

# **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



# Busi 330 Final Exam

**CO Houle**



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*Annual Catalog - United States Air Force Academy* United States Air Force Academy, 1971      **Curriculum Handbook with General Information Concerning ... for the United States Air Force Academy** United States Air Force Academy, 1996      Journal of Financial Education ,1972      Business Math For Dummies Mary Jane Sterling, 2008-06-30

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**Coast Banker** ,1916      *Second Catalogue of the Library of the Peabody Institute of the City of Baltimore* N. H. Morison, 1896      *Second Catalogue of the Library of the Peabody Institute of the City of Baltimore* George Peabody Library, 1896      **The Massachusetts register** ,1997      "Code of Massachusetts regulations, 2016" ,2016 Archival snapshot of entire looseleaf Code of Massachusetts Regulations held by the Social Law Library of Massachusetts as of January 2020      The Accountant ,1889      **The Chronicle** ,1884

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