses with strong export capabilities, expansion of U.S. trade agreements with other countries creates:

- A. weaknesses.
- B. opportunities.
- C. strengths.
- D. threats.
- E. strategic plans.

36. In 2006, Ford Motor Company announced it would severely cut back automobile production. For parts companies supplying Ford Motor, this represented a(n):
- A. weakness.
  - B. opportunity.
  - C. strength.
  - D. threat.
  - E. strategic plan.
37. Lionel is asked to conduct an STP analysis for his firm. The first step he should perform in this analysis is to:
- A. develop a business mission statement.
  - B. choose the best target markets.
  - C. reposition existing segments.
  - D. divide the marketplace into subgroups.
  - E. conduct a SWOT analysis.
38. Recently, Walmart announced it would begin selling organic food products. In doing so, Walmart is probably trying to:
- A. gain government subsidies.
  - B. attract a different market segment.
  - C. reduce its costs.
  - D. save the environment.
  - E. offset cost-based pricing pressure.

39. For years, when considering new products, marketers at Celestial Seasonings asked themselves, "What would Stacy think?" Stacy was a fictional character representing 25-50 year old, educated, upper-income women who rarely watched television but did a lot of reading. "Stacy" represented Celestial's primary:
- A. demographic segment.
  - B. positioning.
  - C. SBU.
  - D. target market segment.
  - E. sustainable competitive advantage.
40. Many of today's college graduates will make their livings providing goods and services to "baby boomers," the large group of Americans born in the period after World War II. Baby boomers are a \_\_\_\_\_ market segment.
- A. psychological
  - B. behavioral
  - C. social
  - D. product-based
  - E. demographic

41. After identifying various market segments that her company could pursue, Lisa evaluated each segment's attractiveness based on size, income, and accessibility. Lisa was involved in:
- A. target marketing.
  - B. situation analysis.
  - C. diversification.
  - D. positioning.
  - E. market penetration estimation.
42. LeBron James, Alex Rodriguez, and other athletes are paid huge sums of money by companies for celebrity endorsements. If, endorsements by these athletes create a clear understanding among consumers of the companies' products, they can help with the firm's \_\_\_\_\_ strategy.
- A. product excellence
  - B. targeting
  - C. positioning
  - D. segmentation
  - E. customer excellence

43. \_\_\_\_\_ involves the process of defining the marketing mix variables so that target customers have a clear, distinctive understanding of what a product does or represents in comparison with competing products.

- A. Targeting
- B. Market segmentation
- C. A sustainable competitive advantage
- D. Positioning
- E. A customer excellence strategy

44. Imagine that you are in a gourmet food store choosing your favorite "comfort" food instead of being in a classroom taking this test. Notice the packaging, colors, labels, even the fonts used on labels. All of these efforts are part of the marketer's:

- A. value-based promotions.
- B. market segmentation.
- C. positioning strategy.
- D. customer excellence strategy.
- E. target market.

45. When positioning products relative to competitors' offerings, firms typically are most successful when they focus on opportunities:
- A. that build on their strengths relative to those of their competitors.
  - B. for diversification.
  - C. in international markets.
  - D. where value-based pricing can be ignored.
  - E. where customer excellence can be substituted for product excellence.
46. Many small businesses whose competitors are national franchises advertise "we are locally owned" or "we have been here since 1951." This is part of these firms':
- A. business mission.
  - B. market segmentation strategy.
  - C. positioning strategy.
  - D. customer excellence strategy.
  - E. target market.
47. When discussing the marketing planning process, STP stands for:
- A. Strategies, tactics, and plans.
  - B. Strategize, target, and promote.
  - C. Segmentation, targeting, and positioning.
  - D. Situation analysis, trend spotting, and planning.
  - E. Sustaining, trending, and positioning.



48. Braddock University allows recent graduates to come back and take additional courses for free. By offering additional educational services, the university is enhancing its \_\_\_\_\_ in an attempt to create value for its customers.

- A. segmentation strategy
- B. place strategy
- C. locational excellence strategy
- D. diversification strategy
- E. product strategy

49. The idea of value-based marketing requires firms to charge a price that:

- A. covers costs and generates a modest profit.
- B. includes the value of the effort the firm put into the product or service.
- C. captures the value customers perceive that they are receiving.
- D. prioritizes customer excellence above operational excellence.
- E. matches competitors' prices.

50. E-books, in addition to being an alternative product form, provide \_\_\_\_\_ value creation since they can be downloaded via the Internet immediately when they are needed.

- A. product
- B. place
- C. promotion
- D. price
- E. primary

51. In value-based marketing, promotion communicates the:

- A. targeted solution.
- B. operational excellence strategy.
- C. value proposition.
- D. relative market value.
- E. target market definition.

52. Google and other search engines allow marketers to bid to have their ads shown when consumers search on keywords related to the firm's products. These marketers are attempting to create value through \_\_\_\_.

- A. product
- B. price
- C. promotion
- D. place
- E. cost-based

53. In order to effectively communicate value to target markets, marketers must first:

- A. consider the cost of alternative media.
- B. use the Internet.
- C. redesign ads to meet media specifications.
- D. understand their customers.
- E. hire the right ad agency.

54. Craig sees that his company's quarterly sales and profits are significantly above projections and says, "That's great. Let's keep doing what we've been doing." Craig is ignoring the \_\_\_\_\_ step of the marketing planning process.

- A. Evaluate Performance
- B. Define the Business Mission
- C. Situation Analysis
- D. Implement Marketing Mix and Resources
- E. Identifying and Evaluating Opportunities

55. The first objective in the Evaluate Performance phase of the marketing planning process is to:

- A. determine whether to raise or lower prices.
- B. adjust advertising allocations.
- C. find ways to cut costs.
- D. review implementation programs and results using metrics.
- E. consider changing the target market.

56. Kathy reviews her division's quarterly results and sees that some units exceeded goals while others did not. Next, she will attempt to determine why performance of the different units varied, and whether the variation:

- A. created a net benefit or loss.
- B. should be reported to senior executives or not.
- C. was consistent with the company's mission statement.
- D. offers opportunities for diversification.
- E. was due to factors within or outside the firm's control.

57. Understanding the causes of performance, regardless of whether that performance exceeded, met, or fell below the firm's goals:

- A. enables firms to make appropriate adjustments.
- B. allows managers to demonstrate their effectiveness.
- C. offers insights into value-based pricing.
- D. should be followed by eliminating underperforming SBUs.
- E. allows firms to better assess customer loyalty.

58. Laura is reviewing sales data after a recent in-store promotion of her company's diet products. The data show success in some stores and limited response in others. Laura will probably next review the company's:

- A. financial statements, to investigate current and past profits.
- B. brand awareness study, to assess national levels of awareness.
- C. implementation programs, to see if the promotion was handled consistently in the different stores.
- D. results for other product lines, to see how important diet products are to the firm.
- E. analysis of national diet trends, to predict future sales levels.

59. After conducting STP analysis for her custom auto parts store and developing strategies for each of the four Ps, Monique now has to make \_\_\_\_\_ decisions.
- A. competitive response
  - B. resource allocation
  - C. product line
  - D. market growth
  - E. mission statement
60. Lamar owns four dry cleaning stores in the suburbs of Orlando. He recently updated his STP analysis, and has just finished adjusting his marketing mix based on the STP results. His next strategic marketing decision will likely involve:
- A. how Disney World crowds will impact his business.
  - B. which employees to promote or fire.
  - C. how to allocate resources among his four stores.
  - D. what new government regulations might create opportunities or threats.
  - E. when to shift from a customer excellence to an operational excellence strategy.
61. In most companies, marketing resource allocation decisions are made at the SBU or \_\_\_\_\_ level of the firm.
- A. corporate
  - B. product line
  - C. customer care
  - D. sales representative
  - E. accounting

62. A(n) \_\_\_\_\_ is a group of products that consumers may use together or perceive as similar in some way.

- A. SBU
- B. STP
- C. product line
- D. market segment
- E. promotional service

63. Heather has been assessing a number of her firm's products using the Boston Consulting Group approach to portfolio analysis. She has been trying to assess the strength in a particular market and is looking at the sales of the product and the overall market as well as the sales of competitors. Heather is trying to determine:

- A. the product's relative market share.
- B. the market growth rate.
- C. a source of competitive advantage.
- D. the impact of population shifts on future demand.
- E. cash equivalent values for each product.

64. To determine how attractive a particular market is in using the BCG portfolio analysis, \_\_\_\_\_ is established as one axis.

- A. competitive intensity
- B. sales dollars
- C. market size
- D. market growth rate
- E. market profit potential

65. In BCG portfolio analysis, products in low-growth markets that have received heavy investment and now have excess funds available to support other products are called:

- A. stars.
- B. cash cows.
- C. question marks.
- D. dogs.
- E. anchors.

66. Fernando was thrilled to find out that his company had just decided to invest a great deal of money in the product he was managing. He knows that even with its recent high rate of growth and the fact that it dominates its market, he would need more money to establish it firmly. Using the BCG portfolio analysis, his product would be classified as a(n):

- A. star.
- B. cash cow.
- C. question mark.
- D. dog.
- E. anchor.

67. Using the BCG portfolio analysis, a "dog" should be phased out unless:

- A. its marketing manager is a champion of the product.
- B. additional resources could increase its relative market share slightly.
- C. it complements or boosts the sales of another product.
- D. the market has a small chance of rebounding.
- E. None of the above. Dogs should be phased out.

68. The strategic marketing planning process:

- A. is a five-step process that should always be completed in order.
- B. is frequently used in reverse.
- C. begins with establishing specific, measurable outcomes.
- D. is not always sequential.
- E. forces marketing managers to think rationally.



69. Which of the following is NOT one of the four major growth strategies marketers typically utilize?

- A. market penetration
- B. market development
- C. segment development
- D. diversification
- E. product development

70. For many years, because of the size of the U.S. economy, domestic companies ignored international markets, preferring instead to develop new product offerings for existing customers. These companies were pursuing a \_\_\_\_\_ strategy.

- A. market penetration
- B. market development
- C. segment development
- D. diversification
- E. product development

71. Adrienne decides to add new sales representatives and increase advertising in her existing market for her current line of security systems. Adrienne is pursuing a \_\_\_\_\_ growth strategy.

- A. segment development
- B. market development
- C. market penetration
- D. diversification
- E. product development

72. Sarah has decided to pursue a market penetration strategy for her French cookware product line. She will likely increase advertising and sales promotion. She may also consider:

- A. getting the stores who carry her products to promote them more heavily.
- B. investing in a travel agency.
- C. shifting resources into a new line of European-styled footwear.
- D. expand into new geographic regions.
- E. offering French cooking classes.

73. A \_\_\_\_\_ growth strategy employs the existing marketing offering to reach new market segments.

- A. product proliferation
- B. market development
- C. market penetration
- D. diversification
- E. product development

74. Quitman sells his business language dictionary to college students throughout the United States. He wants to start selling the book to international students abroad. Quitman wants to pursue a \_\_\_\_\_ growth strategy.

- A. product proliferation
- B. market development
- C. market penetration
- D. diversification
- E. product development

75. When pursuing a market development strategy, expanding into international markets is generally:
- A. more risky than expansion in domestic markets.
  - B. impossible due to negative attitudes about American products.
  - C. executed with the help of international trade subsidies.
  - D. simplified by creating new products for export markets.
  - E. the only option offering substantial opportunities for growth.
76. H&R is a small, local heating and air conditioning business. The area military base is a potential source of growth, and H&R already installs and services the type of equipment the military would require, but it is difficult to get established as a certified government contractor. H&R is considering a \_\_\_\_\_ growth strategy.
- A. product proliferation
  - B. market development
  - C. market penetration
  - D. diversification
  - E. product development

77. Many states create licensing requirements for a variety of professionals (such as lawyers and accountants) designed to restrict entry into their market by professionals from other states. This strategy limits \_\_\_\_\_ growth strategies.

- A. product proliferation
- B. market development
- C. market penetration
- D. diversification
- E. product development

78. Marketers who design and offer new products and services to their existing customers are pursuing a \_\_\_\_\_ growth strategy.

- A. product proliferation
- B. market development
- C. market penetration
- D. diversification
- E. product development

79. Most banks now have customer relationship software which, when a customer contacts the bank, tells the service representative what types of accounts, loans, and credit cards the customer currently has. Service representatives use this information to sell some of the other services the bank currently offers to these customers. This is a \_\_\_\_\_ growth strategy.

- A. product proliferation
- B. market development
- C. market penetration
- D. diversification
- E. product development

80. Maryam called her auto insurance agent to renew her policy. The agent told her about new types of insurance that are now available--to cover her apartment, or even the engagement ring she just got from her fiancé. The agent was pursuing a \_\_\_\_\_ growth strategy.

- A. product development
- B. market development
- C. market penetration
- D. diversification
- E. product proliferation

81. Introducing newly developed products or services to a market segment the company is not currently serving is called:

- A. product development
- B. market development
- C. market penetration
- D. diversification
- E. product proliferation

82. As discussed in the chapter opening, Dunkin' Donuts, Starbucks, and McDonald's have all found ways to succeed in the branded coffee market. How have they managed to do this?

- A. They use higher-quality ingredients than do other firms.
- B. Each of the firms employs marketing strategies that take advantage of the firm's unique strengths.
- C. They avoid opening stores near competitors' locations.
- D. They have agreed to divide the coffee market between them, and thus can avoid competing with each other.
- E. They have competed in the coffee market for so long that their success is guaranteed.

83. Zara is a women's clothing retailer headquartered in Spain, with stores located in many countries. Zara has developed a "quick response" system that allows store merchandise to be adjusted rapidly to fit changing customer preferences. Every aspect of Zara's operation is optimized for this system, making it difficult for competitors like The Gap to duplicate. Zara has established:

- A. customer loyalty.
- B. locational excellence.
- C. a diversification growth strategy.
- D. a sustainable competitive advantage.
- E. a related diversification opportunity.

84. Fourteenth National Bank prides itself on offering better service than any of its competitors. If this is accurate, and if customers recognize and value Fourteenth National's superior service, the bank creates and delivers value through:

- A. promotional excellence.
- B. product excellence.
- C. operational excellence.
- D. global excellence.
- E. customer excellence.

85. Anita has gone to the same hair salon for the past ten years. She believes that her stylist, the salon owner, does a better job of cutting and styling her hair than anyone else could. Other salons have opened closer to Anita's home, some offering more plush facilities or lower prices, but she isn't tempted to switch. Anita's attitude toward the salon is an example of:

- A. a sustainable competitive advantage.
- B. a customer retention program.
- C. an opportunity, in SWOT analysis.
- D. customer loyalty.
- E. the benefits of a locational excellence strategy.

86. Customer retention programs are based on what concept?

- A. Customer excellence is the easiest macro strategy to follow.
- B. Customer relationships should be viewed from a lifetime value perspective.
- C. It is important to maximize profits in the first few months of a customer relationship.
- D. Segmentation, targeting, and positioning analysis should not be rushed.
- E. Firms must spend large amounts of money to retain customers.

87. Most banks implement customer retention programs aimed at their best customers. They do this because they know that retaining customers usually results in:

- A. a product development growth strategy.
- B. an operational advantage.
- C. opportunities for diversification.
- D. increased long term profits.
- E. more clearly defined market segments.



88. Some universities offer online degree programs, competing with traditional colleges based on the convenience of taking online courses. These online programs are pursuing which macro strategy?
- A. Customer excellence
  - B. Locational excellence
  - C. Operational excellence
  - D. Product excellence
  - E. None of these
89. When a pharmaceutical company develops a new medication, it typically applies for a patent in order to prevent competitors from developing copycat products for several years. Pharmaceutical companies apply for patents in order to establish:
- A. an operational excellence macro strategy.
  - B. a market penetration growth strategy.
  - C. a sustainable competitive advantage.
  - D. an efficient supply chain.
  - E. all of these.
90. One example of a customer loyalty program is:
- A. a "frequent diner" card at a restaurant, offering a free appetizer for every \$100 in food purchases.
  - B. a quantity discount offered for large purchases at an office supply store.
  - C. all of these.
  - D. an "everyday low price" policy on all products at a grocery store.
  - E. an extensive customer service training program for new employees at a hair salon.

91. Excellence in human resource management is an element of which of the macro strategies?

- A. Customer excellence
- B. Employer excellence
- C. Locational excellence
- D. Operational excellence
- E. Product excellence

92. Which of the following is the third step in the strategic marketing planning process?

- A. Define the business mission.
- B. Identify and evaluate opportunities.
- C. None of these.
- D. Implement marketing mix and allocate resources.
- E. Situation analysis.

93. In mid-2010, Hewlett-Packard Company (HP) acquired Palm Computing, Inc., a manufacturer of personal devices and smart phones. Before deciding to acquire the company, strategic planners at HP spent time thinking about how Palm and HP would "fit" together, and how the acquisition might change HP's core goals and objectives. The strategic planners were engaged in the \_\_\_\_\_ step of the strategic marketing planning process.

- A. Situation analysis
- B. Implement marketing mix and allocate resources
- C. Identify and evaluate opportunities
- D. Evaluate performance
- E. Define the business mission

94. After defining the business mission, what should a firm do next to develop a marketing plan?
- A. Conduct an STP analysis.
  - B. Perform a situation analysis.
  - C. Develop a positioning strategy.
  - D. Select a target market.
  - E. Implement the four Ps.
95. In a SWOT analysis, increasing gasoline prices would represent a potential \_\_\_\_\_ for manufacturers of electric cars.
- A. weakness
  - B. threat
  - C. opportunity
  - D. operational advantage
  - E. locational advantage
96. An advertising campaign for Geico Insurance uses the slogan, "So easy, even a caveman could do it" to emphasize the ease of buying insurance on Geico's website. This campaign is part of Geico's:
- A. mission statement.
  - B. market segmentation plan.
  - C. product strategy.
  - D. customer excellence strategy.
  - E. positioning strategy.

97. Abercrombie & Fitch, a hip clothing retailer, includes a "Share it!" button on its website. This button encourages an Abercrombie customer to post a link to a product page (perhaps showing a new style of jeans) on Facebook or Twitter. Abercrombie & Fitch hopes that the customer's friends (who are probably very much like current customers) will click the link, visit the page, and make purchases. This is an example of a \_\_\_\_\_ growth strategy.

- A. product proliferation
- B. market development
- C. market penetration
- D. diversification
- E. product development

98. Sodexho is a corporation that manages school cafeterias, university dining halls, mess halls at military bases, concession stands at sports arenas, and other large-scale food service facilities. If Sodexho were to begin to sell individual frozen meals in supermarkets, it would be pursuing a \_\_\_\_\_ growth strategy.

- A. product development
- B. market development
- C. market penetration
- D. diversification
- E. product proliferation

99. The Apple iPad is the market leader in the new--and fast-growing--tablet computer market. Based on BCG portfolio analysis, how should Apple handle allocating resources to the iPad?

- A. Apple will not need to invest much; instead, the iPad can generate funds to support other product lines.
- B. Apple should watch the situation but not invest much yet, since the future of the market is uncertain.
- C. Apple should be prepared to invest heavily to help the iPad to achieve its maximum potential in the market.
- D. Apple should not invest in this market until it has more competitors.
- E. Portfolio analysis doesn't offer any advice about resource allocation.

100. 3M involves its customers in the process of developing new products. In this way, it can benefit from current customers' insights and develop new products that will meet these customers' needs. 3M is pursuing a \_\_\_\_\_ growth strategy.

- A. Diversification
- B. Market development
- C. Market penetration
- D. Product development
- E. Product penetration

101. Over the last few months, Juan and his colleagues have analyzed the current business situation, and then identified target markets for his firm's personal care products. Finally, they developed the products, prices, distribution and promotion that should appeal to each of those target markets. In doing so, Juan has also identified what he believes is an advantage his competitors cannot match. Juan and his colleagues have been developing:

- A. a business mission statement
- B. a strategic vision
- C. team-building exercises
- D. a marketing strategy
- E. competitive assessments

102. Gerald's Tire Store sets itself apart from competitors by the extra attention it pays to providing fast, courteous service in a clean, professional looking environment. Gerald's has used this strategy for over 40 years, expanding to 15 outlets. Gerald's Tire Store has created a \_\_\_\_\_ to create and deliver value and to develop a sustainable competitive advantage.

- A. segmentation strategy
- B. set of metrics
- C. market development strategy
- D. diversification strategy
- E. macro, or overarching, strategy

103. Which of the following is the best way to build a sustainable competitive advantage using product excellence?

- A. Being the first to offer customers desired features, even if competitors can copy them easily.
- B. Positioning the product using a clear, distinctive brand image.
- C. Having the most features on each model.
- D. Focusing on being cutting edge and continually eliminating older features that are still in use by customers.
- E. Copying the market leader's features, but at a lower cost.

104. A competitive advantage based on location is often sustainable because:

- A. mobile marketing has not yet proven its value for most customers.
- B. real estate prices have been dropping.
- C. few marketers are aware of its importance yet.
- D. it is not easily duplicated.
- E. the internet has diminished the importance of "brick and mortar" stores.

105. Four companies dominate the cereal industry. These firms produce in large volumes, promote heavily, and control access to the supermarket shelves through "slotting allowances," which are payments to retailers in return for shelf space. Combined, these four firms have:

- A. identical marketing mixes.
- B. all of these.
- C. a sustainable competitive advantage.
- D. achieved product excellence.
- E. violated laws governing competition.

106. Value creation through Place decisions for a consumer product involves:

- A. putting the product in the front of the store.
- B. designing creative displays to capture consumers' attention.
- C. pricing products differently at different stores.
- D. making sure the product is available in the stores where customers will want to find it, and that it is always in stock so they can buy it when they want to.
- E. focusing exclusively on internet sales to reduce supply chain costs.

107. In recent years, cellular (mobile) service providers have worked hard to eliminate "dead zones," providing customers with service wherever they traveled. By working to make the network available in more locations, cellular service companies were focusing on \_\_\_\_\_ value creation.

- A. product
- B. price
- C. promotion
- D. place
- E. financial

108. When firms successfully implement poor strategies (perhaps due to good luck) or do a poor job of implementing good strategies, it can be difficult to:

- A. generate cost-based performance ratios.
- B. evaluate performance and make adjustments.
- C. increase product excellence without reducing customer excellence.
- D. develop segmentation strategies.
- E. choose a business mission.



109. In 2007, Apple Computer Company introduced its new iPhone, adding a cellular telephone, a camera, and Internet access to its iPod. The company was pursuing a(n) \_\_\_\_\_ strategy.

- A. market development
- B. market penetration
- C. operational excellence
- D. customer excellence
- E. product development

110. The goal of a customer excellence strategy is to gain loyal customers. Customer loyalty can be developed through:

- A. having a strong brand
- B. offering unique merchandise
- C. providing superior customer service
- D. all of these
- E. none of these

111. Allen is in the marketing department of a mid-sized firm that develops and sells communications systems. He is proud of the Human Resources area in the company that provides the firm with excellent employees. Allen himself really enjoys his work, but he knows the work of HR helps create an advantage for the firm because:

- A. customers appreciate the kind of service that knowledgeable employees provide.
- B. employees play a major role in the success of the firm.
- C. it is easier to communicate with and inspire the customer if the employees believe in what the firm is doing.
- D. building customer loyalty depends on a committed workforce.
- E. All of these.

112. In its Campaign for Real Beauty, Dove was able to connect with important parts of its customer base by:

- A. creating high impact campaigns at a lower cost.
- B. expanding beyond traditional constraints of advertising.
- C. connecting directly with customers via the internet.
- D. All of these
- E. None of these

113. After performing an STP analysis, marketers implement \_\_\_\_\_ for each target market.

- A. pricing strategies
- B. promotion strategies
- C. place strategies
- D. product strategies
- E. all of these

114. Brad is reviewing the performance of his franchise sandwich store. As a franchisee, he has access to comparative data from other stores. Brad will likely look at \_\_\_\_\_ data for other stores to help him to evaluate his performance.

- A. sales
- B. gross margin
- C. number of customers
- D. coupon redemption
- E. all of above

115. Portfolio analysis is a useful and powerful tool, but firms often need to take a more balanced approach because:

- A. measures are difficult to obtain and project.
- B. classifications can become self-fulfilling prophecies and strengths and weaknesses are distorted.
- C. substitute approaches can offer different insights.
- D. All of these.
- E. None of these.

116. Starbucks has developed a number of metrics beyond purely financial metrics. Knowing the importance of perceptions and knowing the importance of developing ways to demonstrate its activity, Starbucks tries to find clear ways to:

- A. build brand equity.
- B. demonstrate its sense of corporate social responsibility.
- C. address concerns of opponents at local, regional, national and global levels.
- D. help consumers to feel better about their purchases.
- E. All of these

117. Greta is the marketing director for the Pump-N-Slurp convenience store chain. She recently developed a marketing plan for the firm and presented it to company executives. Which of the following did Greta probably include in Pump-N-Slurp's marketing plan?

- A. Specific plans for each of the four Ps.
- B. Marketing objectives.
- C. Opportunities for the firm.
- D. Perceived weaknesses of the firm.
- E. All of these.

118. Marketers want their firms to develop efficient operations because this kind of efficiency:

- A. usually leads to lower prices or greater pricing flexibility.
- B. allows the firm to offer greater value to customers.
- C. makes it easier to get the products customers want to them when they want them.
- D. can lead to more attractive margins.
- E. All of these

## Essay Questions

119. Of what use is a sustainable competitive advantage to a firm?

120. The text states, "Viewing customers with a lifetime value perspective, rather than on a transaction-by-transaction basis, is the key to modern customer retention programs." Create an example demonstrating a lifetime value perspective. Why is customer retention almost always a profitable marketing strategy?

121. Although most people do not have a personal marketing plan, when would one be appropriate?

122. One of the benefits of taking marketing courses is the opportunity to apply marketing concepts to marketing yourself. When selling yourself, you are a product including all the skills, aptitudes, and attitudes you bring to the market. What is a sustainable competitive advantage? What can you do to give yourself a sustainable competitive advantage in the marketplace?

123. Your marketing professor, Dr. Marketing, has been asked to participate in the university's strategic marketing planning process. During the planning phase of the process, what questions will Dr. Marketing likely ask? Be specific to the university's strategic marketing planning process.

124. The text describes firms like Netflix and Southwest, who operate in competitive markets but successfully differentiate themselves from the competition. This gives them a sustainable competitive advantage. What is a sustainable competitive advantage? Describe an example of a product or business you have encountered that has developed sustainable competitive advantage. Why is that product or firm advantage sustainable?

125. Your marketing professor, Dr. Marketing, has been asked to participate in the university's strategic marketing planning process. After completing the planning phase of the process, Dr. Marketing has been asked to assist with the STP analysis. What questions will Dr. Marketing ask during the STP analysis? Be specific to the university's strategic marketing planning process.

126. As the text states, "Firms typically are most successful when they focus on opportunities that build on their strengths relative to those of their competition." Using the automobile industry in the United States, describe an example of this type of positioning strategy.



127. Your marketing professor, Dr. Marketing, has been asked to participate in the university's strategic marketing planning process. After completing the first three steps of the process, Dr. Marketing has been asked to assist with implementing the marketing mix and allocating resources. What questions will Dr. Marketing ask? Be specific to the university's strategic marketing planning process.

128. Jamie, a sales manager for an industrial materials company, reviews each sales representative's performance quarterly. She knows business has been good but is surprised to see some reps are selling much more than their goals while others have not meeting their goals. What should Jamie do?

129. You and your friend Alison work in different parts of a large firm. In a recent analysis, your area was labeled a "cash cow" and hers was labeled a "question mark." What things would you do differently in your area than Alison would do in hers?

130. Boston Consulting Group's Portfolio Analysis classifies a company's products or product lines into a two-by-two matrix. What are the bases of classification and what are the products or product lines in each of the four quadrants called? What marketing strategies are usually considered for each of the four classifications?

131. Your new sales manager, who previously worked for Boston Consulting Group, directs each sales rep to "toss out the dogs," "exploit the stars," and "milk the cows." Translate this into everyday English: what is the sales manager asking the sales reps to do?

132. After finishing his marketing degree, Ryan inherited the family shrimp shack restaurant. The restaurant is a small, local institution that beach visitors have been coming to for decades. Ryan wants to make his business grow and is considering either a market penetration or market development strategy. Describe what Ryan will likely do if he pursues either strategy.

133. Garden Gate is a one-location nursery business, selling plants and flowers for home gardeners. The new owners want to grow through either a product development or diversification strategy. What will the owners likely do if they pursue either strategy?

134. Why is a good marketing strategy necessary for a firm?

135. Why is it important to have a structured approach to planning and developing a marketing plan?

136. Southwest Airlines is known for being the low-cost provider in the U.S. airline industry. What type of macro strategy has Southwest pursued?

137. What is the goal of product, operational, locational, and customer excellence?

138. Every summer, university administrators attempt to estimate how many students will show up in the fall. When August arrives, they hire part-time instructors and reassign faculty to teach the courses students want. In the spring, administrators often go on a retreat to consider how to do things differently next year. What phase of the strategic planning process do they engage in during each of the three seasons (summer, fall, and spring)?

139. Firms periodically conduct SWOT analyses. Why?

140. When using STP, what types of opportunities provide the greatest potential success?

141. When catalog companies send sale catalogs to their current customers, which type of growth strategy are they pursuing?
142. When musicians and their concert promoters began offering CDs of a live concert, immediately after the concert ended, what type of growth strategy were they pursuing?
143. Several years ago, the Florida Orange Juice Growers Association ran a promotional campaign with the slogan: "Orange juice. It isn't just for breakfast anymore." Based on this slogan, which of the four growth strategies was the association pursuing? Briefly explain your reasoning.

144. Suppose that you and a friend decide to turn your favorite sports activity--inline skating--into a business. You plan to design a line of fashionable clothing that integrates elbow and kneepads. For each of the four macro strategies, briefly describe the most important thing your company should do if you intend to focus on that strategy. Your answers should be specific to the inline skating business.

145. Conduct a brief SWOT analysis of your prospects of finding a good job related to your major when you graduate (if you already have such a job, think about finding a job with more responsibility). Be sure to include at least one factor representing each of the four major sections of a SWOT analysis, and be sure to label each factor to indicate which of those four sections it belongs in.



146. In July, 2010, Microsoft discontinued the Kin, its social networking phone, after just six weeks of disappointing sales. During what step of the strategic marketing planning process would Microsoft have made the decision to stop offering the product?

147. Suppose that you and a friend decide to turn your favorite sports activity--inline skating--into a business. You plan to design a line of fashionable clothing that integrates elbow and knee pads. In launching your business, you complete all the activities listed below (though not necessarily in this order). For each listed activity, identify the step in the strategic marketing planning process it represents.

- a. You track sales and profits, and discover that pants are selling better than shirts, apparently because the shirts are too expensive. You will look for a lower-cost supplier for shirts, or consider dropping your prices if you can afford to do so.
- b. You realize that your experience as skaters is a plus; however, your lack of experience in selling clothing could hurt you. You find out that a skateboard shop in town wants to branch out into inline skating; however, you also find out that Nike is thinking about expanding its product line to include special inline skating clothes.
- c. You decide that you will target college students who enjoy inline skating, and will aim to establish yourself as a company that offers trendy clothes for the student budget.
- d. You decide that your business focus will be to offer fashionable yet durable clothing for inline skaters, with built-in protection for knees and elbows.
- e. You offer clothing that college students would want to wear, price it for a student budget, sell it online and in sports stores near college campuses, and promote your products on Facebook.

## Chapter 02 Developing Marketing Strategies and a Marketing Plan **Answer Key**

### True / False Questions

1. Strong supplier relations and efficient supply chains help firms such as Walmart to achieve operational excellence.  
(p. 29)

**TRUE**

Efficiency in the supply chain is one of the primary features of an operational excellence strategy.

*AACSB: Analytic*

*Blooms: Understand*

*Difficulty: 1 Easy*

*Learning Objective: 02-01 Define a marketing strategy.*

*Topic: Marketing Strategy*

2. To build a sustainable competitive advantage, companies should focus on a single strategy.  
(p. 31)

**FALSE**

While a firm may put primary energy into one strategy in order to achieve excellence, many firms seek multiple sources of advantage in order to meet customers needs to the greatest possible extent.

*AACSB: Analytic*

*Blooms: Remember*

*Difficulty: 2 Medium*

*Learning Objective: 02-01 Define a marketing strategy.*

3. It is not always necessary to go through all the steps in the marketing planning process.

(p. 32)

TRUE

Revisions to existing plans often do not require going through all steps in the process.

AACSB: Analytic

Blooms: Remember

Difficulty: 1 Easy

Learning Objective: 02-02 Describe the elements of a marketing plan.

Topic: Marketing Planning Process

4. A mission statement describes the specific actions a firm will take to achieve its goals.

(p. 32)

FALSE

A mission statement is a broad description of a firm's objectives and the scope of activities it plans to undertake.

AACSB: Analytic

Blooms: Remember

Difficulty: 2 Medium

Learning Objective: 02-02 Describe the elements of a marketing plan.

Topic: Marketing Planning Process

5. iTunes software is often credited for the success of the Apple iPod MP3 player, because it made the iPod easier to use than competing players, and was difficult for competitors to duplicate. This is an example of a sustainable competitive advantage.

**TRUE**

iTunes made the iPod so easy to use that it was difficult for other MP3 players to compete, even at lower prices. Over time, some competitors have created similar tools, but it has been difficult enough to copy that these competitors have never really caught up.

*AACSB: Analytic*

*Blooms: Understand*

*Difficulty: 2 Medium*

*Learning Objective: 02-01 Define a marketing strategy.*

*Topic: Marketing Strategy*

6. STP refers to segmentation, testing, and promotion.

**FALSE**

STP stands for "segmentation, targeting, and positioning."

*AACSB: Analytic*

*Blooms: Remember*

*Difficulty: 1 Easy*

*Learning Objective: 02-04 Describe how a firm chooses which consumer group(s) to pursue with its marketing efforts.*

*Topic: STP*

7. The components of a SWOT analysis are Strengths, Weaknesses, Opportunities and Tactics.

(p. 33)

**FALSE**

The components of a SWOT analysis are Strengths, Weaknesses, Opportunities, and Threats.

*AACSB: Analytic*

*Blooms: Remember*

*Difficulty: 1 Easy*

*Learning Objective: 02-03 Analyze a marketing situation using SWOT analyses.*

*Topic: SWOT Analysis*

8. Firms are typically more successful when they focus on opportunities that build on their competitors' strengths.

(p. 36)

**FALSE**

Firms are typically more successful when they focus on opportunities that build on their own strengths relative to the competition.

*AACSB: Analytic*

*Blooms: Understand*

*Difficulty: 2 Medium*

*Learning Objective: 02-04 Describe how a firm chooses which consumer group(s) to pursue with its marketing efforts.*

*Topic: STP*

9. Duke's is a surfer-themed restaurant chain in Hawaii. Most of its customers are tourists. In a SWOT analysis for Duke's, the possibility that the recession might cut back on tourism in Hawaii would be considered a Weakness.

FALSE

A recession is an external factor with possible negative results, so it is a Threat.

*AACSB: Analytic*

*Blooms: Understand*

*Difficulty: 3 Hard*

*Learning Objective: 02-03 Analyze a marketing situation using SWOT analyses.*

*Topic: SWOT Analysis*

10. Price should be based on the value that the customer perceives.

*(p. 38)*

TRUE

Value-based pricing helps to ensure that customers perceive a product as a good value.

*AACSB: Analytic*

*Blooms: Understand*

*Difficulty: 1 Easy*

*Learning Objective: 02-05 Outline the implementation of the marketing mix as a means to increase customer value.*

*Topic: Implement Marketing Mix*

11. Geraldo manages the electrical turbine engine division of General Electric Corporation. He makes most decisions independently, without consulting headquarters. Geraldo manages a strategic business unit.

(p. 41)

**TRUE**

A strategic business unit is a division of the firm that can be managed and operated somewhat independently from other divisions.

*AACSB: Analytic*

*Blooms: Understand*

*Difficulty: 2 Medium*

*Learning Objective: 02-06 Summarize portfolio analysis and its use to evaluate marketing performance.*

*Topic: Portfolio Analysis*

12. The marketing planning process always proceeds sequentially through the five steps.

(p. 43)

**FALSE**

Planning processes can move back and forth between the steps as needed.

*AACSB: Analytic*

*Blooms: Understand*

*Difficulty: 2 Medium*

*Learning Objective: 02-02 Describe the elements of a marketing plan.*

*Topic: Marketing Planning Process*



13. Isaac is looking for ways to offer new goods and services to his existing customers. He is  
(p. 45) pursuing a market development strategy.

**FALSE**

This is a product development strategy. A market development strategy offers existing products and services to new customers.

*AACSB: Analytic*

*Blooms: Understand*

*Difficulty: 2 Medium*

*Learning Objective: 02-07 Describe how firms grow their business.*

*Topic: Growth Strategies*

14. If Starbucks decided to start selling organic meals to corporate eating facilities, it would be  
(p. 46) pursuing a diversification strategy.

**TRUE**

Because this represents new products to new customers, it is an example of diversification.

*AACSB: Analytic*

*Blooms: Apply*

*Difficulty: 2 Medium*

*Learning Objective: 02-07 Describe how firms grow their business.*

*Topic: Growth Strategies*

15. Sandisk's MP3 player product line (called the Sansa) has a low relative market share. The MP3 player market is expected to decline over the next few years. In BCG portfolio analysis, the Sansa would be considered a dog.

(p. 43)

### TRUE

The Sansa has low relative market share in a low-growth market, which is the definition of a dog.

*AACSB: Analytic*

*Blooms: Understand*

*Difficulty: 2 Medium*

*Learning Objective: 02-06 Summarize portfolio analysis and its use to evaluate marketing performance.*

*Topic: Portfolio Analysis*

16. The "Implement Marketing Mix" step of the strategic marketing planning process is part of the control phase.

(p. 32)

### FALSE

It is part of the Implementation phase, along with STP analysis.

*AACSB: Analytic*

*Blooms: Remember*

*Difficulty: 2 Medium*

*Learning Objective: 02-02 Describe the elements of a marketing plan.*

*Topic: Marketing Planning Process*

## Multiple Choice Questions

17. If a firm wants to develop a sustainable competitive advantage, it should:

(p. 27)

- A. begin an aggressive campaign to buy up competitors.
- B. copy the innovative features of other firms that are attractive to customers.
- C. examine its operations and customer relations to identify significant things competitors cannot easily copy.
- D. increase its marketing budget so that it outspends its competitors.
- E. arrange to meet with competitors to discuss how to avoid direct competition.

A sustainable competitive advantage comes from doing things that add value and that are not easily imitated by competitors. The other options do not achieve this objective.

*AACSB: Analytic*

*Blooms: Understand*

*Difficulty: 2 Medium*

*Learning Objective: 02-01 Define a marketing strategy.*

*Topic: Marketing Strategy*

18. Which of the following is NOT one of the four overarching strategies to create and deliver value and to develop sustainable competitive advantage?  
(p. 28)

- A. Locational excellence
- B. Customer excellence
- C. Operational excellence
- D. Product excellence
- E. Planning excellence

The four overarching strategies are locational excellence, customer excellence, operational excellence, and product excellence.

*AACSB: Analytic*

*Blooms: Remember*

*Difficulty: 1 Easy*

*Learning Objective: 02-01 Define a marketing strategy.*

*Topic: Marketing Strategy*

19. When Ramona, the keynote speaker at a major business leaders' conference, arrived in the middle of the night at the Ritz-Carlton, she was exhausted and her suit was wrinkled from her ten-hour plane trip. The night clerk found someone to dry clean Ramona's suit and have it ready for her morning presentation. She has been a loyal Ritz-Carlton customer ever since. In this example, Ritz-Carlton demonstrated the macro strategy of:

(p. 28)

- A. customer excellence
- B. operational excellence
- C. product excellence
- D. promotional excellence
- E. global excellence

The Ritz-Carlton clerk went to extra trouble to offer excellent customer service, which is one way to pursue a customer excellence strategy.

*AACSB: Analytic*

*Blooms: Apply*

*Difficulty: 3 Hard*

*Learning Objective: 02-01 Define a marketing strategy.*

*Topic: Marketing Strategy*

20. Taking steps to encourage customer loyalty is one way to:

(p. 28)

- A. test new products.
- B. promote efficiency.
- C. sustain an advantage over competitors.
- D. develop new pricing strategies.
- E. improve supply chain effectiveness.

A customer excellence macro strategy, which is one way to pursue a sustainable competitive advantage, depends in part on encouraging customer loyalty.

*AACSB: Analytic*

*Blooms: Understand*

*Difficulty: 2 Medium*

*Learning Objective: 02-01 Define a marketing strategy.*

*Topic: Marketing Strategy*

21. Some banks have begun offering special accounts designed to attract junior high school students. These kids save in such small amounts that the accounts cost banks more to maintain than they are worth. But bankers know that consumers are creatures of habit and hope that the young people they serve now will become adult customers. These banks recognize:

(p. 28)

- A. that operational excellence is an important macro strategy.
- B. the lifetime value of customers.
- C. that product excellence leads to loyal customers.
- D. the importance of making decisions based on short-term results.
- E. that as long as customers bring in some revenue, costs do not matter.

By spending money now in the hope of receiving revenues later, banks are recognizing that the lifetime value of a customer relationship must be considered when choosing target markets. This does not mean that costs don't matter at all, but it means that a relationship that is initially unprofitable may become profitable as it continues.

*AACSB: Analytic*

*Blooms: Apply*

*Difficulty: 2 Medium*

*Learning Objective: 02-01 Define a marketing strategy.*

*Topic: Marketing Strategy*

22. Narbonne's, an upscale department store, instructs sales personnel that whenever a customer asks where something is, they should drop what they are doing and offer to escort the customer to what they are looking for. The company's reputation for excellent customer service has probably resulted in:

(p. 28)

- A. product design excellence.
- B. mission statement satisfaction.
- C. sustainable price decreases.
- D. a sustainable competitive advantage.
- E. producer excellence.

This is a good example of a potential sustainable competitive advantage based on customer service (i.e., a customer excellence strategy).

*AACSB: Analytic*

*Blooms: Apply*

*Difficulty: 3 Hard*

*Learning Objective: 02-01 Define a marketing strategy.*

*Topic: Marketing Strategy*



23. Firms achieve \_\_\_\_\_ through efficient procedures and excellent supply chain management.  
(p. 29)

- A. customer excellence
- B. locational excellence
- C. customer loyalty
- D. value-based pricing
- E. operational excellence

An operational excellence strategy depends on efficiency throughout the supply chain in order to keep costs low.

*AACSB: Analytic*

*Blooms: Understand*

*Difficulty: 2 Medium*

*Learning Objective: 02-01 Define a marketing strategy.*

*Topic: Marketing Strategy*

24. Marketers want their firms to develop excellent supply chain management and strong supplier relations so they can:

(p. 29)

- A. persuade stores to refuse to carry competitors' products.
- B. use their power within the supply chain to force weaker firms to accept less favorable pricing.
- C. control prices and lock in margins.
- D. create a sustainable competitive advantage.
- E. justify charging higher prices than competitors do.

Some of the potential answers here represent unethical (and potentially illegal) behavior. The best answer is far simpler--this type of operational excellence helps to create a sustainable competitive advantage by keeping costs low.

*AACSB: Analytic*

*Blooms: Apply*

*Difficulty: 3 Hard*

*Learning Objective: 02-01 Define a marketing strategy.*

*Topic: Marketing Strategy*

25. For many years, Southwest Airlines distinguished itself as the low-cost airline. Now, many other  
(p. 31) low-cost competitors have entered the market. Similarly, Southwest was one of the first airlines to offer online ticketing. Now, all airlines have online ticketing. These examples suggest that:

- A. no single strategy is likely to be sufficient to build a sustainable competitive advantage.
- B. situation analysis is a continuous process.
- C. customers rarely remain loyal to companies.
- D. product excellence is the only true source of a sustainable competitive advantage.
- E. innovation is pointless because competitors will develop copycat offerings.

The example shows that competitors strive to copy good ideas. But that doesn't mean innovation is pointless--being the first to do something can still give you an advantage if you do it best, or if you innovate in ways that are difficult to imitate. What this example shows is that you cannot come up with a single idea, stay with it long term, and expect to sustain a competitive advantage. You must always look for new sources of advantage.

*AACSB: Analytic*

*Blooms: Analyze*

*Difficulty: 3 Hard*

*Learning Objective: 02-01 Define a marketing strategy.*

*Topic: Marketing Strategy*

26. "Effective marketing doesn't just happen." It is:

(p. 31)

- A. promoted through STP analysis.
- B. possible only for seasoned marketing executives to achieve.
- C. planned.
- D. introduced through control phase SBUs.
- E. the result of competitor's failures.

Companies may sometimes succeed by accident, but good marketing requires careful planning.

*AACSB: Analytic*

*Blooms: Understand*

*Difficulty: 2 Medium*

*Learning Objective: 02-02 Describe the elements of a marketing plan.*

*Topic: Marketing Planning Process*

27. Carla has been directed by her regional marketing manager to cut prices on seasonal items, submit an ad in the local paper, and tell distributors to reduce deliveries for the next month. Which step of the strategic marketing planning process is Carla engaged in?

(p. 37)

- A. evaluate performance
- B. define the business mission.
- C. situation analysis
- D. implement marketing mix and resources.
- E. identifying and evaluating opportunities.

Carla is dealing with implementation of the marketing mix--price cuts (Price), advertising (Promotion), and distribution changes (Place).

*AACSB: Analytic*

28. When conducting a SWOT analysis, in what phase of the strategic marketing process is an organization presently engaged?

(p. 32)

- A. planning
- B. implementation
- C. control
- D. segmentation
- E. metrics

SWOT analysis is part of the Planning phase.

29. The automobile manufacturing industry closely watches annual consumer satisfaction surveys.  
(p. 28) For years, Japanese car companies consistently had the highest levels of customer satisfaction, creating a \_\_\_\_\_ for these companies.

- A. strategic marketing plan
- B. clear mission statement
- C. cost advantage
- D. sustainable competitive advantage
- E. diversification strategy

Satisfied customers, if this satisfaction leads to loyalty, is a source of sustainable competitive advantage.

*AACSB: Analytic*

*Blooms: Apply*

*Difficulty: 3 Hard*

*Learning Objective: 02-01 Define a marketing strategy.*

*Topic: Marketing Strategy*

30. Which of the following is LEAST likely to provide a sustainable competitive advantage?

(p. 27)

- A. Lowering prices.
- B. Having a well-known brand name.
- C. Achieving high levels of customer satisfaction.
- D. Using patented technology.
- E. Creating an efficient supply chain.

Simply cutting prices is probably the easiest strategic move for a competitor to copy. In contrast, creating an efficient supply chain that lowers your costs, allowing you to pass those savings on to customers in the form of price cuts, can create a sustainable competitive advantage.

*AACSB: Analytic*

*Blooms: Understand*

*Difficulty: 3 Hard*

*Learning Objective: 02-01 Define a marketing strategy.*

*Topic: Marketing Strategy*

31. Even when large discount retailers enter a market, a few small, local retailers survive and prosper. These small retailers have probably developed a(n) \_\_\_\_\_ that allows them to survive.

(p. 27)

- A. advertising campaign
- B. plan to evaluate results
- C. sustainable competitive advantage
- D. set of performance metrics
- E. SWOT analysis

The other items listed could help the retailers to develop or evaluate a plan to achieve a sustainable competitive advantage, but on their own they will not be enough. Small retailers usually cannot compete with larger competitors on price. But they might survive by offering services their customers value (and are willing to pay extra to get), by offering specialty products not carried by larger retailers, or by locating in places where the larger stores don't want to (or can't) locate.

*AACSB: Analytic*

*Blooms: Understand*

*Difficulty: 2 Medium*

*Learning Objective: 02-01 Define a marketing strategy.*

*Topic: Marketing Strategy*



32. As part of her company's SWOT analysis, Valerie is assessing the company's internal environment, including:

(p. 34)

- A. strengths.
- B. opportunities.
- C. strengths and weaknesses.
- D. threats.
- E. opportunities and threats.

The internal components of a SWOT analysis are strengths and weaknesses.

*AACSB: Analytic*

*Blooms: Remember*

*Difficulty: 1 Easy*

*Learning Objective: 02-03 Analyze a marketing situation using SWOT analyses.*

*Topic: SWOT Analysis*

33. Samantha is charged with assessing her company's external environment as part of a SWOT analysis. Samantha will study her company's:

(p. 34)

- A. strengths.
- B. opportunities.
- C. strengths and weaknesses.
- D. weaknesses.
- E. opportunities and threats.

The external components of a SWOT analysis are opportunities and threats.

*AACSB: Analytic*

*Blooms: Remember*

*Difficulty: 2 Medium*

34. (p. 34) Manufacturers who use just-in-time manufacturing systems coordinate closely with suppliers in order to ensure that materials and supplies arrive just before they are needed in the manufacturing process. While just-in-time systems can offer major advantages in terms of inventory costs, they must be carefully managed. If a firm found that its just-in-time system was badly managed, leading to frequent manufacturing delays due to missing parts, this would represent a \_\_\_\_\_ in a SWOT analysis.

- A. weakness
- B. opportunity
- C. threat
- D. strength
- E. business mission

The management of the just-in-time system is an internal issue; if it is being done badly, that makes it a weakness.

AACSB: Analytic

Blooms: Apply

Difficulty: 3 Hard

Learning Objective: 02-03 Analyze a marketing situation using SWOT analyses.

Topic: SWOT Analysis

35. For U.S. businesses with strong export capabilities, expansion of U.S. trade agreements with other countries creates:

(p. 34)

- A. weaknesses.
- B. opportunities.
- C. strengths.
- D. threats.
- E. strategic plans.

Expansion of trade agreements is an external factor that could be favorable for firms that can take advantage. An external positive factor is an opportunity.

*AACSB: Analytic*

*Blooms: Understand*

*Difficulty: 2 Medium*

*Learning Objective: 02-03 Analyze a marketing situation using SWOT analyses.*

*Topic: SWOT Analysis*

36. In 2006, Ford Motor Company announced it would severely cut back automobile production.

(p. 34) For parts companies supplying Ford Motor, this represented a(n):

- A. weakness.
- B. opportunity.
- C. strength.
- D. threat.
- E. strategic plan.

For parts companies, Ford's actions represent external factors. A possible cutback in orders is a negative factor. An external negative factor is a threat.

*AACSB: Analytic*

*Blooms: Remember*

*Difficulty: 1 Easy*

*Learning Objective: 02-03 Analyze a marketing situation using SWOT analyses.*

*Topic: SWOT Analysis*

37. Lionel is asked to conduct an STP analysis for his firm. The first step he should perform in this analysis is to:

(p. 35)

- A. develop a business mission statement.
- B. choose the best target markets.
- C. reposition existing segments.
- D. divide the marketplace into subgroups.
- E. conduct a SWOT analysis.

The first stage of an STP analysis is segmentation, which involves dividing the market into groups. Business mission development and SWOT analysis take place before STP analysis starts, and targeting and positioning are later stages in STP analysis.

*AACSB: Analytic*

*Blooms: Apply*

*Difficulty: 2 Medium*

*Learning Objective: 02-04 Describe how a firm chooses which consumer group(s) to pursue with its marketing efforts.*

*Topic: STP*

38. Recently, Walmart announced it would begin selling organic food products. In doing so,  
(p. 35) Walmart is probably trying to:

- A. gain government subsidies.
- B. attract a different market segment.
- C. reduce its costs.
- D. save the environment.
- E. offset cost-based pricing pressure.

Walmart is probably trying to attract customers who don't shop there now because they want to buy organic products. These customers represent a different market segment for Walmart.

*AACSB: Analytic*

*Blooms: Understand*

*Difficulty: 3 Hard*

*Learning Objective: 02-04 Describe how a firm chooses which consumer group(s) to pursue with its marketing efforts.*

*Topic: STP*

39. For years, when considering new products, marketers at Celestial Seasonings asked themselves, (p. 36) "What would Stacy think?" Stacy was a fictional character representing 25-50 year old, educated, upper-income women who rarely watched television but did a lot of reading. "Stacy" represented Celestial's primary:

- A. demographic segment.
- B. positioning.
- C. SBU.
- D. target market segment.
- E. sustainable competitive advantage.

Stacy was created to help Celestial's marketers to understand its major target market segment. The segment is more than just demographic--it includes elements of Stacy's behavior (reading instead of TV). Stacy isn't Celestial's positioning--rather, the company needs to position its products to help women like Stacy to understand the value Celestial products can offer them.

*AACSB: Analytic*

*Blooms: Apply*

*Difficulty: 3 Hard*

*Learning Objective: 02-04 Describe how a firm chooses which consumer group(s) to pursue with its marketing efforts.*

*Topic: STP*

40. Many of today's college graduates will make their livings providing goods and services to "baby boomers," the large group of Americans born in the period after World War II. Baby boomers are a \_\_\_\_\_ market segment.

(p. 35)

- A. psychological
- B. behavioral
- C. social
- D. product-based
- E. demographic

This segment is being formed using age, a demographic factor.

*AACSB: Analytic*

*Blooms: Understand*

*Difficulty: 3 Hard*

*Learning Objective: 02-04 Describe how a firm chooses which consumer group(s) to pursue with its marketing efforts.*

*Topic: STP*



41. After identifying various market segments that her company could pursue, Lisa evaluated each segment's attractiveness based on size, income, and accessibility. Lisa was involved in:

(p. 36)

- A. target marketing.
- B. situation analysis.
- C. diversification.
- D. positioning.
- E. market penetration estimation.

A key component of target marketing is the evaluation of potential target segments' attractiveness.

*AACSB: Analytic*

*Blooms: Apply*

*Difficulty: 2 Medium*

*Learning Objective: 02-04 Describe how a firm chooses which consumer group(s) to pursue with its marketing efforts.*

*Topic: STP*

42. LeBron James, Alex Rodriguez, and other athletes are paid huge sums of money by companies for celebrity endorsements. If, endorsements by these athletes create a clear understanding among consumers of the companies' products, they can help with the firm's \_\_\_\_\_ strategy.

(p. 36)

- A. product excellence
- B. targeting
- C. positioning
- D. segmentation
- E. customer excellence

Positioning is the creation of a clear, distinct understanding of what the product does or represents compared to competitors. Celebrity endorsers are often used to convey this message.

*AACSB: Analytic*

*Blooms: Understand*

*Difficulty: 2 Medium*

*Learning Objective: 02-04 Describe how a firm chooses which consumer group(s) to pursue with its marketing efforts.*

*Topic: STP*

43. \_\_\_\_\_ involves the process of defining the marketing mix variables so that target customers have a clear, distinctive understanding of what a product does or represents in comparison with competing products.

(p. 36)

- A. Targeting
- B. Market segmentation
- C. A sustainable competitive advantage
- D. Positioning
- E. A customer excellence strategy

This is the definition of positioning, which is the final activity in STP analysis.

*AACSB: Analytic*

*Blooms: Remember*

*Difficulty: 1 Easy*

*Learning Objective: 02-04 Describe how a firm chooses which consumer group(s) to pursue with its marketing efforts.*

*Topic: STP*

44. Imagine that you are in a gourmet food store choosing your favorite "comfort" food instead of being in a classroom taking this test. Notice the packaging, colors, labels, even the fonts used on labels. All of these efforts are part of the marketer's:

(p. 36)

- A. value-based promotions.
- B. market segmentation.
- C. positioning strategy.
- D. customer excellence strategy.
- E. target market.

Packaging, colors, labels, and fonts all contribute to the consumer's impressions of a product and to their understanding of what it offers. This is therefore part of the product's positioning.

*AACSB: Analytic*

*Blooms: Apply*

*Difficulty: 3 Hard*

*Learning Objective: 02-04 Describe how a firm chooses which consumer group(s) to pursue with its marketing efforts.*

*Topic: STP*

45. When positioning products relative to competitors' offerings, firms typically are most successful  
(p. 36) when they focus on opportunities:

- A. that build on their strengths relative to those of their competitors.
- B. for diversification.
- C. in international markets.
- D. where value-based pricing can be ignored.
- E. where customer excellence can be substituted for product excellence.

When firms take advantage of their strengths to develop positioning, they stand a good chance of success as long as these strengths translate into greater value for consumers.

*AACSB: Analytic*

*Blooms: Understand*

*Difficulty: 2 Medium*

*Learning Objective: 02-04 Describe how a firm chooses which consumer group(s) to pursue with its marketing efforts.*

*Topic: STP*

46. Many small businesses whose competitors are national franchises advertise "we are locally owned" or "we have been here since 1951." This is part of these firms':  
(p. 36)

- A. business mission.
- B. market segmentation strategy.
- C. positioning strategy.
- D. customer excellence strategy.
- E. target market.

These firms are positioning themselves against the competition, emphasizing their local presence in order to suggest that this local experience helps them to do a better job of serving consumers.

*AACSB: Analytic*

*Blooms: Apply*

*Difficulty: 3 Hard*

*Learning Objective: 02-04 Describe how a firm chooses which consumer group(s) to pursue with its marketing efforts.*

*Topic: STP*

47. When discussing the marketing planning process, STP stands for:  
(p. 35)

- A. Strategies, tactics, and plans.
- B. Strategize, target, and promote.
- C. Segmentation, targeting, and positioning.
- D. Situation analysis, trend spotting, and planning.
- E. Sustaining, trending, and positioning.

Segmentation, targeting, and positioning is the third step of the process.

*AACSB: Analytic*

48. Braddock University allows recent graduates to come back and take additional courses for free.

(p. 38) By offering additional educational services, the university is enhancing its \_\_\_\_\_ in an attempt to create value for its customers.

- A. segmentation strategy
- B. place strategy
- C. locational excellence strategy
- D. diversification strategy
- E. product strategy

The product the students buy--a degree--is enhanced by the ability to take extra courses at no additional cost. Thus, this special offer is related to the product strategy.

49. The idea of value-based marketing requires firms to charge a price that:

(p. 38)

- A. covers costs and generates a modest profit.
- B. includes the value of the effort the firm put into the product or service.
- C. captures the value customers perceive that they are receiving.
- D. prioritizes customer excellence above operational excellence.
- E. matches competitors' prices.

Value-based marketing is related to customers' perceived value.

*AACSB: Analytic*

*Blooms: Understand*

*Difficulty: 2 Medium*

*Learning Objective: 02-05 Outline the implementation of the marketing mix as a means to increase customer value.*

*Topic: Marketing Mix*

50. E-books, in addition to being an alternative product form, provide \_\_\_\_\_ value creation since they can be downloaded via the Internet immediately when they are needed.

(p. 39)

- A. product
- B. place
- C. promotion
- D. price
- E. primary

Place refers to getting products to customers when and where they need/want them. This is what electronic downloading of e-books offers.

*AACSB: Analytic*

*Blooms: Understand*

*Difficulty: 2 Medium*



51. In value-based marketing, promotion communicates the:

*(p. 39)*

- A. targeted solution.
- B. operational excellence strategy.
- C. value proposition.
- D. relative market value.
- E. target market definition.

The value proposition is the value of the firm's offering, as explained to the target market.

Promotion is responsible for communicating this value proposition.

*AACSB: Analytic*

*Blooms: Understand*

*Difficulty: 2 Medium*

*Learning Objective: 02-05 Outline the implementation of the marketing mix as a means to increase customer value.*

*Topic: Marketing Mix*

52. Google and other search engines allow marketers to bid to have their ads shown when consumers search on keywords related to the firm's products. These marketers are attempting to create value through \_\_\_\_.

(p. 39)

- A. product
- B. price
- C. promotion
- D. place
- E. cost-based

Ads displayed in search engines are an example of Promotion.

*AACSB: Analytic*

*Blooms: Apply*

*Difficulty: 3 Hard*

*Learning Objective: 02-05 Outline the implementation of the marketing mix as a means to increase customer value.*

*Topic: Marketing Mix*

53. In order to effectively communicate value to target markets, marketers must first:

(p. 39)

- A. consider the cost of alternative media.
- B. use the Internet.
- C. redesign ads to meet media specifications.
- D. understand their customers.
- E. hire the right ad agency.

All of these steps might factor into a value communication strategy, but the only one that is necessary in all cases is understanding customers.

*AACSB: Analytic*

54. Craig sees that his company's quarterly sales and profits are significantly above projections and says, "That's great. Let's keep doing what we've been doing." Craig is ignoring the \_\_\_\_\_ step of the marketing planning process.

(p. 39)

- A. Evaluate Performance
- B. Define the Business Mission
- C. Situation Analysis
- D. Implement Marketing Mix and Resources
- E. Identifying and Evaluating Opportunities

Craig should still evaluate performance, even if results were good. There's always a chance that he was successful due to luck, not due to the quality of his plan. There's also a chance that he did well, but that he could have done even better with a stronger plan.

55. The first objective in the Evaluate Performance phase of the marketing planning process is to:

(p. 40)

- A. determine whether to raise or lower prices.
- B. adjust advertising allocations.
- C. find ways to cut costs.
- D. review implementation programs and results using metrics.
- E. consider changing the target market.

The starting point for evaluating performance is to compare goals to actual performance and, for any goals not met, to review implementation programs looking for explanations.

*AACSB: Analytic*

*Blooms: Understand*

*Difficulty: 2 Medium*

*Learning Objective: 02-06 Summarize portfolio analysis and its use to evaluate marketing performance.*

*Topic: Evaluate Performance*

56. Kathy reviews her division's quarterly results and sees that some units exceeded goals while others did not. Next, she will attempt to determine why performance of the different units varied, and whether the variation:

(p. 40)

- A. created a net benefit or loss.
- B. should be reported to senior executives or not.
- C. was consistent with the company's mission statement.
- D. offers opportunities for diversification.
- E. was due to factors within or outside the firm's control.

Although the variations may point to opportunities for improvement in some units of the division, it may also be that some units faced challenges outside their control that were not faced by other units.

*AACSB: Analytic*

*Blooms: Apply*

*Difficulty: 3 Hard*

*Learning Objective: 02-06 Summarize portfolio analysis and its use to evaluate marketing performance.*

*Topic: Evaluate Performance*

57. Understanding the causes of performance, regardless of whether that performance exceeded, met, or fell below the firm's goals:

(p. 40)

- A. enables firms to make appropriate adjustments.
- B. allows managers to demonstrate their effectiveness.
- C. offers insights into value-based pricing.
- D. should be followed by eliminating underperforming SBUs.
- E. allows firms to better assess customer loyalty.

Once the causes of above- or below-goal performance are understood, firms can decide how the marketing plan should be adjusted. Some of the other answers might be true in some cases, but not in every case.

*AACSB: Analytic*

*Blooms: Understand*

*Difficulty: 2 Medium*

*Learning Objective: 02-06 Summarize portfolio analysis and its use to evaluate marketing performance.*

*Topic: Evaluate Performance*

58. Laura is reviewing sales data after a recent in-store promotion of her company's diet products. (p. 40) The data show success in some stores and limited response in others. Laura will probably next review the company's:

- A. financial statements, to investigate current and past profits.
- B. brand awareness study, to assess national levels of awareness.
- C. implementation programs, to see if the promotion was handled consistently in the different stores.
- D. results for other product lines, to see how important diet products are to the firm.
- E. analysis of national diet trends, to predict future sales levels.

Laura should seek to understand the differences in implementation programs between the different stores. Perhaps she will find that the successful stores did things the other stores didn't. While studies of national trends in diet products might offer interesting and useful information for the overall planning process, to understand the difference between stores Laura needs to focus at a local level.

*AACSB: Analytic*

*Blooms: Apply*

*Difficulty: 2 Medium*

*Learning Objective: 02-06 Summarize portfolio analysis and its use to evaluate marketing performance.*

*Topic: Evaluate Performance*

59. After conducting STP analysis for her custom auto parts store and developing strategies for each of the four Ps, Monique now has to make \_\_\_\_\_ decisions.

(p. 37)

- A. competitive response
- B. resource allocation
- C. product line
- D. market growth
- E. mission statement

Monique has chosen a target market, determined positioning strategies, and developed marketing mixes. She now has to consider available resources and determine how they will be allocated across the different options available for implementation.

*AACSB: Analytic*

*Blooms: Understand*

*Difficulty: 2 Medium*

*Learning Objective: 02-05 Outline the implementation of the marketing mix as a means to increase customer value.*

*Topic: Implement Marketing Mix*



60. Lamar owns four dry cleaning stores in the suburbs of Orlando. He recently updated his STP analysis, and has just finished adjusting his marketing mix based on the STP results. His next strategic marketing decision will likely involve:

(p. 37)

- A. how Disney World crowds will impact his business.
- B. which employees to promote or fire.
- C. how to allocate resources among his four stores.
- D. what new government regulations might create opportunities or threats.
- E. when to shift from a customer excellence to an operational excellence strategy.

Lamar should already have considered a strategy shift in an earlier step of the planning process, and should have evaluated the impact of Disney World and of possible government regulation in a situation analysis. After STP analysis, he should be considering his implementation plan for the four Ps and deciding how to allocate resources. In this case, he could invest equally in all four stores, or he could adjust his allocations according to the situation at each store.

*AACSB: Analytic*

*Blooms: Apply*

*Difficulty: 3 Hard*

*Learning Objective: 02-05 Outline the implementation of the marketing mix as a means to increase customer value.*

*Topic: Implement Marketing Mix*

61. In most companies, marketing resource allocation decisions are made at the SBU or \_\_\_\_\_  
(p. 41) level of the firm.

- A. corporate
- B. product line
- C. customer care
- D. sales representative
- E. accounting

In general, marketing resources are allocated to SBUs or product lines. The corporate level is too high unless it is a very small company with just a single product line, and the sales representative level is generally too low.

*AACSB: Analytic*

*Blooms: Understand*

*Difficulty: 2 Medium*

*Learning Objective: 02-06 Summarize portfolio analysis and its use to evaluate marketing performance.*

*Topic: Portfolio Analysis*

62. A(n) \_\_\_\_\_ is a group of products that consumers may use together or perceive as similar  
(p. 41) in some way.

- A. SBU
- B. STP
- C. product line
- D. market segment
- E. promotional service

This is the definition of a product line.

*AACSB: Analytic*

*Blooms: Remember*

*Difficulty: 1 Easy*

*Learning Objective: 02-06 Summarize portfolio analysis and its use to evaluate marketing performance.*

*Topic: Portfolio Analysis*

63. Heather has been assessing a number of her firm's products using the Boston Consulting Group approach to portfolio analysis. She has been trying to assess the strength in a particular market and is looking at the sales of the product and the overall market as well as the sales of competitors. Heather is trying to determine:

(p. 41)

- A. the product's relative market share.
- B. the market growth rate.
- C. a source of competitive advantage.
- D. the impact of population shifts on future demand.
- E. cash equivalent values for each product.

A company's relative share of a market is determined by comparing its market share (company sales divided by overall market size) to market shares of competitors.

*AACSB: Analytic*

*Blooms: Apply*

*Difficulty: 2 Medium*

*Learning Objective: 02-06 Summarize portfolio analysis and its use to evaluate marketing performance.*

*Topic: Portfolio Analysis*

64. To determine how attractive a particular market is in using the BCG portfolio analysis,  
(p. 41) \_\_\_\_\_ is established as one axis.

- A. competitive intensity
- B. sales dollars
- C. market size
- D. market growth rate
- E. market profit potential

The BGC matrix uses market growth rate on one axis and relative market share on the other.  
The other factors are not unimportant--they are simply not part of BGC portfolio analysis.

*AACSB: Analytic*

*Blooms: Understand*

*Difficulty: 2 Medium*

*Learning Objective: 02-06 Summarize portfolio analysis and its use to evaluate marketing performance.*

*Topic: Portfolio Analysis*

65. In BCG portfolio analysis, products in low-growth markets that have received heavy investment and now have excess funds available to support other products are called:

(p. 43)

- A. stars.
- B. cash cows.
- C. question marks.
- D. dogs.
- E. anchors.

Cash cows are product lines with high relative market share as the result of past investment, but in low-growth market. They typically generate excess cash that can be used to support other product lines.

*AACSB: Analytic*

*Blooms: Understand*

*Difficulty: 2 Medium*

*Learning Objective: 02-06 Summarize portfolio analysis and its use to evaluate marketing performance.*

*Topic: Portfolio Analysis*

66. Fernando was thrilled to find out that his company had just decided to invest a great deal of money in the product he was managing. He knows that even with its recent high rate of growth and the fact that it dominates its market, he would need more money to establish it firmly. Using the BCG portfolio analysis, his product would be classified as a(n):

(p. 43)

- A. star.
- B. cash cow.
- C. question mark.
- D. dog.
- E. anchor.

A product with high relative market share in a high-growth market, in BCG analysis, is called a star. Stars typically require investment in order to continue to grow and to maintain or improve their market positions.

*AACSB: Analytic*

*Blooms: Understand*

*Difficulty: 2 Medium*

*Learning Objective: 02-06 Summarize portfolio analysis and its use to evaluate marketing performance.*

*Topic: Portfolio Analysis*

67. Using the BCG portfolio analysis, a "dog" should be phased out unless:

(p. 43)

- A. its marketing manager is a champion of the product.
- B. additional resources could increase its relative market share slightly.
- C. it complements or boosts the sales of another product.
- D. the market has a small chance of rebounding.
- E. None of the above. Dogs should be phased out.

Dogs can be worth keeping if they assist with the sales of another more successful product.

*AACSB: Analytic*

*Blooms: Understand*

*Difficulty: 2 Medium*

*Learning Objective: 02-06 Summarize portfolio analysis and its use to evaluate marketing performance.*

*Topic: Portfolio Analysis*

68. The strategic marketing planning process:

(p. 43)

- A. is a five-step process that should always be completed in order.
- B. is frequently used in reverse.
- C. begins with establishing specific, measurable outcomes.
- D. is not always sequential.
- E. forces marketing managers to think rationally.

While the steps of the process are often executed in order, sometimes a firm may jump from a later step back to an earlier one to make adjustments. Metrics are established later in the process. And while the planning process may help managers to think more clearly, irrational plans can still be developed!

*AACSB: Analytic*



69. Which of the following is NOT one of the four major growth strategies marketers typically utilize?  
(p. 44)

- A. market penetration
- B. market development
- C. segment development
- D. diversification
- E. product development

The four growth strategies are market penetration, market development, product development, and diversification.

70. For many years, because of the size of the U.S. economy, domestic companies ignored international markets, preferring instead to develop new product offerings for existing customers. These companies were pursuing a \_\_\_\_\_ strategy.

(p. 45)

- A. market penetration
- B. market development
- C. segment development
- D. diversification
- E. product development

The product development strategy is one in which firms develop new products for their existing customers.

*AACSB: Analytic*

*Blooms: Understand*

*Difficulty: 2 Medium*

*Learning Objective: 02-07 Describe how firms grow their business.*

*Topic: Growth Strategies*

71. Adrienne decides to add new sales representatives and increase advertising in her existing market for her current line of security systems. Adrienne is pursuing a \_\_\_\_\_ growth strategy.

(p. 44)

- A. segment development
- B. market development
- C. market penetration
- D. diversification
- E. product development

Adrienne is trying to sell more of her current products to current customers, which is a market penetration strategy.

*AACSB: Analytic*

*Blooms: Understand*

*Difficulty: 2 Medium*

*Learning Objective: 02-07 Describe how firms grow their business.*

*Topic: Growth Strategies*

72. Sarah has decided to pursue a market penetration strategy for her French cookware product line. She will likely increase advertising and sales promotion. She may also consider:

(p. 44)

- A. getting the stores who carry her products to promote them more heavily.
- B. investing in a travel agency.
- C. shifting resources into a new line of European-styled footwear.
- D. expand into new geographic regions.
- E. offering French cooking classes.

A market penetration strategy is one in which current products are sold to current customers, hoping to increase sales among these customers. Increasing promotion in current stores would be a good step toward this goal. Expanding into a new geographic region would be an example of market development (selling current products to new customers). Selling footwear or French cooking classes both involve new products, and would be either product development or diversification, depending on the target market.

*AACSB: Analytic*

*Blooms: Apply*

*Difficulty: 2 Medium*

*Learning Objective: 02-07 Describe how firms grow their business.*

*Topic: Growth Strategies*

73. A \_\_\_\_\_ growth strategy employs the existing marketing offering to reach new market segments.  
(p. 45)

- A. product proliferation
- B. market development
- C. market penetration
- D. diversification
- E. product development

This is the definition of market development.

*AACSB: Analytic*

*Blooms: Remember*

*Difficulty: 1 Easy*

*Learning Objective: 02-07 Describe how firms grow their business.*

*Topic: Growth Strategies*

74. Quitman sells his business language dictionary to college students throughout the United States. He wants to start selling the book to international students abroad. Quitman wants to pursue a \_\_\_\_\_ growth strategy.

(p. 45)

- A. product proliferation
- B. market development
- C. market penetration
- D. diversification
- E. product development

Since Quitman wants to sell an existing product to new customers, this is a market development strategy.

*AACSB: Analytic*

*Blooms: Understand*

*Difficulty: 2 Medium*

*Learning Objective: 02-07 Describe how firms grow their business.*

*Topic: Growth Strategies*

75. When pursuing a market development strategy, expanding into international markets is generally:

(p. 45)

- A. more risky than expansion in domestic markets.
- B. impossible due to negative attitudes about American products.
- C. executed with the help of international trade subsidies.
- D. simplified by creating new products for export markets.
- E. the only option offering substantial opportunities for growth.

International expansion is usually riskier because there are many differences--cultural differences, economic considerations, and political and legal differences, for example--to consider.

*AACSB: Analytic*

*Blooms: Understand*

*Difficulty: 2 Medium*

*Learning Objective: 02-07 Describe how firms grow their business.*

*Topic: Growth Strategies*

76. H&R is a small, local heating and air conditioning business. The area military base is a potential source of growth, and H&R already installs and services the type of equipment the military would require, but it is difficult to get established as a certified government contractor. H&R is considering a \_\_\_\_\_ growth strategy.

(p. 45)

- A. product proliferation
- B.** market development
- C. market penetration
- D. diversification
- E. product development

This is a market development strategy because the military is a new type of customer, but H&R's current offerings would be used.

*AACSB: Analytic*

*Blooms: Apply*

*Difficulty: 2 Medium*

*Learning Objective: 02-07 Describe how firms grow their business.*

*Topic: Growth Strategies*



77. Many states create licensing requirements for a variety of professionals (such as lawyers and accountants) designed to restrict entry into their market by professionals from other states. This strategy limits \_\_\_\_\_ growth strategies.

(p. 45)

- A. product proliferation
- B. market development
- C. market penetration
- D. diversification
- E. product development

By restricting the ability of lawyers and other professionals to easily expand their businesses across state lines, states are preventing these professionals from selling existing services to new customers. These would be market development opportunities.

*AACSB: Analytic*

*Blooms: Apply*

*Difficulty: 3 Hard*

*Learning Objective: 02-07 Describe how firms grow their business.*

*Topic: Growth Strategies*

78. Marketers who design and offer new products and services to their existing customers are  
(p. 45) pursuing a \_\_\_\_\_ growth strategy.

- A. product proliferation
- B. market development
- C. market penetration
- D. diversification
- E. product development

This is the definition of the product development growth strategy.

*AACSB: Analytic*

*Blooms: Remember*

*Difficulty: 1 Easy*

*Learning Objective: 02-07 Describe how firms grow their business.*

*Topic: Growth Strategies*

79. Most banks now have customer relationship software which, when a customer contacts the bank, tells the service representative what types of accounts, loans, and credit cards the customer currently has. Service representatives use this information to sell some of the other services the bank currently offers to these customers. This is a \_\_\_\_\_ growth strategy.

(p. 44)

- A. product proliferation
- B. market development
- C. market penetration
- D. diversification
- E. product development

Selling more services to existing customers is a market penetration growth strategy. If these were newly developed services, this would be a product development example.

*AACSB: Analytic*

*Blooms: Apply*

*Difficulty: 3 Hard*

*Learning Objective: 02-07 Describe how firms grow their business.*

*Topic: Growth Strategies*

80. Maryam called her auto insurance agent to renew her policy. The agent told her about new types of insurance that are now available--to cover her apartment, or even the engagement ring she just got from her fiancé. The agent was pursuing a \_\_\_\_\_ growth strategy.

(p. 45)

- A. product development
- B. market development
- C. market penetration
- D. diversification
- E. product proliferation

The agent is trying to sell new types of insurance to a current customer, which is a product development strategy.

*AACSB: Analytic*

*Blooms: Understand*

*Difficulty: 2 Medium*

*Learning Objective: 02-07 Describe how firms grow their business.*

*Topic: Growth Strategies*

81. Introducing newly developed products or services to a market segment the company is not currently serving is called:

(p. 46)

- A. product development
- B. market development
- C. market penetration
- D. diversification
- E. product proliferation

This is the definition of diversification.

*AACSB: Analytic*

*Blooms: Remember*

*Difficulty: 1 Easy*

*Learning Objective: 02-07 Describe how firms grow their business.*

*Topic: Growth Strategies*

82. As discussed in the chapter opening, Dunkin' Donuts, Starbucks, and McDonald's have all found ways to succeed in the branded coffee market. How have they managed to do this?  
(p. 25-26, Opening vignette)

- A. They use higher-quality ingredients than do other firms.
- B. Each of the firms employs marketing strategies that take advantage of the firm's unique strengths.
- C. They avoid opening stores near competitors' locations.
- D. They have agreed to divide the coffee market between them, and thus can avoid competing with each other.
- E. They have competed in the coffee market for so long that their success is guaranteed.

Each firm competes in a different part of the market; however, this is not the result of collusion between the companies. Each has developed a strategy that fits its strengths.

*AACSB: Analytic*

*Blooms: Understand*

*Difficulty: 2 Medium*

*Learning Objective: 02-01 Define a marketing strategy.*

*Topic: Marketing Strategy*

83. Zara is a women's clothing retailer headquartered in Spain, with stores located in many countries. Zara has developed a "quick response" system that allows store merchandise to be adjusted rapidly to fit changing customer preferences. Every aspect of Zara's operation is optimized for this system, making it difficult for competitors like The Gap to duplicate. Zara has established:

(p. 27)

- A. customer loyalty.
- B. locational excellence.
- C. a diversification growth strategy.
- D. a sustainable competitive advantage.
- E. a related diversification opportunity.

Zara has established an advantage that is difficult to copy-this is a sustainable competitive advantage.

*AACSB: Analytic*

*Blooms: Apply*

*Difficulty: 2 Medium*

*Learning Objective: 02-01 Define a marketing strategy.*

*Topic: Marketing Strategy*

84. Fourteenth National Bank prides itself on offering better service than any of its competitors. If  
(p. 28) this is accurate, and if customers recognize and value Fourteenth National's superior service,  
the bank creates and delivers value through:

- A. promotional excellence.
- B. product excellence.
- C. operational excellence.
- D. global excellence.
- E. customer excellence.

Superior service is a key facet of a customer excellence strategy.

*AACSB: Analytic*

*Blooms: Apply*

*Difficulty: 2 Medium*

*Learning Objective: 02-01 Define a marketing strategy.*

*Topic: Marketing Strategy*



85. Anita has gone to the same hair salon for the past ten years. She believes that her stylist, the salon owner, does a better job of cutting and styling her hair than anyone else could. Other salons have opened closer to Anita's home, some offering more plush facilities or lower prices, but she isn't tempted to switch. Anita's attitude toward the salon is an example of:

(p. 28)

- A. a sustainable competitive advantage.
- B. a customer retention program.
- C. an opportunity, in SWOT analysis.
- D. customer loyalty.
- E. the benefits of a locational excellence strategy.

By refusing to consider competitive offerings and staying in a long-term relationship with the salon, Anita is demonstrating loyalty to her stylist and salon. If the salon has a large number of loyal customers due to the quality of its service, that could be considered a sustainable competitive advantage, but one loyal customer isn't enough to establish that.

*AACSB: Analytic*

*Blooms: Understand*

*Difficulty: 2 Medium*

*Learning Objective: 02-01 Define a marketing strategy.*

*Topic: Marketing Strategy*

86. Customer retention programs are based on what concept?

(p. 28)

- A. Customer excellence is the easiest macro strategy to follow.
- B. Customer relationships should be viewed from a lifetime value perspective.
- C. It is important to maximize profits in the first few months of a customer relationship.
- D. Segmentation, targeting, and positioning analysis should not be rushed.
- E. Firms must spend large amounts of money to retain customers.

Taking a lifetime value view of customer relationships demonstrates that profits through the entire relationship matter more than short-term profitability. While it is true that STP should not be rushed, this is not the focus of customer retention programs. Maximizing profits at the expense of relationships is almost the opposite of customer retention programs, since it focuses on quick profits at the possible expense of larger profits in the long run. The other two incorrect choices may be true in a few instances but they are often not true; customer excellence can be extremely difficult to achieve, and customer retention does not necessarily demand high levels of spending.

*AACSB: Analytic*

*Blooms: Understand*

*Difficulty: 3 Hard*

*Learning Objective: 02-01 Define a marketing strategy.*

*Topic: Marketing Strategy*

87. Most banks implement customer retention programs aimed at their best customers. They do  
(p. 28) this because they know that retaining customers usually results in:

- A. a product development growth strategy.
- B. an operational advantage.
- C. opportunities for diversification.
- D. increased long term profits.
- E. more clearly defined market segments.

Customer retention programs recognize that it is often worth spending something in the short term to keep a customer in the long term. This approach looks at the value of the customer relationship on a lifetime basis instead of considering only the current transaction.

*AACSB: Analytic*

*Blooms: Understand*

*Difficulty: 2 Medium*

*Learning Objective: 02-01 Define a marketing strategy.*

*Topic: Marketing Strategy*

88. Some universities offer online degree programs, competing with traditional colleges based on the convenience of taking online courses. These online programs are pursuing which macro strategy?

(p. 30)

- A. Customer excellence
- B. Locational excellence
- C. Operational excellence
- D. Product excellence
- E. None of these

Online courses are available anywhere, as long as the student has Internet access and a computer or mobile device. Online delivery may create efficiencies (related to operational excellence) and may produce better service (customer excellence) or a better educational product (product excellence), but we cannot be sure from the question that these forms of excellence are being achieved.

*AACSB: Analytic*

*Blooms: Apply*

*Difficulty: 2 Medium*

*Learning Objective: 02-01 Define a marketing strategy.*

*Topic: Marketing Strategy*

89. When a pharmaceutical company develops a new medication, it typically applies for a patent in order to prevent competitors from developing copycat products for several years.

(p. 27)

Pharmaceutical companies apply for patents in order to establish:

- A. an operational excellence macro strategy.
- B. a market penetration growth strategy.
- C. a sustainable competitive advantage.
- D. an efficient supply chain.
- E. all of these.

The patent protects the company's product from imitation, thus creating a competitive advantage that is sustainable through the life of the patent.

*AACSB: Analytic*

*Blooms: Apply*

*Difficulty: 3 Hard*

*Learning Objective: 02-01 Define a marketing strategy.*

*Topic: Marketing Strategy*

90. One example of a customer loyalty program is:

(p. 28)

- A. a "frequent diner" card at a restaurant, offering a free appetizer for every \$100 in food purchases.
- B. a quantity discount offered for large purchases at an office supply store.
- C. all of these.
- D. an "everyday low price" policy on all products at a grocery store.
- E. an extensive customer service training program for new employees at a hair salon.

A "frequent diner" program gives a customer an incentive to visit the restaurant more often, even if competitors try to win customers away with special menus or other offers, because the customer wants to earn the rewards that come with frequent visits.

*AACSB: Analytic*

*Blooms: Understand*

*Difficulty: 2 Medium*

*Learning Objective: 02-01 Define a marketing strategy.*

*Topic: Marketing Strategy*

91. Excellence in human resource management is an element of which of the macro strategies?

(p. 30)

- A. Customer excellence
- B. Employer excellence
- C. Locational excellence
- D. Operational excellence
- E. Product excellence

Strength in human resource management (i.e., maintaining good relationships with employees) usually leads to a more committed, more productive work force, thus improving efficiency.

*AACSB: Analytic*

*Blooms: Remember*

*Difficulty: 1 Easy*

*Learning Objective: 02-01 Define a marketing strategy.*

*Topic: Marketing Strategy*

92. Which of the following is the third step in the strategic marketing planning process?

(p. 32)

- A. Define the business mission.
- B. Identify and evaluate opportunities.
- C. None of these.
- D. Implement marketing mix and allocate resources.
- E. Situation analysis.

The steps, in order, are: (1) Define the business mission, (2) Situation analysis, (3) Identify and evaluate opportunities, (4) Implement marketing mix and allocate resources, and (5) Evaluate performance

*AACSB: Analytic*

93. In mid-2010, Hewlett-Packard Company (HP) acquired Palm Computing, Inc., a manufacturer of personal devices and smart phones. Before deciding to acquire the company, strategic planners at HP spent time thinking about how Palm and HP would "fit" together, and how the acquisition might change HP's core goals and objectives. The strategic planners were engaged in the \_\_\_\_\_ step of the strategic marketing planning process.

(p. 32)

- A. Situation analysis
- B. Implement marketing mix and allocate resources
- C. Identify and evaluate opportunities
- D. Evaluate performance
- E. Define the business mission

By considering questions of "fit" and changing objectives, the planners are considering HP's business mission and how the acquisition might change it.



94. After defining the business mission, what should a firm do next to develop a marketing plan?

(p. 32)

- A. Conduct an STP analysis.
- B. Perform a situation analysis.
- C. Develop a positioning strategy.
- D. Select a target market.
- E. Implement the four Ps.

A situation analysis is the second step of the marketing planning process.

*AACSB: Analytic*

*Blooms: Remember*

*Difficulty: 1 Easy*

*Learning Objective: 02-02 Describe the elements of a marketing plan.*

*Topic: Marketing Plan*

95. In a SWOT analysis, increasing gasoline prices would represent a potential \_\_\_\_\_ for manufacturers of electric cars.

(p. 34)

- A. weakness
- B. threat
- C. opportunity
- D. operational advantage
- E. locational advantage

Higher gas prices should make consumers more likely to consider buying electric cars, so this is a positive factor. It is external to the firm since it is beyond the firm's control. An external positive factor is an opportunity.

*AACSB: Analytic*

96. An advertising campaign for Geico Insurance uses the slogan, "So easy, even a caveman could do it" to emphasize the ease of buying insurance on Geico's website. This campaign is part of Geico's:

(p. 36)

- A. mission statement.
- B. market segmentation plan.
- C. product strategy.
- D. customer excellence strategy.
- E. positioning strategy.

Geico is seeking to define itself in customers' minds as a very easy way to save money on insurance, in order to distinguish it from its competitors. This is the nature of positioning.

97. Abercrombie & Fitch, a hip clothing retailer, includes a "Share it!" button on its website. This button encourages an Abercrombie customer to post a link to a product page (perhaps showing a new style of jeans) on Facebook or Twitter. Abercrombie & Fitch hopes that the customer's friends (who are probably very much like current customers) will click the link, visit the page, and make purchases. This is an example of a \_\_\_\_\_ growth strategy.

(p. 44)

- A. product proliferation
- B. market development
- C. market penetration
- D. diversification
- E. product development

In this situation, A&F is trying to sell more of its existing products to its current target market, which is a market penetration strategy. Market development would involve attracting new market segments, but the company is assuming that the friends of current customers will be similar to those customers (and thus part of the same market segment).

*AACSB: Analytic*

*Blooms: Apply*

*Difficulty: 3 Hard*

*Learning Objective: 02-07 Describe how firms grow their business.*

*Topic: Growth Strategies*

98. Sodexho is a corporation that manages school cafeterias, university dining halls, mess halls at military bases, concession stands at sports arenas, and other large-scale food service facilities. If Sodexho were to begin to sell individual frozen meals in supermarkets, it would be pursuing a \_\_\_\_\_ growth strategy.

(p. 46)

- A. product development
- B. market development
- C. market penetration
- D. diversification
- E. product proliferation

Individually packaged frozen meals would be a new product area for Sodexho (even though it is still a food, the manufacturing process would be quite different from the bulk food service required by cafeterias and dining halls). Consumers in grocery stores would also be a new market, since Sodexho currently serves universities, the military, and the like. Thus, with a new market and a new product, this would be an example of diversification.

*AACSB: Analytic*

*Blooms: Apply*

*Difficulty: 3 Hard*

*Learning Objective: 02-07 Describe how firms grow their business.*

*Topic: Growth Strategies*

99. The Apple iPad is the market leader in the new--and fast-growing--tablet computer market.  
(p. 43) Based on BCG portfolio analysis, how should Apple handle allocating resources to the iPad?

- A. Apple will not need to invest much; instead, the iPad can generate funds to support other product lines.
- B. Apple should watch the situation but not invest much yet, since the future of the market is uncertain.
- C. Apple should be prepared to invest heavily to help the iPad to achieve its maximum potential in the market.
- D. Apple should not invest in this market until it has more competitors.
- E. Portfolio analysis doesn't offer any advice about resource allocation.

The iPad has high relative market share in a small but high-growth market. This makes it a Star in the BCG framework, and Stars usually require substantial investment to reach their full potential.

*AACSB: Analytic*

*Blooms: Analyze*

*Difficulty: 3 Hard*

*Learning Objective: 02-07 Describe how firms grow their business.*

*Topic: Growth Strategies*

100. 3M involves its customers in the process of developing new products. In this way, it can benefit from current customers' insights and develop new products that will meet these customers' needs. 3M is pursuing a \_\_\_\_\_ growth strategy.

(p. 38,  
Adding  
Value 2.1)

- A. Diversification
- B. Market development
- C. Market penetration
- D. Product development
- E. Product penetration

While some of the new products may attract new markets (which would represent diversification), the initiative described is aimed primarily at developing new products to serve current customers, and so represents a product development strategy.

*AACSB: Analytic*

*Blooms: Apply*

*Difficulty: 2 Medium*

*Learning Objective: 02-07 Describe how firms grow their business.*

*Topic: Growth Strategies*

101. Over the last few months, Juan and his colleagues have analyzed the current business situation, and then identified target markets for his firm's personal care products. Finally, they developed the products, prices, distribution and promotion that should appeal to each of those target markets. In doing so, Juan has also identified what he believes is an advantage his competitors cannot match. Juan and his colleagues have been developing:

(p. 27)

- A. a business mission statement
- B. a strategic vision
- C. team-building exercises
- D. a marketing strategy
- E. competitive assessments

The question describes the situation analysis, STP, and positioning steps of developing a marketing strategy, as well as a potential sustainable competitive advantage.

*AACSB: Analytic*

*Blooms: Understand*

*Difficulty: 2 Medium*

*Learning Objective: 02-01 Define a marketing strategy.*

*Topic: Marketing Strategy*

102. Gerald's Tire Store sets itself apart from competitors by the extra attention it pays to providing fast, courteous service in a clean, professional looking environment. Gerald's has used this strategy for over 40 years, expanding to 15 outlets. Gerald's Tire Store has created a \_\_\_\_\_ to create and deliver value and to develop a sustainable competitive advantage.

(p. 28)

- A. segmentation strategy
- B. set of metrics
- C. market development strategy
- D. diversification strategy
- E. macro, or overarching, strategy

Gerald's Tire Store has a macro strategy focusing primarily on customer excellence, based on the quality of customer service mentioned in the question.

*AACSB: Analytic*

*Blooms: Understand*

*Difficulty: 1 Easy*

*Learning Objective: 02-01 Define a marketing strategy.*

*Topic: Marketing Strategy*



103. Which of the following is the best way to build a sustainable competitive advantage using product excellence?  
(p. 30)

- A. Being the first to offer customers desired features, even if competitors can copy them easily.
- B. Positioning the product using a clear, distinctive brand image.
- C. Having the most features on each model.
- D. Focusing on being cutting edge and continually eliminating older features that are still in use by customers.
- E. Copying the market leader's features, but at a lower cost.

The incorrect options all describe ways to create new product models that are probably easy for competitors to copy (or that, in one case, copies competitors' offerings). A clear, distinct, positioning, though, offers a more sustainable advantage through product excellence.

*AACSB: Analytic*

*Blooms: Understand*

*Difficulty: 2 Medium*

*Learning Objective: 02-01 Define a marketing strategy.*

*Topic: Marketing Strategy*

104. A competitive advantage based on location is often sustainable because:

(p. 30)

- A. mobile marketing has not yet proven its value for most customers.
- B. real estate prices have been dropping.
- C. few marketers are aware of its importance yet.
- D. it is not easily duplicated.
- E. the internet has diminished the importance of "brick and mortar" stores.

If you have a wide variety of locations in prime areas, that's difficult (and often expensive) for a competitor to duplicate. While some of the other answers are true statements, they don't explain why a locational excellence strategy tends to be sustainable.

*AACSB: Analytic*

*Blooms: Understand*

*Difficulty: 2 Medium*

*Learning Objective: 02-01 Define a marketing strategy.*

*Topic: Marketing Strategy*

105. Four companies dominate the cereal industry. These firms produce in large volumes, promote heavily, and control access to the supermarket shelves through "slotting allowances," which are payments to retailers in return for shelf space. Combined, these four firms have:

(p. 27)

- A. identical marketing mixes.
- B. all of these.
- C. a sustainable competitive advantage.
- D. achieved product excellence.
- E. violated laws governing competition.

While some of the other statements might be true, we don't have enough information in the question to draw those conclusions. But what's been described is a sustainable competitive advantage because it's so difficult for another competitor to break into the market.

*AACSB: Analytic*

*Blooms: Apply*

*Difficulty: 3 Hard*

*Learning Objective: 02-01 Define a marketing strategy.*

*Topic: Marketing Strategy*

106. Value creation through Place decisions for a consumer product involves:

(p. 39)

- A. putting the product in the front of the store.
- B. designing creative displays to capture consumers' attention.
- C. pricing products differently at different stores.
- D. making sure the product is available in the stores where customers will want to find it, and that it is always in stock so they can buy it when they want to.
- E. focusing exclusively on internet sales to reduce supply chain costs.

Value creation through Place has to do with making sure the product is available when and where the customer wants it. Some of the other options (like the creative displays, or putting the product in the front of the store) may cause more consumers to notice the product, but the correct answer is the one that best describes ensuring that the product is available to the customer.

*AACSB: Analytic*

*Blooms: Understand*

*Difficulty: 2 Medium*

*Learning Objective: 02-05 Outline the implementation of the marketing mix as a means to increase customer value.*

*Topic: Implement Marketing Mix*

107. In recent years, cellular (mobile) service providers have worked hard to eliminate "dead zones,"  
(p. 39) providing customers with service wherever they traveled. By working to make the network available in more locations, cellular service companies were focusing on \_\_\_\_\_ value creation.

- A. product
- B. price
- C. promotion
- D. place
- E. financial

By making sure the mobile network is available to use where and when customers want it, cellular service companies are working on place value creation.

*AACSB: Analytic*

*Blooms: Understand*

*Difficulty: 2 Medium*

*Learning Objective: 02-05 Outline the implementation of the marketing mix as a means to increase customer value.*

*Topic: Implement Marketing Mix*

108. When firms successfully implement poor strategies (perhaps due to good luck) or do a poor job of implementing good strategies, it can be difficult to:

(p. 40)

- A. generate cost-based performance ratios.
- B. evaluate performance and make adjustments.
- C. increase product excellence without reducing customer excellence.
- D. develop segmentation strategies.
- E. choose a business mission.

Good luck may mask the weaknesses in a bad strategy, and poor execution may mask the strengths of a good strategy, making evaluation difficult in both cases.

*AACSB: Analytic*

*Blooms: Remember*

*Difficulty: 1 Easy*

*Learning Objective: 02-06 Summarize portfolio analysis and its use to evaluate marketing performance.*

*Topic: Evaluate Performance*

109. In 2007, Apple Computer Company introduced its new iPhone, adding a cellular telephone, a camera, and Internet access to its iPod. The company was pursuing a(n) \_\_\_\_\_ strategy.

(p. 45)

- A. market development
- B. market penetration
- C. operational excellence
- D. customer excellence
- E. product development

Apple was creating a new product for its existing customers, which is a product development strategy. Some people might believe that the iPhone wasn't for Apple's existing customers, but was for new customers, which would make "diversification" the best answer. But since that answer isn't offered, "product development" is the best of the remaining examples.

*AACSB: Analytic*

*Blooms: Understand*

*Difficulty: 3 Hard*

*Learning Objective: 02-07 Describe how firms grow their business.*

*Topic: Growth Strategies*

110. The goal of a customer excellence strategy is to gain loyal customers. Customer loyalty can be developed through:

(p. 28)

- A. having a strong brand
- B. offering unique merchandise
- C. providing superior customer service
- D. all of these
- E. none of these

A customer excellence strategy relies on all of these methods, among others. In essence, firms that provide superior value are most likely to have loyal customers.

*AACSB: Analytic*

*Blooms: Understand*

*Difficulty: 1 Easy*

*Learning Objective: 02-01 Define a marketing strategy.*

*Topic: Marketing Strategy*



111. Allen is in the marketing department of a mid-sized firm that develops and sells communications systems. He is proud of the Human Resources area in the company that provides the firm with excellent employees. Allen himself really enjoys his work, but he knows the work of HR helps create an advantage for the firm because:

(p. 30)

- A. customers appreciate the kind of service that knowledgeable employees provide.
- B. employees play a major role in the success of the firm.
- C. it is easier to communicate with and inspire the customer if the employees believe in what the firm is doing.
- D. building customer loyalty depends on a committed workforce.
- E. All of these.

Excellence in human resources management is one aspect of operational excellence, for all of the reasons listed.

*AACSB: Analytic*

*Blooms: Apply*

*Difficulty: 3 Hard*

*Learning Objective: 02-01 Define a marketing strategy.*

*Topic: Marketing Strategy*

112. In its Campaign for Real Beauty, Dove was able to connect with important parts of its customer base by:

*(p. 37, Social and*

*Mobile*

*Marketing*

*2.1)*

- A. creating high impact campaigns at a lower cost.
- B. expanding beyond traditional constraints of advertising.
- C. connecting directly with customers via the internet.
- D. All of these
- E. None of these

Dove's Campaign for Real Beauty, launched on the Internet, allowed the brand to reach out directly to customers, bypassing the typical constraints of mass media advertising and also saving money.

*AACSB: Analytic*

*Blooms: Understand*

*Difficulty: 2 Medium*

*Learning Objective: 02-05 Outline the implementation of the marketing mix as a means to increase customer value.*

*Topic: Implement Marketing Mix*

113. After performing an STP analysis, marketers implement \_\_\_\_\_ for each target market.

*(p. 37)*

- A. pricing strategies
- B. promotion strategies
- C. place strategies
- D. product strategies
- E. all of these

These are the four elements of the marketing mix.

*AACSB: Analytic*

114. Brad is reviewing the performance of his franchise sandwich store. As a franchisee, he has access to comparative data from other stores. Brad will likely look at \_\_\_\_\_ data for other stores to help him to evaluate his performance.

(p. 40)

- A. sales
- B. gross margin
- C. number of customers
- D. coupon redemption
- E. all of above

This comparison process will help Brad to determine whether or not his stores are performing as well as they might. All of the types of data mentioned could be useful in this analysis. Sales and number of customers will measure the amount of business he is receiving; coupon redemption will measure the effectiveness of sales promotions, and gross margin will measure his profitability and operating efficiency.

115. Portfolio analysis is a useful and powerful tool, but firms often need to take a more balanced approach because:

(p. 43)

- A. measures are difficult to obtain and project.
- B. classifications can become self-fulfilling prophecies and strengths and weaknesses are distorted.
- C. substitute approaches can offer different insights.
- D. All of these.
- E. None of these.

These are all common criticisms of portfolio analysis tools.

*AACSB: Analytic*

*Blooms: Understand*

*Difficulty: 2 Medium*

*Learning Objective: 02-06 Summarize portfolio analysis and its use to evaluate marketing performance.*

*Topic: Portfolio Analysis*

116. Starbucks has developed a number of metrics beyond purely financial metrics. Knowing the importance of perceptions and knowing the importance of developing ways to demonstrate its activity, Starbucks tries to find clear ways to:

(p. 42,  
Ethical  
and Social  
Dilemma  
2.1)

- A. build brand equity.
- B. demonstrate its sense of corporate social responsibility.
- C. address concerns of opponents at local, regional, national and global levels.
- D. help consumers to feel better about their purchases.
- E. All of these

Starbucks has important goals to measure that go beyond financial performance.

*AACSB: Analytic*

*Blooms: Understand*

*Difficulty: 2 Medium*

*Learning Objective: 02-06 Summarize portfolio analysis and its use to evaluate marketing performance.*

*Topic: Evaluate Performance*

117. Greta is the marketing director for the Pump-N-Slurp convenience store chain. She recently developed a marketing plan for the firm and presented it to company executives. Which of the following did Greta probably include in Pump-N-Slurp's marketing plan?

(p. 31)

- A. Specific plans for each of the four Ps.
- B. Marketing objectives.
- C. Opportunities for the firm.
- D. Perceived weaknesses of the firm.
- E. All of these.

All of these are part of the marketing planning process. Marketing objectives will be derived from the business mission and corporate objectives, opportunities and weaknesses are part of the situation analysis, and plans for the four Ps will be part of the positioning strategy.

*AACSB: Analytic*

*Blooms: Apply*

*Difficulty: 2 Medium*

*Learning Objective: 02-02 Describe the elements of a marketing plan.*

*Topic: Marketing Planning Process*

118. Marketers want their firms to develop efficient operations because this kind of efficiency:

(p. 29)

- A. usually leads to lower prices or greater pricing flexibility.
- B. allows the firm to offer greater value to customers.
- C. makes it easier to get the products customers want to them when they want them.
- D. can lead to more attractive margins.
- E. All of these

Operational efficiency offers the firm a wide range of benefits, many of which are related to pricing and margins.

*AACSB: Analytic*

*Blooms: Understand*

*Difficulty: 2 Medium*

*Learning Objective: 02-01 Define a marketing strategy.*

*Topic: Marketing Strategy*

## Essay Questions

119. Of what use is a sustainable competitive advantage to a firm?

(p. 27)

Establishing a sustainable competitive advantage makes it hard for competitors to enter a market or attract a firm's customers. The advantage should be difficult to copy and should be something that can be maintained over time.

*AACSB: Analytic*

*Blooms: Understand*

120. The text states, "Viewing customers with a lifetime value perspective, rather than on a transaction-by-transaction basis, is the key to modern customer retention programs." Create an example demonstrating a lifetime value perspective. Why is customer retention almost always a profitable marketing strategy?

(p. 28)

Answers to the first part will vary but should demonstrate how much business a customer brings in over a lifetime. For example, a customer spending \$4.00 at Starbucks, five days per week, for 20 years equals \$20,800. Customer retention is profitable because it costs more to get new customers than to retain existing ones

AACSB: Analytic

Blooms: Apply

Difficulty: 3 Hard

Learning Objective: 02-01 Define a marketing strategy.

Topic: Marketing Strategy

121. Although most people do not have a personal marketing plan, when would one be appropriate?

(p. 31)

Students might reflect on their own personal circumstances, but three plausible responses include the choice and process they used to select the college or university, a potential marriage and pursuing a job.

AACSB: Analytic

Blooms: Evaluate

Difficulty: 3 Hard

Learning Objective: 02-02 Describe the elements of a marketing plan.



122. One of the benefits of taking marketing courses is the opportunity to apply marketing concepts to marketing yourself. When selling yourself, you are a product including all the skills, aptitudes, and attitudes you bring to the market. What is a sustainable competitive advantage? What can you do to give yourself a sustainable competitive advantage in the marketplace?
- (p. 27)

A sustainable competitive advantage is something you can persistently do better than the competition. Skills including statistical analysis, ability to use technology, communication, and accounting etc, are all important and valuable. Aptitudes including rational thinking and problem solving are lifelong abilities that can benefit any organization. Attitudes such as persistence, a sense of humor, teamwork, are valuable in any business environment. But, as best-selling author Steven Covey suggests, we must always "sharpen the saw," meaning continually grow and learn in order to be successful and maintain a sustainable competitive advantage.

AACSB: Analytic

Blooms: Apply

Difficulty: 3 Hard

Learning Objective: 02-01 Define a marketing strategy.

Topic: Marketing Strategy

123. Your marketing professor, Dr. Marketing, has been asked to participate in the university's strategic marketing planning process. During the planning phase of the process, what questions will Dr. Marketing likely ask? Be specific to the university's strategic marketing planning process.
- (p. 32)*

Answers will vary but should begin with discussion of creating or revising the university's mission statement, leading to questions of what type of university are we, and what does the university need to accomplish its goals and objectives?

Additionally, discussion of the mission statement will likely lead to questions concerning what and how can the university build a sustainable competitive advantage?

Dr. Marketing will also assist with the situation analysis. This will include internal examination of the current status of the university including questions concerning, what are the university's strengths and weaknesses? Questions about external forces, threats and opportunities will also be asked during the SWOT analysis.

*AACSB: Analytic*

*Blooms: Apply*

*Difficulty: 3 Hard*

*Learning Objective: 02-02 Describe the elements of a marketing plan.*

*Topic: Marketing Plan*

124. The text describes firms like Netflix and Southwest, who operate in competitive markets but successfully differentiate themselves from the competition. This gives them a sustainable competitive advantage. What is a sustainable competitive advantage? Describe an example of a product or business you have encountered that has developed sustainable competitive advantage. Why is that product or firm advantage sustainable?
- (p. 27)*

A sustainable competitive advantage is something you can persistently do better than the competition. Student's examples will vary but should include product, operational, locational, or customer excellence that competitors have not been able to duplicate.

*AACSB: Analytic*

*Blooms: Apply*

*Difficulty: 3 Hard*

*Learning Objective: 02-01 Define a marketing strategy.*

*Topic: Marketing Strategy*

125. Your marketing professor, Dr. Marketing, has been asked to participate in the university's  
(p. 35-37) strategic marketing planning process. After completing the planning phase of the process, Dr. Marketing has been asked to assist with the STP analysis. What questions will Dr. Marketing ask during the STP analysis? Be specific to the university's strategic marketing planning process.

STP analysis includes segmentation, targeting, and positioning. Dr. Marketing will ask what basis for segmentation should be used. Should the university's market be divided based on age, income, geographic area, or maybe educational interests? After segmentation, the next question is which segments can be pursued profitably, or targeted?

Many market segments will likely be identified but Dr. Marketing will often have to ask, "Can we effectively and efficiently reach that group of potential consumers?" (For example, one university considered providing educational services to a local prison but ran into a host of problems making it impossible to target that market.)

Lastly, Dr. Marketing will ask questions about how the university intends to position itself in the various market segments. What products or services are going to be promoted? How are the university's products and services different from what competitors are offering? Where and how can the university build on existing strengths?

*AACSB: Analytic*

*Blooms: Apply*

*Difficulty: 3 Hard*

*Learning Objective: 02-04 Describe how a firm chooses which consumer group(s) to pursue with its marketing efforts.*

*Topic: STP*

126. As the text states, "Firms typically are most successful when they focus on opportunities that build on their strengths relative to those of their competition." Using the automobile industry in the United States, describe an example of this type of positioning strategy.
- (p. 36)*

Answers will vary and change over time but likely choices include Toyota's Scion products, lower-priced cars targeting younger consumers or their Lexus division of upscale cars introduced years ago. In both case, Toyota built on its reputation for quality products (though that reputation has been somewhat tarnished lately). Another possibility is the recent re-positioning of GM's Hummer using ads with women drivers. The hybrid autos are a third possibility.

*AACSB: Analytic*

*Blooms: Apply*

*Difficulty: 3 Hard*

*Learning Objective: 02-04 Describe how a firm chooses which consumer group(s) to pursue with its marketing efforts.*

*Topic: STP*

127. Your marketing professor, Dr. Marketing, has been asked to participate in the university's  
(p. 37-39) strategic marketing planning process. After completing the first three steps of the process, Dr. Marketing has been asked to assist with implementing the marketing mix and allocating resources. What questions will Dr. Marketing ask? Be specific to the university's strategic marketing planning process.

Dr. Marketing will ask marketing mix and resource allocation questions. Dr. Marketing will ask general product questions such as, "which courses and degree programs will create the most value for our consumers?" What prices should we charge for in-state and out-of-state students? What prices should we charge for graduate versus undergraduate programs? Should we charge higher or lower prices for online programs? Place or value delivery questions might include whether to emphasize day or night programs, classroom or online programs? Should the university open satellite campuses? Lastly, Dr. Marketing will ask questions regarding where and how to promote the university's programs? One of the critical but potentially controversial questions will be how to allocate the university's resources. Virtually every program on campus will want more resources and think their program creates the most value for students. Dr. Marketing will have to be careful when recommending additional resources for the marketing program!

*AACSB: Analytic*

*Blooms: Apply*

*Difficulty: 3 Hard*

*Learning Objective: 02-05 Outline the implementation of the marketing mix as a means to increase customer value.*

*Topic: Implement Marketing Mix*

128. Jamie, a sales manager for an industrial materials company, reviews each sales representative's (p. 39-41) performance quarterly. She knows business has been good but is surprised to see some reps are selling much more than their goals while others have not meeting their goals. What should Jamie do?

Jamie should start by looking closely at the data. Were the successful sales people selling one or two items at discounts in order to generate volume or did they sell the full line of the company's materials to each customer, resulting in increased sales? Did the poorly performing sales reps sell to fewer customers, make too many small sales, or fail to sell the full line of materials? After reviewing the data, Jamie will probably talk with each sales rep and ask about that person's results, both those exceeding goals and those not meeting goals. Jamie will seek to explain the variation and utilize the information to make changes.

*AACSB: Analytic*

*Blooms: Evaluate*

*Difficulty: 3 Hard*

*Learning Objective: 02-06 Summarize portfolio analysis and its use to evaluate marketing performance.*

*Topic: Evaluate Performance*

129. You and your friend Alison work in different parts of a large firm. In a recent analysis, your area (p. 41-43) was labeled a "cash cow" and hers was labeled a "question mark." What things would you do differently in your area than Alison would do in hers?

There are many possible answers, but students should understand the different kinds of strategies, the use of resources and the future of each unit.

*AACSB: Analytic*

*Blooms: Apply*

*Difficulty: 3 Hard*

130. Boston Consulting Group's Portfolio Analysis classifies a company's products or product lines (p. 41-43) into a two-by-two matrix. What are the bases of classification and what are the products or product lines in each of the four quadrants called? What marketing strategies are usually considered for each of the four classifications?

The two bases of classification are relative market share (high-low) and market growth rate (high-low). This leads to four quadrants labeled stars, cash cows, dogs, and question marks.

\* Stars: high market share/high growth rate. Usually require continued promotion efforts and expansion of production capacity.

\* Cash cows: high market share/low growth rate. Sources of funding for other parts of the firm. They typically require modest promotional and production support.

\* Dogs: low market share/low growth rate. Candidates to be phased out unless they are needed to complement or boost sales of other products.

\* Question marks: low market share/high growth rate. Candidates for strategic marketing planning, assessing potential for growth.

*AACSB: Analytic*

*Blooms: Evaluate*

*Difficulty: 3 Hard*



131. Your new sales manager, who previously worked for Boston Consulting Group, directs each sales rep to "toss out the dogs," "exploit the stars," and "milk the cows." Translate this into everyday English: what is the sales manager asking the sales reps to do?

(p. 41-43)

Your sales manager wants you to stop selling those products that are in slow growth markets and which the company has a small relative market share. The manager also wants you to spend more time and effort selling products that are in high growth markets and which the company has a high market share. Finally, you should continue to sell but not put additional effort into high relative market share, low market growth products, referred to as cash cows.

*AACSB: Analytic*

*Blooms: Understand*

*Difficulty: 3 Hard*

*Learning Objective: 02-06 Summarize portfolio analysis and its use to evaluate marketing performance.*

*Topic: Portfolio Analysis*

132. After finishing his marketing degree, Ryan inherited the family shrimp shack restaurant. The (p. 44-45) restaurant is a small, local institution that beach visitors have been coming to for decades. Ryan wants to make his business grow and is considering either a market penetration or market development strategy. Describe what Ryan will likely do if he pursues either strategy.

If Ryan pursues a market penetration strategy, he will likely expand advertising and promotion, maybe adding billboards, promoting specials, adding hours and likely expanding the restaurant to serve more customers.

If Ryan pursues a market development strategy, he will attempt to serve new market segments. Since his product is a restaurant, market development would likely include opening additional locations in other areas, offering the same menu.

*AACSB: Analytic*

*Blooms: Apply*

*Difficulty: 3 Hard*

*Learning Objective: 02-07 Describe how firms grow their business.*

*Topic: Growth Strategies*

133. Garden Gate is a one-location nursery business, selling plants and flowers for home gardeners.  
(p. 45-46) The new owners want to grow through either a product development or diversification strategy.  
What will the owners likely do if they pursue either strategy?

If they pursue a product development strategy, they will offer new products or services to the firm's current target market. A nursery could logically provide a landscape design consulting service, landscape maintenance service, soil and pest testing service or add additional products such as indigenous plants.

If they pursue a diversification strategy, they would market new products or services to a market segment they are not currently serving. Targeting landscape design or maintenance services for commercial customers would be one type of diversification.

*AACSB: Analytic*

*Blooms: Apply*

*Difficulty: 3 Hard*

*Learning Objective: 02-07 Describe how firms grow their business.*

*Topic: Growth Strategies*

134. Why is a good marketing strategy necessary for a firm?

(p. 27-46)

Many elements might be included, but it is important for students to demonstrate they understand the importance of allocating resources, leveraging competencies, capitalizing on strengths and minimizing weaknesses, coordinating efforts and decisions, and facilitating smooth operations for the firm.

*AACSB: Analytic*

*Blooms: Evaluate*

*Difficulty: 3 Hard*

*Learning Objective: 02-01 Define a marketing strategy.*

*Topic: Marketing Strategy*

135. Why is it important to have a structured approach to planning and developing a marketing plan?  
(p. 31-46)

Firms operate in a complex environment, and it is easy to overlook critical issues in the overwhelming possibilities. A structured approach will minimize the possibility that important items will be overlooked. It is also a way to ensure the transparency for the rest of the organization who depend on marketing for leadership.

*AACSB: Analytic*

*Blooms: Apply*

*Difficulty: 3 Hard*

*Learning Objective: 02-02 Describe the elements of a marketing plan.*

*Topic: Marketing Planning Process*

136. Southwest Airlines is known for being the low-cost provider in the U.S. airline industry. What type of macro strategy has Southwest pursued?  
(p. 29)

Operational excellence, because it focuses on efficiency in its supply chain.

*AACSB: Analytic*

*Blooms: Understand*

*Difficulty: 2 Medium*

*Learning Objective: 02-01 Define a marketing strategy.*

*Topic: Marketing Strategy*

137. What is the goal of product, operational, locational, and customer excellence?

(p. 28-31)

Creating and developing customer value.

*AACSB: Analytic*

*Blooms: Understand*

*Difficulty: 2 Medium*

*Learning Objective: 02-05 Outline the implementation of the marketing mix as a means to increase customer value.*

*Topic: Marketing Strategy*

138. Every summer, university administrators attempt to estimate how many students will show up in the fall. When August arrives, they hire part-time instructors and reassign faculty to teach the courses students want. In the spring, administrators often go on a retreat to consider how to do things differently next year. What phase of the strategic planning process do they engage in during each of the three seasons (summer, fall, and spring)?

(p. 32)

Summer--planning; Fall--implementation; Spring--control.

*AACSB: Analytic*

*Blooms: Understand*

*Difficulty: 2 Medium*

*Learning Objective: 02-02 Describe the elements of a marketing plan.*

*Topic: Marketing Planning Process*

139. Firms periodically conduct SWOT analyses. Why?

(p. 33-34)

SWOT analyses help a firm evaluate the current situation, both the internal environment and external environment.

*AACSB: Analytic*

*Blooms: Understand*

*Difficulty: 2 Medium*

*Learning Objective: 02-03 Analyze a marketing situation using SWOT analyses.*

*Topic: SWOT Analysis*

140. When using STP, what types of opportunities provide the greatest potential success?

(p. 36)

Opportunities that build on a firm's strengths relative to those of their competitors.

*AACSB: Analytic*

*Blooms: Understand*

*Difficulty: 2 Medium*

*Learning Objective: 02-04 Describe how a firm chooses which consumer group(s) to pursue with its marketing efforts.*

*Topic: STP*

141. When catalog companies send sale catalogs to their current customers, which type of growth strategy are they pursuing?

(p. 44)

Market penetration, because the companies are trying to sell additional products (marked down) to current customers.

*AACSB: Analytic*

*Blooms: Remember*

142. When musicians and their concert promoters began offering CDs of a live concert, immediately after the concert ended, what type of growth strategy were they pursuing?
- (p. 45)

Product development, because the CD is a new product (just recorded) and it's being sold to current customers.

143. Several years ago, the Florida Orange Juice Growers Association ran a promotional campaign (p. 44-45) with the slogan: "Orange juice. It isn't just for breakfast anymore." Based on this slogan, which of the four growth strategies was the association pursuing? Briefly explain your reasoning.

The best answer is that this is a market penetration strategy. The slogan seeks to increase sales of a current product (orange juice), which reduces the options to market penetration or market development. "It isn't just for breakfast anymore" sounds like the Growers Association wants those who drink orange juice at breakfast time to consider it at other times of the day too. In other words, it focuses on increasing usage among current customers, which is market penetration.

Some students might say that it is a market development strategy. For this to be correct, they would have to argue that a different market segment that currently doesn't drink orange juice is being targeted.

*AACSB: Analytic*

*Blooms: Apply*

*Difficulty: 2 Medium*

*Learning Objective: 02-07 Describe how firms grow their business.*

*Topic: Growth Strategies*



144. Suppose that you and a friend decide to turn your favorite sports activity--inline skating--into a business. You plan to design a line of fashionable clothing that integrates elbow and kneepads. For each of the four macro strategies, briefly describe the most important thing your company should do if you intend to focus on that strategy. Your answers should be specific to the inline skating business.

There are many correct answers; here is a sample. To make this question easier, you could ask the student to provide an idea for just one or two of the macro strategies.

- \* Product excellence: Focus on continually improving the products and making them the most advanced ones on the market, perhaps using stylish yet durable fabrics that won't be damaged in a fall. Then work to develop a clear positioning statement for your brand.
- \* Customer excellence: Offer outstanding service, perhaps including live chat on the website as well as no-hassle returns if the customer changes his or her mind about a purchase.
- \* Operational excellence: Develop close relationships with suppliers of fabric and other raw materials and with retailers.
- \* Locational excellence: In addition to having a top-notch website, try to get your products into as many retail stores as possible, probably focusing on sporting goods stores.

*AACSB: Analytic*

*Blooms: Apply*

*Difficulty: 3 Hard*

*Learning Objective: 02-01 Define a marketing strategy.*

*Topic: Marketing Strategy*

145. Conduct a brief SWOT analysis of your prospects of finding a good job related to your major (p. 33-34) when you graduate (if you already have such a job, think about finding a job with more responsibility). Be sure to include at least one factor representing each of the four major sections of a SWOT analysis, and be sure to label each factor to indicate which of those four sections it belongs in.

In order to make sure the students clearly classify the factors, you might want to provide an answer space with four sections; in each one, include a blank line for the name of the section and additional space for the factor.

Students will come up with a variety of answers depending on their individual situations. They will probably need to do some speculation for Opportunities and Threats. Here is a sample:

- \* Strengths - students might mention internship experience, past work experience, classes taken, personal characteristics, or personal contacts
- \* Weaknesses - possibilities include lack of experience, inability to relocate, or a low GPA
- \* Opportunities - could include expected growth in the field, a new firm starting up in the area that will be hiring, or a shortage of graduates in the field
- \* Threats - could include the recession, a glut of graduates in the field, or reduced demand for professionals in the field

*AACSB: Analytic*

*Blooms: Analyze*

*Difficulty: 3 Hard*

*Learning Objective: 02-03 Analyze a marketing situation using SWOT analyses.*

*Topic: SWOT Analysis*

146. In July, 2010, Microsoft discontinued the Kin, its social networking phone, after just six weeks of  
(p. 39-40) disappointing sales. During what step of the strategic marketing planning process would  
Microsoft have made the decision to stop offering the product?

Step 5--Evaluate performance using marketing metrics.

Some students might also answer "Control phase." Strictly speaking, this is a phase and not a step; however, Step 5 is the only step of the process that fits into the Control phase, so you may want to accept both as correct answers.

If you want to make this question more difficult, you can add to the question the following:  
"What should Microsoft have done before deciding to discontinue the product?" The answer:  
Microsoft should have determined the causes for the disappointing sales in order to determine  
whether or not another action (perhaps a different target market, a price adjustment, or a  
revised promotion plan) could put sales back on track.

*AACSB: Analytic*

*Blooms: Apply*

*Difficulty: 2 Medium*

*Learning Objective: 02-06 Summarize portfolio analysis and its use to evaluate marketing performance.*

*Topic: Evaluate Performance*

147. Suppose that you and a friend decide to turn your favorite sports activity--inline skating--into a business. You plan to design a line of fashionable clothing that integrates elbow and knee pads. In launching your business, you complete all the activities listed below (though not necessarily in this order). For each listed activity, identify the step in the strategic marketing planning process it represents.

- a. You track sales and profits, and discover that pants are selling better than shirts, apparently because the shirts are too expensive. You will look for a lower-cost supplier for shirts, or consider dropping your prices if you can afford to do so.
- b. You realize that your experience as skaters is a plus; however, your lack of experience in selling clothing could hurt you. You find out that a skateboard shop in town wants to branch out into inline skating; however, you also find out that Nike is thinking about expanding its product line to include special inline skating clothes.
- c. You decide that you will target college students who enjoy inline skating, and will aim to establish yourself as a company that offers trendy clothes for the student budget.
- d. You decide that your business focus will be to offer fashionable yet durable clothing for inline skaters, with built-in protection for knees and elbows.
- e. You offer clothing that college students would want to wear, price it for a student budget, sell it online and in sports stores near college campuses, and promote your products on Facebook.

a. Evaluate results; b. Situation analysis; c. STP; d. Business mission; e. Implementation

*AACSB: Analytic*

*Blooms: Apply*

*Difficulty: 3 Hard*

*Learning Objective: 02-02 Describe the elements of a marketing plan.*

*Topic: Marketing Plan*