

BUSI 330 (Huseman) Final Exam 2024-2025. Questions and Correct Verified Answers. Graded A

2 ways internet technology can promote customer relationships – ANS

1. interactivity
2. individuality

80/20 rule – ANS a concept that suggests 80 percent of a firm's sales are obtained from 20 percent of its customers

above-, at-, or below-market pricing – ANS deliberate strategy to rank product with competitors who sell at a "market price"

account management policies – ANS policies that specify who salespeople should contact, what kinds of selling and customer services activities should be engaged in, and how these activities should be carried out

adaptive selling – ANS need-satisfaction presentation format that involves adjusting the presentation to fit the selling situation, such as knowing when to offer solutions and when to ask for more information

adoption – ANS through a favorable experience on the first trial, the consumer's repeated purchase and use of the product or brand



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