

Fill-in-the-Blanks

Instructions: While watching Domain 2 Lesson 2, fill in the missing words according to the information presented by the instructor. [References are found in the brackets.]

1. A marketing method that uses customized newsletters to engage with customers is mail networking. [Marketing Platforms and Marketing Methods]
2. A marketing method that uses ads on a website within a search engine is pay per click advertising. [Marketing Platforms and Marketing Methods]
3. The four segments of sales data are behavioral, geographical, demographic, and psychographic. [Market Reactions and Sales Data]
4. demographic data provides information about a customer's age, gender, or ethnicity. [Market Reactions and Sales Data]
5. Investors use customer acquisitions to determine the cost of acquiring new customers. [Customer Acquisition and Retention Costs]
6. The formula used to determine customer acquisition costs is marketing expenses plus sales expenses divided by the number of new customers for the period. [Customer Acquisition and Retention Costs]
7. It is more informative to keep current customers than to acquire new customers. [Customer Acquisition and Retention Costs]
8. Customer retention rates are found by subtracting the number of new customers acquired during a period from the number of customers at the end of a period, then dividing by the number of customers from the start of the period and multiplying by 100. [Customer Acquisition and Retention Costs]
9. An sales process provides an overview of the marketing plan. [Elements of a Marketing Plan]
10. The four P's of the marketing mix are product, price, place, and profit. [Elements of a Marketing Plan]

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Mr. Rohit Manglik



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