

MKTG 403 - Final exam study guide 2024/2025

History of Advertising - ANSWER word-of-mouth, printing press, newspaper ads, now everywhere

IMC - ANSWER integrated marketing communication

learning measures - ANSWER TOM awareness, Ad recall, Brand Recall

biggest factor affecting recall - ANSWER recency - last in first out

AIDA - ANSWER Attention, Interest, Desire, Action

AR< Required resources - ANSWER miss the point, no persuasion
time issue (billboard w a full paragraph)

AR> Required resources - ANSWER counter argumentation
begins to occur

OR

if favorable disposed, self persuasion occurs.

types of POD - ANSWER attributes/benefits(hard sell)

image based (celebrity endorser)

emotion (you are going to feel ___)

value based (you get the same quality for lower cost)

Advertising agencies began... - ANSWER post civil war

Consumer skepticism/counter-argumentation - ANSWER feared
subliminal advertising messages. (even though that is not used and
would be ineffective)

CAE - ANSWER C: cognition (thinking)

A: Affect (feeling). Can experience affect transfer (qualtrics sponsors

Mktg Study Guide

F Rizvi



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management system is to ensure proportionality of development support and preservation of social guarantees for employees. However, after the Russian Federation started military operations on the territory of Ukraine, agricultural enterprises experienced major problems in production, sales, and procurement of inputs. The big problems caused by the war are clearly visible in logistics processes, losses in trade relations by sea, suspended river traffic, heavy load on border crossing points, on railways, and highways, lack of air traffic. Due to the constant bombardment by the Russian aggressor, a large number of critical infrastructure facilities have been damaged, forcing our companies to significantly increase the cost of processing agricultural products and thus stay afloat without stopping their operations. A large number of companies from the east and south were forced to move to the western and central parts of the country to resume their operations. However, given that in Ukraine, marketing management of agricultural enterprises is a separate, very large, and problematic aspect, the theoretical and methodological framework is not sufficiently covered; there are problematic issues, and the strategy for the transition of enterprises from outdated forms and methods of management and business to new scientifically based market methods, such as marketing management, has not been developed. This will allow our enterprises to develop and meet the needs of consumers and at the same time ensure the country's food security in this difficult military period for Ukraine. The results of the research presented in this monograph are determined within the framework of the initiative topic of the Department of Marketing and International Trade of the National University of Life and Environmental Sciences of Ukraine. Development of Marketing at Agricultural and Processing Enterprises, state registration number 0120U100630.

The Marketing Information Guide, 1979 **Proceedings of the 1987 Academy of Marketing Science (AMS) Annual Conference**
Jon M. Hawes, George B. Glisan, 2015-05-18. This volume includes the full proceedings from the 1987 Academy of Marketing Science AMS Annual Conference held in Bal Harbour, Florida. It provides a variety of quality research in the fields of marketing theory and practice in areas such as consumer behaviour, marketing management, marketing education, and international marketing, among others. Founded in 1971, the Academy of Marketing Science is an international organization dedicated to promoting timely explorations of phenomena related to the science of marketing in theory, research, and practice. Among its services to members and the community at large, the Academy offers conferences, congresses, and symposia that attract delegates from around the world. Presentations from these events are published in this Proceedings series, which offers a comprehensive archive of volumes reflecting the evolution of the field. Volumes deliver cutting-edge research and insights complementing the Academy's flagship journals, the *Journal of the Academy of Marketing Science* (JAMS) and *AMS Review*. Volumes are edited by leading scholars and practitioners across a wide range of subject areas in marketing science.

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Industrial Marketing? Robert Fairchild Elder,1930 Readers' Guide to Periodical Literature ,1922 An author subject index to selected general interest periodicals of reference value in libraries State and Federal Marketing Activities and Other Economic Work, March 1921-June 21, 1939 United States. Bureau of Agricultural Economics,1923 Program of Work of the United States Department of Agriculture United States. Dept. of Agriculture,1916 *PROGRAM OF WORK FOR THE FISCAL YEAR* U.S. . AGRICULTURE, DEPT. OF,1914 *Class and Industrial Marketing* ,1930

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