

ABC's of Relationship Selling through Service 12e Charles M. Futrell (Test Bank All Chapters, 100% Original Verified, A+ Grade) Answers At The End Of Each Chapter

Chapter 01

1. The marketing concept is a business philosophy that says the customers' want- satisfaction is the economic and social justification for a firm's existence.
True False
2. Selling and marketing are not synonymous.
True False
3. The marketing mix consists of three components: price, product, and promotion.
True False
4. Personal selling is personal communication of information to unselfishly persuade a prospective customer to buy an idea that satisfies his or her needs.
True False
5. The Golden Rule of Personal Selling describes the willingness to plan and execute product, price, distribution, and promotion plans so as to create exchanges that satisfy individual and organizational objectives.
True False
6. One of the reasons to choose a sales career is the wide variety of sales jobs available.
True False
7. A telemarketer is an example of a direct seller.
True False
8. A wholesale salesperson would sell designer clothing to a department store which in turn would resell the items to individual customers.
True False
9. A sales engineer works for a manufacturer and sells the benefits of intangible products.
True False
10. There are no differences between what a service salesperson sells and what an industrial products salesperson sells.
True False
11. Creative selling is an important part of what an order-taker does.
True False
12. Even experienced sales representatives in outside sales typically receive intensive direct supervision.
True False
13. A salesperson's career path is the upward sequence of job movements during a sales career.
True False
14. Given that sales jobs offer higher nonfinancial rewards than most other areas of corporate America, the compensation of salespeople is typically lower than that of workers in areas like production and personnel who are at a comparable level in the organization.
True False
15. Financial rewards for professional salespeople are commonly solely based on performance.
True False

Abc Relationship Selling Test

**Richard I. Lanyon, Leonard David
Goodstein**



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