



DEPARTMENT OF MARKETING MANAGEMENT

MARKETING – BBH 2230
TEST 1 MEMO (2013)
TIME : 2 HOURS
TOTAL : 75 MARKS (Chapters 1- 4)

SURNAME:

INITIALS:

STUDENT NUMBER

Answer all the questions on the question paper.
(pages)

No part of the test paper may be removed.

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SECTION A Multiple Choice [25 MARKS]

SECTION B [40 MARKS]

Chapter 1 (8)

1. Show your understanding of the difference between a need, and a want by describe the need versus the want for the following product: the Volkswagen GTi 2013 car. (2)

(The need is a state of felt deprivation, which is physical, social, or individual. A want is the form the needs take as they are shaped by culture.)

- ✓ For VW, there is a physical need for transportation, and the consumer wants a Polo.
- ✓ "Why VW?" The answer might be that the consumer saw an ad, etc. Wanting to make a statement of self-expression.

2. The Cape Town Fish Market (CTFM) wants to implement its marketing strategy through a well-defined marketing mix. Name the four marketing mix elements and provide practical examples as to how CTFM might implement each element. (4)

(These are the four Ps.)

- ✓ The Cape Town Fish Market must create a marketing offer (product),
- ✓ determine a selling price,
- ✓ decide how to distribute (place) the offer,

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Collective Redress and EU Competition Law Eda Şahin, 2018-12-07 Exploring obstacles to effective compensation of victims of competition infringements this book categorises the types of victims harmed and the types of losses arisen from these infringements to identify to what extent there is a need for enhanced private competition law enforcement in the European Union EU and the best way to address this need It shows that there is a genuine need for facilitating consumer damages actions and that consumer claims are the only claims that can be pursued in a collective redress action In order to compensate consumers and overcome barriers to effective enforcement of their right to damages it structures a collective redress action for consumers by considering the following elements i the formation of the group ii the type of representative party iii funding mechanisms and iv calculation and distribution of damages

Deals and Development Eric Werker, Lant Pritchett, Kunal Sen, 2018 When are developing countries able to initiate periods of rapid growth and why have so few been able to sustain growth over decades This book provides a novel conceptual framework built from a political economy of business government relations and applies it to nine countries across Africa and Asia drawing actionable policy recommendations

Africa's Lions Haroon Bhorat, Finn Tarp, 2016-11-08 Examining the economic forces that will shape Africa's future Africa's Lions examines the economic growth experiences of six fast growing and or economically dominant African countries Expert African researchers offer unique perspectives into the challenges and issues in Ethiopia Ghana Kenya Mozambique Nigeria and South Africa Despite a growing body of research on African economies very little has focused on the relationship between economic growth and employment outcomes at the detailed country level A lack of empirical data has deprived policymakers of a robust evidence base on which to make informed decisions By harnessing country level household firm and national accounts data together with existing analytical country research the authors have attempted to bridge this gap The growth of the global working age population to 2030 will be driven primarily by Africa which means that the relationship between growth and employment should be understood within the context of each country's projected demographic challenge and the associated implications for employment growth A better understanding of the structure of each country's workforce and the resulting implications for human capital development the vulnerably employed and the working poor will be critical to informing the development policy agenda As a group the six countries profiled in Africa's Lions will largely shape the continent's future Each country chapter focuses on the complex interactions between economic growth and employment outcomes within the individual Africa's Lions context

Shadow Networks Francisco Louçã, Michael Ash, 2018-10-03 The 2007-08 financial crisis surprised many economists and the public But how did the crisis come about why was it so deep and why has the clean up been so slow and painful Many accounts of the crisis focus on renegade activity in marginal financial sectors Shadow Networks challenges this pervading view and sets out to demonstrate that far from a dissident branch the shadow finance that initiated the crisis is tightly networked with and highly profitable for

bank based finance The collapse was not an accident but baked into the system of finance from the start Shadow Networks traces the complex web of power that caused crisis and gives vivid descriptions of the actors in the quarter century leading up to 2007 to explain how the now decade long crisis took shape Shadow Networks Financial Disorder and the System that Caused Crisis is a probing examination of the roles of the powerful elite It traces the networks and institutions that support a finance focused market centered model of economy and society from their ascendancy to their surprising resilience in the face of manifest failures

Milton Friedman Jennifer Burns, 2023-11-14 An Economist Best Book of 2023 One of The New York Times 33 Nonfiction Books to Read This Fall Named a most anticipated fall book by the Chicago Tribune and Bloomberg Finalist for the 2024 Hayek Book Prize Wherever you sit on the political spectrum there s a lot to learn from this book More than a biography of one controversial person it s an intellectual history of twentieth century economic thought Greg Rosalesky NPR s Planet Money The first full biography of America s most renowned economist Milton Friedman was alongside John Maynard Keynes the most influential economist of the twentieth century His work was instrumental in the turn toward free markets that defined the 1980s and his full throated defenses of capitalism and freedom resonated with audiences around the world It s no wonder the last decades of the twentieth century have been called the Age of Friedman or that analysts have sought to hold him responsible for both the rising prosperity and the social ills of recent times In *Milton Friedman* the first full biography to employ archival sources the historian Jennifer Burns tells Friedman s extraordinary story with the nuance it deserves She provides lucid and lively context for his groundbreaking work on everything from why dentists earn less than doctors to the vital importance of the money supply to inflation and the limits of government planning and stimulus She traces Friedman s long standing collaborations with women including the economist Anna Schwartz his complex relationships with powerful figures such as the Federal Reserve chairman Arthur Burns and the Treasury secretary George Shultz and his direct interventions in policymaking at the highest levels Most of all Burns explores Friedman s key role in creating a new economic vision and a modern American conservatism The result is a revelatory biography of America s first neoliberal and perhaps its last great conservative

World Trade Report 2013 World Trade Organization, 2013 The world is changing with extraordinary rapidity driven by many influences including shifts in production and consumption patterns continuing technological innovation new ways of doing business and of course policy The World Trade Report 2013 focuses on how trade is both a cause and an effect of change and looks into the factors shaping the future of world trade One of the most significant drivers of change is technology Not only have revolutions in transport and communications transformed our world but new developments such as 3D printing and the continuing spread of information technology will continue to do so Trade and foreign direct investment together with a greater geographical spread of income growth and opportunity will integrate a growing number of countries into more extensive international exchange Higher incomes and larger populations will put new strains on both renewable and non renewable resources calling for careful resource

management Environmental issues will also call for increasing attention Economic and political institutions along with the interplay of cultural customs among countries all help to shape international cooperation including in the trade field The future of trade will also be affected by the extent to which politics and policies successfully address issues of growing social concern such as the availability of jobs and persistent income inequality These and other factors are all examined in the World Trade Report 2013

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Dream Hoarders Richard V. Reeves, 2018-05-08 Dream Hoarders sparked a national conversation on the dangerous separation between the upper middle class and everyone else Now in paperback and newly updated for the age of Trump Brookings Institution senior fellow Richard Reeves is continuing to challenge the class system in America In America everyone knows that the top 1 percent are the villains The rest of us the 99 percent we are the good guys Not so argues Reeves The real class divide is not between the upper class and the upper middle class it is between the upper middle class and everyone else The separation of the upper middle class from everyone else is both economic and social and the practice of opportunity hoarding gaining exclusive access to scarce resources is especially prevalent among parents who want to perpetuate privilege to the benefit of their children While many families believe this is just good parenting it is actually hurting others by reducing their chances of securing these opportunities There is a glass floor created for each affluent child helped by his or her wealthy stable family That glass floor is a glass ceiling for another child Throughout Dream Hoarders Reeves explores the creation and perpetuation of opportunity hoarding and what should be done to stop it including controversial solutions such as ending legacy admissions to school He offers specific steps toward reducing inequality and asks the upper middle class to pay for it Convinced of their merit members of the upper middle class believes they are entitled to those tax breaks and hoarded opportunities After all they aren't the 1 percent The national obsession with the super rich allows the upper middle class to convince themselves that they are just like the rest of America In Dream Hoarders Reeves argues that in many ways they are worse and that changes in policy and social conscience are the only way to fix the broken system

Arab Middle Class, 2014 The present report studies the Arab middle class an important social group that is relatively little understood despite the fundamental role it has played in shaping the economic and social development outcomes in the Arab region This report contributes to the ongoing debate about factors that led to the Arab uprisings and the difficult transitions to democracy that followed the departure of long standing dictators by marking elements influencing middle class allegiances specifically those that weakened their well

established alliances with ruling regimes The report is motivated by the conviction on the basis of past development experiences that a new Arab development model can only succeed if the middle class plays a lead role in designing and implementing processes of economic transformation and political transition Studying the middle class is therefore crucial to interpreting the past understanding the present and reading the potential future development prospects of the Arab region This report introduces three novel approaches aimed at charting a path for sustaining empowering and enlarging the middle class The first is related to the measurement of the middle class based on a definition that takes into account both the quantity and quality of their consumption expenditure The second relates to the profiling of the Arab middle class using variables such as education employment and mobility in addition to multidimensional poverty The third novel approach lies in using these results to provide a narrative of the socioeconomic context of the decade leading up to the uprisings from a middle class perspective The report concludes that the empowerment of the Arab middle class could pave a way out of the current development and governance debacle towards an Arab developmental State Publisher s description Yearbook of International Organizations 2013-2014 (Volumes 1a-1b) Union Of International Associations, Union of International Associations, 2013-06-21 Volume 1 A and B covers international organizations throughout the world comprising their aims activities and events **Adolescent Psychology in Today's World** Michael J. Nakkula, Andrew J.

Schneider-Muñoz, 2018-11-02 This groundbreaking three volume set spotlights how conditions around the world are affecting the healthy development of adolescents in their respective environments on all six continents Continually unstable or perpetually poor economic conditions globalization and rapid technological change are just three of the forces affecting a group 1.2 billion strong today a demographic poised to become our world leaders and catalysts in the not too distant future the world's adolescents Led by two editors who have been dedicated to studying adolescent development worldwide for decades this novel collection of works from contributors in more than 40 countries emphasizes how possibilities for healthy mental and physical development are affected by the difficulties youths face in their countries and how these challenges have shaped and are shaping contemporary teenage life today The set comprehensively addresses issues for adolescents across the globe such as the day to day challenges of poverty inadequate education violence or war disease reproductive matters globalization and technological challenges and more while also providing a strengths based focus in the volumes showing how and why some teenagers in each country have surmounted the challenges and forged stronger characters to better their worlds These stories document more than personal victories and their experiences matter to far more than the adolescents themselves In its State of the World's Children 2011 report UNICEF noted that the world community needs to turn its attention to adolescents in need explaining that focusing on this large and potentially powerful group makes economic sense as well as being a necessary step in working towards achieving human justice By addressing the risks challenges and strengths of teenagers as a group in countries worldwide this work serves to break the cycle of poverty violence

discrimination and death for adolescents *Subject Catalog of the World War I Collection* New York Public Library.
Reference Department,1961 **Dictionary Catalog of the Research Libraries of the New York Public Library,
1911-1971** New York Public Library. Research Libraries,1979 *Public Papers of the Presidents of the United States*
United States. President,2013 Containing the public messages speeches and statements of the President 1956 1992
 Proceedings of the Lao-Thai, the 2nd Lao-Thai Technical Conference on Geology and Mineral Resources Chansone
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Commons,2013 *Future Survey Annual* ,1986 **Gas World** ,1919 *The Christian Advocate* ,1902 **Wisconsin
Magazine of History** Milo Milton Quaife,Joseph Schafer,Edward P. Alexander,Edward Porter Alexander,2015

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