

MIDTERM EXAM IN ORGANIZATION & MANAGEMENT

Name: _____

Score: _____

Grade & Section: _____

I. Directions: Read and analyze marketing terms given in the boxes below and identify sets of words or expressions in Column A that corresponds to the words presented in column B.

Column A

- ____ 1. Provision of required information.
- ____ 2. Required by a human being for health and well being.
- ____ 3. Tangible or intangible that the firm offers.
- ____ 4. Trade of things or service of value
- ____ 5. It is where the product is available
- ____ 6. Exchange activities to satisfy human needs
- ____ 7. Desired result of an activity
- ____ 8. Amount paid by customer
- ____ 9. Unfulfilled needs
- ____ 10. A person or organization that buys goods or services from a store or business.

Column B

- a. Marketing
- b. Product
- c. Price
- d. Need
- e. Promotion
- f. Wants
- g. Exchange
- h. Place
- i. Objective
- j. Customer

II. Directions : Using learned information and ideas on relationship marketing , fill in the missing word/s or expression to complete the statements. Select your answers with the terms in the box.

1. _____ is a form of marketing that focuses on customer retention and satisfaction. Moreover, it specifically focuses on the value of

2. _____
Components of Relationship Marketing

3. _____ is essential and must form an integral part of both marketing and sales. Relationship Marketing emphasizes a continuous investment in service departments, created to serve the customer and solve their problems.

4. _____ refers to all information about product specifications, offers, advertisements. This information must be of interest to the target group and provide further help in the 5. _____

6. _____ are considered effective tools when it comes to Relationship Marketing. The intention is to provide 7. _____ to [potential] customers. By 8. _____ with them directly, companies gain insight into their lifestyles.

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John R. Dunlap



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