Assignment 2 MNB 1601

QUESTION 1 Pg 428

The increasing spending power of the middle classes in Africa has also increased the expansion of the beer market. The _____ market then consists of individuals or households purchasing products for their own consumption.

1 consumer
2 industrial
3 resale
4 government

QUESTION 2 Pg 432

By segmenting consumers into social class, such as the middle-classes, Heineken is making use of _____ segmentation.

1 geographic
2 demographic
3 psychographic
4 behavioural

QUESTION 3 Pg 440

Heineken is making use of its strong brand presence to launch the new beer, Radler. Which one of the following represents the last phase of brand loyalty the consumer will move through?

1 Brand recognition
2 Brand preference
3 Brand insistence
4 Brand activation

QUESTION 4 Pg 446

During the development of the new product, Radler, Heineken would have gone through several phases of new product development. Which one of the following represents phase 4 of the new product development process?

1 Physical product is developed.
2 Product ideas are developed.
3 Product ideas are screened.
4 Non-viable product ideas are eliminated.

QUESTION 5 Pg 442

Heineken would have made several decisions regarding the packaging to be used for the new Radler beer. Which one of the following is NOT a relevant factor in the choice of packaging design?

1 Reusable packaging
2 Packaging materials
3 The shape of the package
4 Packaging sizes

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Table of Contents Mnb Tutorial 1601

1. Understanding the eBook Mnb Tutorial 1601
    - The Rise of Digital Reading Mnb Tutorial 1601
    - Advantages of eBooks Over Traditional Books
2. Identifying Mnb Tutorial 1601
    - Exploring Different Genres
    - Considering Fiction vs. Non-Fiction
    - Determining Your Reading Goals
3. Choosing the Right eBook Platform
    - Popular eBook Platforms
    - Features to Look for in an Mnb Tutorial 1601
    - User-Friendly Interface
4. Exploring eBook Recommendations from Mnb Tutorial 1601
    - Personalized Recommendations
    - Mnb Tutorial 1601 User Reviews and Ratings
    - Mnb Tutorial 1601 and Bestseller Lists
5. Accessing Mnb Tutorial 1601 Free and Paid eBooks

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