

## Board Query 1 Questions for FINAL

### Correct Answers Highlighted in Yellow After Review

1. Chester's Elite product Cute has an awareness of 72%. Chester's Cute product manager for the Elite segment is determined to have more awareness for Cute than Andrews' Elite product Able. She knows that the first \$1M in promotion generates 22% new awareness, the second million adds 23% more and the third million adds another 5%. She also knows one-third of Cute's existing awareness is lost every year. Assuming that Able's awareness stays the same next year (77%), out of the promotion budgets below, what is the minimum Chester's Elite product manager should spend in promotion to earn more awareness than Andrews' Able product?

Select: 1

- ☐ Nothing
- ☐ 1M
- ☐ 3M
- ☒ 2M

2. Brat is a product of the Baldwin company which is primarily in the Nano segment, but is also sold in another segment. Baldwin starts to create their sales forecast by assuming all policies (R&D, Marketing, and Production) for all competitors are equal this year over last. For this question assume that all 699 of units of Brat are sold in the Nano segment. If the competitive environment remains unchanged what will be the Brat product's demand next year (in 000's)?

Select: 1

- ☐ 1594
- ☒ 699
- ☐ 797
- ☐ 748

3. Select all of the following statements that are true four years from now, in the year 2021. Select: 2

- ☐ The Elite segment will demand 5,667 thousand units
- ☐ The Nano segment will demand 5,402 thousand units
- ☒ The Core segment will demand 9,765 thousand units
- ☒ The Thrift segment will demand 7,738 thousand units

# Board Query Answers Round 1 Answers

**H Kauffman**



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*The Illustrated Carpenter and Builder* ,1878      **Monthly Catalog of United States Government Publications**  
,1999-07      **Report of the Commissioners Appointed to Inquire Into the Condition and Management of Lights, Buoys and Beacons** Great Britain. Commission Appointed to Inquire into the Condition of Lights, Buoys and Beacons,1861  
    **The Sanitary Record and Municipal Engineering** ,1916      A Teaching Guide to Revitalizing STEM Education Daryao Khatri,2012-11-13  
Standard math and science textbooks typically follow a deductive style of content presentation that involves too much lecturing too much of the teacher s back at the chalkboard too little interaction with students and too little time for all of the students to take adequate notes By reading and using A Teaching Guide to Revitalizing STEM Education educators will rediscover how to streamline the subject matter math physics statistics and organic chemistry by eliminating unnecessary difficulties and distractions from course textbooks A useful guide for both high school teachers and postsecondary faculty this book explains how to organize arrange and streamline STEM content so that it is approachable understandable and applicable for students Likewise this guide discusses important classroom management skills and pedagogical techniques that will help students master these critical subjects Providing and explaining over a dozen lesson plans A Teaching Guide to Revitalizing STEM Education will encourage educators to effectively optimize the recent emphases on science technology engineering and math education      **New Pencil Points** Eugene Clute,Russell Fenimore Whitehead,Kenneth Reid,Elizabeth L. Cleaver,1926      English Mechanic and World of Science ,1884      **Pencil Points** ,1926      English Mechanics and the World of Science ,1889      **American Miller** ,1911      The American Friend ,1922  
    **American Bee Journal** ,1885 Includes summarized reports of many bee keeper associations      **The Boston Cooking School Magazine of Culinary Science and Domestic Economics** Janet McKenzie Hill,1908      **English Mechanic and Mirror of Science** ,1868      Harper's Young People ,1898      House Beautiful ,1922      The National Druggist ,1892  
    **The Artist** ,1952      **Outdoor Life** ,1914      *The Boston Cooking-School Magazine of Culinary Science and Domestic Economics* ,1913

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