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1. Product differentiation is the way, in which companies distinguish their products in the market. This can be achieved by adding special features, using high-quality materials, offering better customer service, or creating a special brand image.
How does the lack of product differentiation affect the development of the market?
2. Monopoly exists when one supplier provides a certain product or service to many consumers, what ultimately allows him to set the price and volume of supplies of goods or services.
What sets the price and volume of supplies of the product for the monopolist?
3. Corporate culture was created not only by the founders, managers and employees of the company, but also under the influence of national cultures and traditions, economic trends, international trade, company size and products.
What is a corporate culture, that has a significant impact on the results of the company?
4. Corporate culture defines a unique identity of the company, establishes harmonious relationships between employees, reflects the individuality of the company and has a positive impact on its internal and external processes.
Which organizations form a corporate culture?
5. In business, with vertical integration, the entire supply chain of a company is controlled and owned by a single organization. In the digital world, when a company applies vertical integration, it controls the process of receiving data from consumers.
What determines the interchangeability of distribution channels and supply chains?
6. The retailer is the final link in the supply chain when buying and selling products. He buys a large number of goods from manufacturers or wholesalers, and then sells them in small batches to customers.
What are the stages of interaction between retailers and customers?
7. Marketing research technologies are constantly evolving. All the problems that arise are solved using a variety of techniques and methods of analysis.
Which method is often used in marketing research technology?
8. Each company independently selects the methods and tools of marketing research. Market research for a particular organization has different directions.
What purpose of marketing research can be specified to collect the necessary information?
9. Monopoly exists when one supplier provides a certain product or service to many consumers, what ultimately allows him to set the price and volume of supplies of goods or services.
What sets the price and volume of supplies of the product for the monopolist?

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10. Corporate culture was created not only by the founders, managers and employees of the company, but also under the influence of national cultures and traditions, economic trends, international trade, company size and products.

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What are the stages of interaction between retailers and customers?

14. Brand identity is the precursor to your brand's positioning and personality. It helps your customers recognize your brand and differentiate it from those of your competitors online or offline.

In what part is the brand identity laid down?

15. The key objective of the company is to ensure the desired satisfaction of needs in a more efficient way while preserving the well-being of the consumer and society as a whole.

What concepts are these goals related to?

16. There are various data systems, including a system for collecting and analyzing relevant information in order to improve and adjust planning.

Which system is described?

17. The Company is interested in providing more frequent and comprehensive coverage of its activities, publishing information about its social contribution to society.

Which is the company's contact audience?

18. Each company independently determines a set of characteristics by which it groups potential customers.

Why is the market segmented according to the main criteria for determining the target audience?

19. The following method allows you to segment customers: the consumer selects the desired product using a button and the system automatically assigns the appropriate tag to it. Next, the company sends relevant offers to each group of

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customers based on the type of product of interest.

What type of communication does the described interaction belong to?

20. In today's competitive environment, product selection is critical for any company seeking success.

What defines a group of products, that are related to each other by common use and function, or sold through the same outlets, or have the same price range?

21. The consumer is directly involved in the production of this product, and his requests affect the final result.

Which type of consumption is not related to the physical product?

22. _____ is a business philosophy that focuses on identifying and meeting customer needs effectively

23. _____ refers to a business strategy with analyses of the market trends, competition, and consumer preferences ahead of launching new products or services

24. Preparation of the final research information for presentation based on the data collection and analysis

25. _____ the process of grouping potential buyers into segments based on shared needs and responses to marketing efforts

26. The _____ of marketing is different in the traditional and modern sense.

27. _____ is the desire and ability of consumers to buy goods and services.

28. Match the words/word combinations with their definitions

29. Match the words/word combinations with their definitions

30. Put the words into correct order to build the sentence

31. Put the words into correct order to build the sentence

32. _____ is a manufacturer or a distributor, known to be the first link in any supply chain.

33. _____ the level of income, comforts and services available to an individual, community or society.

34. _____ is a multifaceted sphere, shaped by ideologies, institutions, public opinion, media, and the advocacy of interest groups.

35. _____ of the population from rural areas to cities is widespread in many countries.

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36. The _____ of living is determined by a variety of conditions and factors of both an economic and non-economic character.
37. Countries estimate their expenditures on gross _____ domestic product (GDP)
38. Match the words/word combinations with their definitions.
39. Match the words/word combinations with their definitions.
40. Put the words into correct order to build the sentence.
41. Put the words into correct order to build the sentence.
42. _____ is a growth strategy that aims to make a product or service available in new markets when existing ones get saturated.
43. _____ is a fundamental principle used to ensure that data samples are consistent and free from bias.
44. _____ is an advertising mechanism that allows you to select from the entire available audience only the part that meets the specified criteria and show ads to it.
45. The goal of market segmentation is to minimize _____ by determining which products have the best chances.
46. There is no marketing segmentation _____.
47. Behavioral _____ relies heavily on market data, consumer actions, and the decision-making patterns of customers.
48. Match the words/word combinations with their definitions.
49. Match the words/word combinations with their definitions.
50. The marketers bear the responsibility of identifying the difference in preferences
51. Put the words into correct order to build the sentence.
52. The difference between product and goods in marketing _____
53. Assortment strategy that focuses on specific categories in great depth is _____ assortment
54. The stage of the product life cycle, characterized by peak competition and stabilized sales is _____
55. Testing product performance with limited audience is

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56. Raw materials have an important role in production of new _____
57. Goods are physical, tangible items, that are produced for _____ or consumption.
58. Match the words/word combinations with their definitions.
59. Match the words/word combinations with their definitions.
60. Put the words into correct order to build the sentence:
61. Put the words into correct order to build the sentence:
62. By identifying different market segments, companies can adapt their products and services to specific needs
63. By understanding how consumers interact with their products and services, companies can create more effective marketing _____
64. Technology is constantly evolving, and companies need to keep up to date with the latest technological developments in order to stay _____
65. The absence of _____ also gives the firm a monopoly status.
66. A _____ market is a market structure with the characteristics of a pure monopoly.
67. Psychographic segmentation is based on _____ personality traits, values, interests, and lifestyles.
68. Match the words/word combinations with their definitions.
69. Match the words/word combinations with their definitions.
70. Put the words into correct order to build the sentence.
71. Put the words into correct order to build the sentence.
72. Errors in corporate culture systems do not include _____
73. The human relations movement in the 1920s and 1930s emphasized the importance of _____
74. A special feature of a corporate culture is _____
75. The marketing function determines the company's _____ in the market.

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76. _____ is a field of study, focused on the decision-making of individuals and firms within economies.
77. The _____ function is responsible for creating rules and regulations for the entire company, departments and branches.
78. Match the words/word combinations with their definitions.
79. Match the words/word combinations with their definitions.
80. Put the words into correct order to build the sentence.
81. Put the words into correct order to build the sentence.
82. The financial viability of an intermediary can be measured using indicators _____
83. A vertical marketing system is _____
84. Combined marketing systems are understood as _____
85. The criteria for the effectiveness of sales channels do not include _____
86. _____ trade refers to commercial activity in which products are sold directly to the end consumer for personal or household use.
87. Vertical integration means that a whole _____ chain of the company is controlled and owned by the organization.
88. Match the words/word combinations with their definitions.
89. Match the words/word combinations with their definitions.
90. Put the words into correct order to build the sentence.
91. Put the words into correct order to build the sentence.
92. _____ is suitable for determining candidates' proficiency in quantitative and qualitative data analysis for actionable business insights.
93. _____ is the research and analysis of the market for a particular product/service which includes the investigation into customer inclinations.
94. _____ is the percentage of an industry's total sales over a certain period that a particular company can claim.

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95. It is the approach used by Maslow to develop his hierarchical theory of _____.

96. Market research forms a marketing information _____ by providing the necessary material for making marketing decisions.

97. Market research constitutes systems approach from _____ to finish.

98. Match the words/word combinations with their definitions.

99. Match the words/word combinations with their definitions.

100. The inductive method approach towards research is qualitative.

101. Market research scheme consists of a variety of applications

102. Put the words into correct order to build the sentence.

103. Put the words into correct order to build the sentence.

104. Match the words/word combinations with their definitions.

105. Match the words/word combinations with their definitions.

106. Match the words/word combinations with their definitions.

107. Match the words/word combinations with their definitions.

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110. _____ is a business philosophy that focuses on identifying and meeting customer needs effectively

111. Match the words/word combinations with their definitions

112. Match the words/word combinations with their definitions

113. Match the words/word combinations with their definitions.

114. Match the words/word combinations with their definitions.

115. The difference between product and goods in marketing _____

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116. Match the words/word combinations with their definitions.

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118. Brand identity is the precursor to your brand's positioning and personality. It helps your customers recognize your brand and differentiate it from those of your competitors online or offline.

In what part is the brand identity laid down?

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Why is the market segmented according to the main criteria for determining the target audience?

120. The following method allows you to segment customers: the consumer selects the desired product using a button and the system automatically assigns the appropriate tag to it. Next, the company sends relevant offers to each group of customers based on the type of product of interest.

What type of communication does the described interaction belong to?

121. The consumer is directly involved in the production of this product, and his requests affect the final result.

Which type of consumption is not related to the physical product?

122. The type of goods, purchased with minimal effort and needed daily is _____ goods

123. A type of industrial goods used in the production of new goods that does not require after-sales service is _____

124. An example of specialty goods is _____

125. The primary function of tertiary packaging is _____

126. One of the disadvantages of increasing the product range is _____

127. The main goal of a product strategy is _____

128. _____, which refer to tangible products, can be divided into several categories based on their attributes and characteristics.

129. _____ is a distinctive sign, symbol, logo, name, or combination of these that is legally registered and used to identify and distinguish the goods or services.

130. Match the words/word combinations with their definitions.

131. Put the words into correct order to build the sentence:

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132. The process of forming prices for goods and services is determined by the principles and methods that the company follows.

What policy are the prices for goods determined by?

133. _____ is a group of people who have been identified as the most likely potential buyers of a product

134. _____ seeks to identify targeted groups of consumers to tailor products and branding in a way that is attractive to the group.

135. _____ requiring something because it is essential.

136. _____ is an advertising mechanism that allows you to select from the entire available audience only the part that meets the specified criteria and show ads to it.

137. _____ is a fundamental factor that underpins a business's ability to survive, thrive, and remain competitive.

138. _____ are found instrumental in developing the required marketing outputs.

139. National and cultural market segmentation plays a special _____ in the field of international marketing.

140. Market segmentation is _____ the process of dividing prospective consumers into different groups.

141. Match the words/word combinations with their definitions.

142. Put the words into correct order to build the sentence.

143. Market analysts pay close attention to the nature of the income distribution of the population.

Which macro-environmental factor describes the characteristic purchasing power?

144. _____ the basis for a number of decisions ranging from tactical ones to strategic decisions.

145. _____ is a person or entity that has legal rights to a property or asset.

146. _____ include capital used for financing the organization's operations, including working capital.

147. _____ of an organization is the overall status of the economic system in which the organization operates

148. _____ have impact on area of management and they are related to technological limitations or issues.

149. _____ are fundamental beliefs and ideals that guide the behavior, decisions, and actions of a person or group.

150. Marketing environment is the combination of internal and _____ factors.

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151. A _____ is a person, company, or other legal entity that owns at least one share of the company.

152. Put the words into correct order to build the sentence.

153. _____ assumes that the success of the product depends on the scope and sales promotion.

154. _____ are the economic environment for business investment and employment.

155. _____ involves creating awareness for a product or service through various channels to boost sales.

156. _____ is aimed at creating a loyal audience and maintaining a presence in the information field of a potential client.

157. _____ part of a development technique where product developers introduce a product in the market with minimal features.

158. Market is any place where buyers and sellers can _____ goods and services.

159. _____ is the quantity of goods or services that is offered to consumers at a certain price over a certain period of time.

160. The concept of human _____ is the basic one in marketing.

161. Match the words/word combinations with their definitions.

162. Put the words into correct order to build the sentence

163. The methodology of the organization's market activity reveals the basic principles, methods, means and functions. What contributes to the application of marketing activities in the company?

164. _____ a project process that considers not only the problem, but also the environment, as well as other systems related to the problem.

165. _____ is critical for assessing candidates' ability to understand customer behaviors and preferences to drive targeted marketing efforts.

166. _____ is the act or process of putting things into bags or boxes

167. _____ is the percentage of an industry's total sales over a certain period that a particular company can claim.

168. _____ is the process of formalizing and documenting aspects of a study, including its purpose, structure, and results.

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169. The _____ group appeared to be the ideal method to stay in touch with customers.
170. The marketing department should make an _____ of the demand and preference of product from time-to-time.
171. Price is the amount of _____ charged for a product or services that consumers exchange for the benefits of product or service.
172. Match the words/word combinations with their definitions.
173. Put the words into correct order to build the sentence.
174. Information collection methods are a marketing research tool.
What kind of marketing research tool is observation?
175. A marketing intermediary is an individual or organization that helps facilitate the distribution of goods and services _____
176. Factors influencing the choice of an intermediary _____
177. A horizontal marketing system (HMS) refers to _____ -
178. Features that are not common between wholesale and retail trade _____
179. The criteria for the effectiveness of sales channels do not include _____
180. _____ trade is a type of business in which companies buy products from manufacturers or distributors to resell them to other retailers.
181. Understanding the differences between traditional, horizontal, vertical, and combined market _____ is crucial for companies.
182. Match the words/word combinations with their definitions.
183. Put the words into correct order to build the sentence.
184. E-commerce (e-commerce) is a complex of processes related to the purchase and sale of goods or services through a network. It includes many operations: online customer consultations on the website, order processing, delivery, return of goods, and others.
What advantages does e-commerce include?
185. The term «corporate culture» was first coined in the 1960s, but became widespread only in:

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186. The elements of corporate culture do not include_____
187. The advantages of corporate culture include_____
188. The disadvantages of the corporate culture include_____
189. Systems for the effective development and maintenance of corporate culture do not include_____
190. To motivate teams, it is important to create a "psychological _____" in which everyone feels confident, regardless of status or influence.
191. The concept of _____ culture evolved throughout the second half of the 20th century.
192. In a free market, scarcity is determined by the interaction between supply and_____.
193. Put the words into correct order to build the sentence.
194. For companies with a clan corporate culture, a friendly atmosphere and caring for employees are important. Such organizations usually have friendly teams and strict but caring leaders.
What can be attributed to the disadvantages of the clan corporate culture?
195. The difference between the theories of the "industry market" and the "market economy" is in _____
196. The features of the methodology for the theory of market economy do not include:
197. When understanding the dynamics of a particular market, industry analysis is considered as:
198. An integrated approach to the industry analysis of an enterprise is not aimed at_____
199. Understanding the competitive landscape is essential for_____
200. Industry market theory and market economy theory consider a type of market that connects producers with_____.
201. Understanding the market trends is an essential aspect of conducting industry_____.
202. A market organization is the structure of a market, including how goods and services are _____ and sold.
203. Put the words into correct order to build the sentence.
204. A company's success depends on many factors, including data analysis from various sources, industry reports, customer reviews, and competitor analysis.

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What factors that may grow companies' industry effectiveness should they consider, other than economic, social, and technological questions?

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