

## Step 1: Listen and Apply New Strategies

### Exercise A (p. 2)

Answers will vary. Possible answers:

1. car (a, b (safety), c, d (looks), e, f); helmet (a, b (safety), c, d (looks), e, f); running shoes (a, b, d (looks), e, f); fruit bar (a, b (health), d (taste), e, f); bath products (a, b (health), c, d (smell), e, f); smartphone (a, c, d (looks), e, f); cleaning products (a, b (health), c, d (smells), e)
2. focus tests, online surveys

### Exercise C (p. 4)

1. Companies use information about how people make buying decisions to create advertising and to design (and redesign) products and services.
2. "Open-ended" questions have many possible answers. Focus group discussion leaders ask these types of questions to get more information and hear ideas they might not think to ask about.
3. Sometimes participants in focus groups don't tell the truth to seem more likeable and avoid embarrassment. Also, unconscious emotional needs are the reason for some opinions.

### Exercise D (p. 4)

1. f      2. g      3. h      4. e      5. c      6. d      7. i      8. a      9. b

### Exercise E (p. 4)

Answers will vary. Encourage free and open discussions.

### Exercise F (p. 4)

Answers will vary. Possible answers:

1. Marketers conduct focus groups to find out what customers want.
2. In focus tests, researchers ask questions about brands, attitudes, and cost.
3. Some answers in focus tests are not helpful to marketers.

### Exercise G (p. 5)

During the first few minutes of a lecture, the professor usually mentions the topic and an overview of the lecture. Without this information, the student will have to guess from context what the lecture is about and what will be covered.

# Lecture Ready 3 Answer Key And Transcript

**JL Elias**



**Lecture Ready 3 Answer Key And Transcript:**

## Unveiling the Energy of Verbal Artistry: An Mental Sojourn through **Lecture Ready 3 Answer Key And Transcript**

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