

Marketing Interview Questions And Answers Guide.



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Marketing Job Interview Preparation Guide.

Question # 1

Which of the following information forms available to the marketing manager can usually be assessed more quickly and cheaply than other information source?

Answer:-

Customer profiles

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Question # 2

Opportunity cost is?

Answer:-

That which we forgo, or give up, when we make a choice or a decision

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Question # 3

Which of the following information forms available to the marketing manager can usually be accessed more quickly and cheaply than other information sources?

Answer:-

- * a) Marketing intelligence
- * b) Marketing research
- * c) Customer profiles
- * d) Internal databases

Answer d

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Question # 4

All of the following are considered as drawbacks of local marketing except:

Answer:-

- * a) It can drive up manufacturing and marketing costs by reducing economies of scale.
- * b) It can create logistical problems when the company tries to meet varied requirements.
- * c) It can attract unwanted competition.
- * d) It can dilute the brand's overall image.

Answer c

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Question # 5

Cognitive dissonance occurs in which stage of the buyer decision-process model

Answer:-

- * a) Need recognition
- * b) Information search
- * c) Evaluation of alternatives
- * d) Post purchase behavior

Answer d

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Question # 6

That the company that overlooks new and better ways to do things will eventually lose customers to another company that has found a better way of serving customer needs is a major tenet of which of the below:

Answer:-

- * a) Innovative marketing



- * b) Consumer-oriented marketing
- * c) Value marketing
- * d) Sense-of-mission marketing

Answer a

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Question # 7

The biggest or greatest amount of involvement in a foreign market comes through which of the following

Answer:-

- * a) Exporting
- * b) Joint venturing
- * c) Licensing
- * d) Direct investment

Answer d

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Question # 8

A _____ is a good offered either free or at low cost as an incentive to buy a product.

Answer:-

- * a) Patronage reward
- * b) Spiff
- * c) Price pack
- * d) Premium

Answer d

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Question # 9

Setting call objectives is done during which of the following stages of the selling process

Answer:-

- * a) Prospecting
- * b) Pre-approach
- * c) Approach
- * d) Handling objections

Answer b

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Question # 10

Pricing to cover variable costs and some fixed costs, as in the case of some automobile distributorships that sell below total costs, is typical of which of the following pricing objectives?

Answer:-

- * a) Current profit maximization
- * b) Product quality leadership
- * c) Market share leadership
- * d) Survival

Answer d

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Question # 11

In determining sales force size, when a company groups accounts into different size classes and then determines the number of salespeople needed to call on them the desired number of times, it is called the:

Answer:-

- * a) Key-size approach
- * b) Work-load approach
- * c) Product-need approach
- * d) Call-service approach

Answer b

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Question # 12

_____ are products bought by individuals and organizations for further processing or for use in conducting a business.

Answer:-

- * a) Consumer products
- * b) Services
- * c) Industrial products
- * d) Specialty products

Answer c

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Question # 13

All of the following would be ways to segment within the category of psychographic segmentation except:

Answer:-

- * a) Social class
- * b) Occupation
- * c) Lifestyle
- * d) Personality

Answer b

[Read More Answers.](#)

Question # 14

The _____ is a person within a reference group who, because of special skills, knowledge, personality, or other characteristics, exerts influence on others.

Answer:-

- * a) Facilitator
- * b) Referent actor
- * c) Opinion leader
- * d) Social role player

Answer c

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Question # 15

_____ describes changes in an individuals behavior arising from experience.

Answer:-

- * a) Modeling
- * b) Motivation
- * c) Perception
- * d) Learning

Answer d

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Question # 16

Concerns that the manufacturers of harmful products such as tobacco have influence on lawmakers to the detriment of the public interest are used as evidence of, which criticism of marketing

Answer:-

- * a) Too much advertising
- * b) Too few social goods
- * c) Cultural pollution
- * d) Too much political power

Answer d

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Question # 17

The Internet evolved from a network created by _____ during the 1960s.

Answer:-

- * a) The Commerce Department
- * b) The Massachusetts Institute of Technology (MIT)
- * c) Northwestern University
- * d) The Defense Department

Answer d

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Question # 18

In terms of execution styles, a family seated at the dinner table enjoying the advertised product would be an example of which of the following types of advertising

Answer:-

- * a) Slice of life
- * b) Lifestyle
- * c) Mood or imagery
- * d) Personality symbol

Answer a

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Question # 19

A child in the United States is normally exposed to all of the following values except:

Answer:-

- * a) Achievement and success
- * b) Activity and involvement



- * c) Material comfort
- * d) Collectivism

Answer d

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Question # 20

Sellers that handle their own exports are engaged in:

Answer:-

- * a) Direct exporting
- * b) Indirect exporting
- * c) Licensing
- * d) Contract manufacturing

Answer a

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Question # 21

_____ have contractual authority to sell a manufacturers entire output.

Answer:-

- * a) Selling agents
- * b) Rack jobbers
- * c) Manufacturer's agents
- * d) Purchasing agents

Answer a

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Question # 22

More and more salespeople are being evaluated and compensated based on different measures than in the past. All of the following are illustrations of those measures except:

Answer:-

- * a) Long-term customer satisfaction
- * b) Competitive predatory pricing performance
- * c) Full customer service
- * d) Retention rates

Answer b

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Question # 23

_____ includes practices such as overstating the products features or performance, luring the customer to the store for a bargain that is out of stock, or running rigged contests.

Answer:-

- * a) Deceptive promotion
- * b) Deceptive packaging
- * c) Deceptive pricing
- * d) Deceptive cost structure

Answer a

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Question # 24

The orange juice manufacturers know that orange juice is most often consumed in the mornings. However, they would like to change this and make the drink acceptable during other times during the day. Which form of segmentation would they need to work with and establish strategy reflective of their desires?

Answer:-

- * a) Gender segmentation
- * b) Benefit segmentation
- * c) Occasion segmentation
- * d) Age and life-cycle segmentation

Answer c

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Question # 25

The typical method of retail operation used by supermarkets and catalog showrooms is called:

Answer:-

- * a) Self-service retailing
- * b) Limited-service retailing
- * c) Full-service retailing
- * d) Service-merchandiser

Answer a

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Question # 26

A (n) _____ are computerized collections of information obtained from data sources within the company.

Answer:-

- * a) Retrieval systems
- * b) Marketing research reports
- * c) Flow diagrams and PERT charts
- * d) Internal databases

Answer d

[Read More Answers.](#)

Question # 27

The total number of items that the company carries within its product lines refers to the _____ of the product mix.

Answer:-

- * a) Width
- * b) Depth
- * c) Length
- * d) Consistency

Answer c

[Read More Answers.](#)

Question # 28

The use of price points for reference to different levels of quality for a company is related products are typical, of which product-mix pricing strategy

Answer:-

- * a) Optional-product pricing
- * b) Captive-product pricing
- * c) By-product pricing
- * d) Product line pricing

Answer d

[Read More Answers.](#)

Question # 29

If a company's objective were to reach masses of buyers that were geographically dispersed at a low cost per exposure, the company would likely choose which of the following promotion forms.

Answer:-

- * a) Advertising
- * b) Personal selling
- * c) Public relations
- * d) Sales promotion

Answer a

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Question # 30

Using a successful brand name to introduce additional items in a given product category under the same brand name (such as new flavors, forms, colors, added ingredients, or package sizes) is called a(n):

Answer:-

- * a) Line extension
- * b) Brand extension
- * c) Multi-branding
- * d) New brands

Answer a

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Question # 31

Successful service companies focus their attention on both their customers and their employees. They understand _____, which links service firm profits with employee and customer satisfaction.

Answer:-

- * a) Internal marketing
- * b) service-profit chains
- * c) Interactive marketing
- * d) Service differentiation

Answer b

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Question # 32

_____ is quoted as saying that, "everyone lives by selling something."

Answer:-

- * a) Bill Gates



- * b) Robert Louis Stevenson
- * c) Arthur Miller
- * d) Henry Ford

Answer b

[Read More Answers.](#)

Question # 33

Anything that can be offered to a market for attention, acquisition, use, or consumption that might satisfy a want or need is called a(n):

Answer:-

- * a) Idea
- * b) Demand
- * c) Product
- * d) Service

Answer c

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Question # 34

The type of sales presentation approach that requires good listening and problem-solving skills is the:

Answer:-

- * a) Canned approach
- * b) Formula approach
- * c) Need-satisfaction approach
- * d) Critical-thinking approach

Answer c

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Question # 35

Yahoo, Info seeks, and Excite are all called:

Answer:-

- * a) Browsers
- * b) Web casters
- * c) Search engines
- * d) Software

Answer c

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Question # 36

Successful _____ depends on how well a company blends its people, organizational structure, decision and reward systems, and company culture into a cohesive program that supports its strategies.

Answer:-

- * a) Marketing strategy
- * b) Marketing control
- * c) Marketing analysis
- * d) Marketing implementation

Answer d

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Question # 37

Wal-Mart owned Sams club is an example of a retail form called a(n):

Answer:-

- * a) Factory outlet
- * b) Super specialty store
- * c) Seconds store
- * d) Warehouse club

Answer d

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Question # 38

_____ is the general term for a buying and selling process that is supported by electronic means.

Answer:-

- * a) Internet commerce
- * b) Web commerce
- * c) Computer commerce
- * d) Electronic commerce

Answer d

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Question # 39



When a company enters a new product category for which its current brand names are not appropriate, it will likely follow which of the following brand strategies?

Answer:-

- * a) Product extensions
- * b) Line extensions
- * c) Brand extensions
- * d) New brands

Answer d

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Question # 40

_____ consists of dividing a market into distinct groups of buyers; on the basis of needs, characteristics, or behavior, which might require separate products or marketing mixes

Answer:-

- * a) Product differentiation
- * b) Market segmentation
- * c) Market targeting
- * d) Market positioning

Answer b

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Question # 41

_____ are ads that appear while subscribers are surfing online services or Web sites, including banners, pop-up windows, "tickers," and "roadblocks"

Answer:-

- * a) Online infomercials
- * b) Online ads
- * c) Online broadcasts
- * d) Online bullets

Answer b

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Question # 42

In terms of special product life cycles, a _____ is a basic and distinctive mode of expression.

Answer:-

- * a) Genre
- * b) Style
- * c) Fashion
- * d) Fad

Answer b

[Read More Answers.](#)

Question # 43

_____ is a principle of enlightened marketing that requires that a company seek real product and marketing improvements.

Answer:-

- * a) Innovative marketing
- * b) Consumer-oriented marketing
- * c) Value marketing
- * d) Sense-of-mission marketing

Answer a

[Read More Answers.](#)

Question # 44

Many U.S. firms have sought relief from foreign competition by demanding protectionism policies by the U.S. government. A better way for companies to compete is to expand into foreign markets and:

Answer:-

- * a) Lower prices
- * b) Increase promotion both at home and abroad
- * c) Continuously improve their products at home
- * d) Join into cartels at home

Answer c

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Question # 45

It is a fact that there are 24 million left-handed people in the United States, however, most marketers do not attempt to appeal to or design products for this group because there is little in the way of census data about this group. Therefore, this group fails in one of the requirements for effective segmentation. Which of the following is most likely to apply in this case?

Answer:-

- * a) Actionable
- * b) Substantial



- * c) Differentiable
- * d) Measurable

Answer d

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Question # 46

_____ is the process of evaluating each market segments attractiveness and selecting one or more segments to enter.

Answer:-

- * a) Mass marketing
- * b) Market segmentation
- * c) Market targeting
- * d) Market positioning

Answer c

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Question # 47

The fact that services are sold, produced, and consumed at the same time refers to which of the following service characteristics

Answer:-

- * a) Intangibility
- * b) Inseparability
- * c) Variability
- * d) Perishability

Answer b

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Question # 48

_____ factors are the most popular bases for segmenting customer groups.

Answer:-

- * a) Geographic
- * b) Demographic
- * c) Psychographic
- * d) Behavioral

Answer b

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Question # 49

A manufacturer has four sponsorship options. A _____ is a brand created and owned by a reseller of a product or service.

Answer:-

- * a) Licensed brand
- * b) Manufacturer's brand
- * c) Private brand
- * d) Co-brand

Answer c

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Question # 50

When Michael Jordan and Tiger Woods use marketing to promote their careers and improve their impact and incomes, they are using:

Answer:-

- * a) Cause-related marketing
- * b) Idea marketing
- * c) Nonprofit marketing
- * d) Person marketing

Answer d

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Question # 51

3M runs a Pollution Prevention Pays program that has led to a substantial reduction in pollution and costs. This would be an example of responding to which of the following

Answer:-

- * a) Nader's raiders
- * b) The "green movement"
- * c) Governmental regulation
- * d) International competition

Answer b

[Read More Answers.](#)

Question # 52



When an international seller sells a plant, equipment, or technology to another country and agrees to take payment in the resulting products, it is called:

Answer:-

- * a) Barter
- * b) buy-back
- * c) Counter purchase
- * d) Like-value exchange

Answer b

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Question # 53

The stage is the product life cycle that focuses on expanding market and creating product awareness and trial is the:

Answer:-

- * a) Decline stage
- * b) Introduction stage
- * c) Growth stage
- * d) Maturity stage

Answer b

[Read More Answers.](#)

Question # 54

Which of the following promotional budget methods wrongly views sales as the cause of promotion rather than as the result?

Answer:-

- * a) Affordable method
- * b) Percentage-of-Sales method
- * c) Competitive-parity method
- * d) Objective-and-task method

Answer b

[Read More Answers.](#)

Question # 55

If the field sales force has been supplied with new leads (via the telephone) that have been qualified, they have probably been assisted by:

Answer:-

- * a) Master salespersons
- * b) Sales assistants
- * c) Technical support persons
- * d) Telemarketers

Answer d

[Read More Answers.](#)

Question # 56

_____ is setting the price steps between various products in a product line, based on cost differences between the products, customer evaluations of different features, and competitors prices

Answer:-

- * a) Optional-product pricing
- * b) Captive-product pricing
- * c) Product line pricing
- * d) By-product pricing

Answer c

[Read More Answers.](#)

Question # 57

Rolls Royce uses which of the following distribution formats in it.

Answer:-

- * a) Intensive distribution
- * b) Exclusive distribution
- * c) Selective distribution
- * d) Open distribution

Answer b

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Question # 58

Drop shippers perform which of the following functions

Answer:-

- * a) Assumes title and ships coal, lumber, or heavy equipment to a buyer
- * b) Stocks the bread rack in a grocery store
- * c) Maintains, owns, and stocks a CD display in a grocery store
- * d) Sells jewelry out of a catalog

Answer a



[Read More Answers.](#)

Question # 59

A set of interdependent organizations involved in the process of making a product or service available for use or consumption by the consumer or business user is called a(n):

Answer:-

- * a) Retailer
- * b) Wholesaler
- * c) Distribution channel
- * d) Logistics

Answer c

[Read More Answers.](#)

Question # 60

_____ beliefs and values are open to some degree of change.

Answer:-

- * a) Crucial
- * b) Core
- * c) Primary
- * d) Secondary

Answer d

[Read More Answers.](#)

Question # 61

According to Engels law, as income rises:

Answer:-

- * a) The percentage spent on food rises.
- * b) The percentage spent on housing increases.
- * c) The percentage spent on other categories increases.
- * d) The percentage spent on savings remains constant.

Answer c

[Read More Answers.](#)

Question # 62

The Wheeler-Lea Act gives the Federal Trade Commission the power to regulate:

Answer:-

- * a) Interstate commerce
- * b) Marketing ethics
- * c) Unfair and deceptive acts or practices
- * d) Competitive advertising of objective product benefits

Answer c

[Read More Answers.](#)

Question # 63

In evaluating messages for advertising, telling how the product is better than the competing brands aims at making the ad:

Answer:-

- * a) Meaningful
- * b) Distinctive
- * c) Believable
- * d) Remembered

Answer b

[Read More Answers.](#)

Question # 64

When an importing country sets limits on the amount of goods it will accept in certain product categories it is called a(n):

Answer:-

- * a) Quota
- * b) Barrier
- * c) Tariff
- * d) Embargo

Answer a

[Read More Answers.](#)

Question # 65

According to the price/quality strategy matrix, when a company overprices its product in relation to its quality it is considered to be using which type of strategy

Answer:-



- * a) Good-value strategy
- * b) Premium strategy
- * c) Overcharging strategy
- * d) Snob strategy

Answer c

[Read More Answers.](#)

Question # 66

_____ is the practice of adopting policies and developing strategies that both sustain the environment and produce profits for the company.

Answer:-

- * a) Environmentalism
- * b) Environmental sustainability
- * c) Consumerism
- * d) Consumer accountability

Answer b

[Read More Answers.](#)

Question # 67

A _____ is a promotion strategy that calls for using the sales force and trade promotion to move the product through channels.

Answer:-

- * a) Push strategy
- * b) Pull strategy
- * c) Blocking strategy
- * d) Integrated strategy

Answer a

[Read More Answers.](#)

Question # 68

Consumer goods with unique characteristics or brand identification often requiring a special purchase effort are called:

Answer:-

- * a) Custom products
- * b) Specialty products
- * c) Convenience products
- * d) Shopping products

Answer b

[Read More Answers.](#)

Question # 69

Even though buying roles in the family change constantly, the _____ has traditionally been the main purchasing agent for the family.

Answer:-

- * a) Wife
- * b) Husband
- * c) Teenage children
- * d) Grandparent

Answer a

[Read More Answers.](#)

Question # 70

a(n) _____ is a retail store that carries a narrow product line with a deep assortment within that line.

Answer:-

- * a) Shopping goods store
- * b) Convenience store
- * c) Specialty store
- * d) Department store

Answer c

[Read More Answers.](#)

Question # 71

The purpose of strategic planning is to find ways in which the company can best:

Answer:-

- * a) Overcome losses.
- * b) Use its strengths to take advantage of attractive opportunities in the environment.
- * c) Avoid paying taxes.
- * d) Avoid the expense of costly research and development while still getting the benefits.

Answer b

[Read More Answers.](#)

Question # 72



Which of the following is NOT one of the five stages of the buyer decision process?

Answer:-

- * a) Need recognition
- * b) Brand identification
- * c) Information search
- * d) Purchase decision

Answer b

[Read More Answers.](#)

Question # 73

A _____ is a need that is sufficiently pressing to direct the person to seek satisfaction.

Answer:-

- * a) Motive
- * b) Want
- * c) Demand
- * d) Requirement

Answer a

[Read More Answers.](#)

Question # 74

If a firm were to bid to do a "turnkey" operation where they would choose a building site, designing a cement factory to build the plant, hire construction crews, assemble materials and equipment to run the new factory, and turn over the finished factory ready to operate to the owners, the firm would be using which of the following?

Answer:-

- * a) Core process products selling
- * b) Design products selling
- * c) Reciprocal selling
- * d) Systems selling

Answer d

[Read More Answers.](#)

Question # 75

According to the text, the most dramatic of the environments that affect marketing and appears to be now shaping our world is the _____ environment.

Answer:-

- * a) Natural
- * b) Demographic
- * c) Economic
- * d) Technological

Answer d

[Read More Answers.](#)

Question # 76

The "in" suppliers are most likely to get nervous and feel pressure to put their best foot forward in which of the following types of buying situations

Answer:-

- * a) Modified re-buy
- * b) New task buying
- * c) Straight, re-buy
- * d) Indirect re-buy

Answer a

[Read More Answers.](#)

Question # 77

All of the following are ways that marketing plays a key role in the company's strategic planning except:

Answer:-

- * a) Marketing provides a guiding philosophy.
- * b) Marketing is the only discipline that can provide a formal structure for the planning effort.
- * c) Marketing provides inputs to strategic planners by helping to identify attractive market opportunities.
- * d) Within individual business units, marketing designs strategies for reaching the unit's objectives.

Answer b

[Read More Answers.](#)

Question # 78

Which of the following is foreign owned (even though it is traditionally thought of as a U.S. company)?

Answer:-

- * a) IBM
- * b) Xerox
- * c) Kodak
- * d) Universal Studios



Answer d

[Read More Answers.](#)

Question # 79

In an example discussed in your text, Johnson and Johnsons recall of their Tylenol product following the discovery that several bottles of Tylenol had been laced with cyanide is consistent with which business philosophy

Answer:-

- * a) The marketing concept
- * b) The product concept
- * c) The selling concept
- * d) The societal marketing concept

Answer d

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Question # 80

_____ is the step in the selling process in which the salesperson learns as much as possible about a prospective customer before making a sales call.

Answer:-

- * a) Prospecting
- * b) Pre-approach
- * c) Approach
- * d) Handling objections

Answer b

[Read More Answers.](#)

Question # 81

A companys compensation plan should reflect its overall marketing strategy. For example, if the overall strategy is to grow rapidly and gain market share, the compensation plan should reward:

Answer:-

- * a) Loyalty and perseverance
- * b) Spot selling and old product rejuvenation
- * c) High sales performance and encourage capturing new accounts
- * d) High pressure situations and competitive reaction

Answer c

[Read More Answers.](#)

Question # 82

Traditionally, companies have defined their businesses in product terms or in technological terms. However, mission statements should be all of the following except:

Answer:-

- * a) Market oriented.
- * b) A statement of religion
- * c) Motivating
- * d) Based on distinctive competencies

Answer b

[Read More Answers.](#)

Question # 83

A price reduction to buyers who buy in large volumes is called a(n):

Answer:-

- * a) Quantity discount
- * b) Cash discount
- * c) Seasonal discount
- * d) Trade discount

Answer a

[Read More Answers.](#)

Question # 84

R&D and engineering first produce the product concept into a physical product during which of the following stages of the new product development process.

Answer:-

- * a) Concept development and testing
- * b) Marketing strategy
- * c) Business analysis
- * d) Product development

Answer d

[Read More Answers.](#)

Question # 85

All of the following are criticisms leveled against marketing by critics except:



Answer:-

- * a) Harming consumers through high prices
- * b) Harming consumers through deceptive practices
- * c) Harming consumers through high-pressure selling
- * d) Harming consumers through too many product choices

Answer d

[Read More Answers.](#)

Question # 86

If Toyota describes one of its cars of the future as being "a moderately priced subcompact designed as a second family car to be used around town; the car is ideal for running errands and visiting friends," then the company has just stated a potential new product in terms of a(n):

Answer:-

- * a) Product idea
- * b) Product image
- * c) Product concept
- * d) Product feature

Answer c

[Read More Answers.](#)

Question # 87

The primary reason that many companies work to become the "low-cost producers" in their industry is because:

Answer:-

- * a) They can generate more advertising.
- * b) They can please top management.
- * c) They can gain tax advantages.
- * d) They can set lower prices that result in greater sales and profits.

Answer d

[Read More Answers.](#)

Question # 88

Conflicts between different levels of the same channel of distribution are referred to as:

Answer:-

- * a) Horizontal conflicts
- * b) Vertical conflicts
- * c) Layer-based conflicts
- * d) Parallel conflicts

Answer b

[Read More Answers.](#)

Question # 89

_____ is a philosophy holding that a company's marketing should support the best long-run performance of the marketing system.

Answer:-

- * a) Enlightened marketing
- * b) Myopic marketing
- * c) Fundamental marketing
- * d) Conceptual marketing

Answer a

[Read More Answers.](#)

Question # 90

A company is practicing _____ if it focuses on sub segments with distinctive traits that may seek a special combination of benefits.

Answer:-

- * a) Micromarketing
- * b) Niche marketing
- * c) Mass marketing
- * d) Segment marketing

Answer b

[Read More Answers.](#)

Question # 91

If a consumer describes a car as being the "most economical car on the market," then this descriptor is a:

Answer:-

- * a) Rule
- * b) Attitude
- * c) Belief
- * d) Cue

Answer c

[Read More Answers.](#)



Question # 92

All of the following are commonly recognized promotion budget formats except:

Answer:-

- * a) The affordable method
- * b) The LIFO method
- * c) The percentage-of-sales method
- * d) The objective-and-task method

Answer b

[Read More Answers.](#)

Question # 93

When a company reviews sales, costs, and profit projections for a new product to find out whether these factors satisfy the company's objectives. They are in which of the following, new process of development stages?

Answer:-

- * a) Concept development and testing
- * b) Commercialization
- * c) Business analysis
- * d) Marketing strategy development

Answer c

[Read More Answers.](#)

Question # 94

_____ is a strategy of using a successful brand name to launch a new or modified product in a new category.

Answer:-

- * a) Duo-branding
- * b) Line extension
- * c) Brand extension
- * d) Multi-branding

Answer c

[Read More Answers.](#)

Question # 95

The fact that services cannot be stored for later use or sale is evidence of their:

Answer:-

- * a) Intangibility
- * b) Inseparability
- * c) Variability
- * d) Perishability

Answer d

[Read More Answers.](#)

Question # 96

_____ is the concept under which a company carefully integrates and coordinates its many communications channels to deliver a clear, consistent, and compelling message about the organization and its products

Answer:-

- * a) The promotion mix
- * b) Integrated international affairs
- * c) Integrated marketing communications
- * d) Integrated demand characteristics

Answer c

[Read More Answers.](#)

Question # 97

Catalog marketing is big business in the United States. The average household receives _____ catalogs per year.

Answer:-

- * a) 25
- * b) 50
- * c) 75
- * d) 100

Answer b

[Read More Answers.](#)

Question # 98

A company faces several major decisions in international marketing. The first of these decisions is often:

Answer:-

- * a) Deciding whether to go international
- * b) Looking at the global marketing environment



- * c) Deciding which markets to enter
- * d) Deciding how to enter markets

Answer b

[Read More Answers.](#)

Question # 99

A _____ is the way consumers perceive an actual or potential product.

Answer:-

- * a) Product idea
- * b) Product image
- * c) Product concept
- * d) Product feature

Answer b

[Read More Answers.](#)

Question # 100

The American Marketing Association suggests a list of code of ethics. All of the following are ethics suggested in the area of distribution except:

Answer:-

- * a) Not manipulating the availability of a product for purpose of exploitation
- * b) Not using coercion in the marketing channel
- * c) Using gray marketers whenever possible to save the consumer money
- * d) Not exerting undue influence over the reseller's choice to handle a product

Answer c

[Read More Answers.](#)

Question # 101

All of the following are methods by which a company can divide its sales responsibilities except:

Answer:-

- * a) Territorial sales force structure.
- * b) Psychographic trait sales force structure.
- * c) Product sales force structure.
- * d) Customer sales force structure.

Answer b

[Read More Answers.](#)

Question # 102

Given recent information about growth trends and growth potential of ethnic populations within the U.S. market, which of the following ethnic groups would be a best bet to double during the next half century and become one of the U.S. market's most viable segments

Answer:-

- * a) Hispanics and Asians
- * b) African Americans
- * c) Western Europeans
- * d) Middle Eastern

Answer a

[Read More Answers.](#)

Question # 103

If your company were to make a product such as a suit of clothes and sold that product to a retailer, your company would have sold to the _____ market.

Answer:-

- * a) Reseller
- * b) Business
- * c) Government
- * d) Service

Answer a

[Read More Answers.](#)

Question # 104

The course of a product's sales and profits over its lifetime is called:

Answer:-

- * a) The sales chart
- * b) The dynamic growth curve
- * c) The adoption cycle
- * d) The product life cycle

Answer d

[Read More Answers.](#)

Question # 105



The type of trade-promotion discount in which manufacturers agree to reduce the price to the retailer in exchange for the retailer's agreement to feature the manufacturer's products in some way is called a(n):

Answer:-

- * a) Discount
- * b) Allowance
- * c) Premium
- * d) Rebate

Answer b

[Read More Answers.](#)

Question # 106

The most logical budget setting method is found in the list below. Which is it?

Answer:-

- * a) Affordable method
- * b) Percentage-of-Sales method
- * c) Competitive-parity method
- * d) Objective-and-task method

Answer d

[Read More Answers.](#)

Question # 107

The place in the business buying behavior model where interpersonal and individual influences might interact is called the:

Answer:-

- * a) Environment
- * b) Response
- * c) Stimuli
- * d) Buying center

Answer d

[Read More Answers.](#)

Question # 108

When producers, wholesalers, and retailers act as a unified system, they comprise a:

Answer:-

- * a) Conventional marketing system
- * b) Power-based marketing system
- * c) Horizontal marketing system
- * d) Vertical marketing system

Answer d

[Read More Answers.](#)

Question # 109

One common misuse of marketing research findings in contemporary business is the tendency for marketing research to:

Answer:-

- * a) Become a vehicle for pitching the sponsor's products.
- * b) Become a vehicle for discriminating in the marketplace.
- * c) Become a means for raising prices.
- * d) Become a means for unfair competition.

Answer a

[Read More Answers.](#)

Question # 110

_____ is a person's distinguishing psychological characteristics that lead to relatively consistent and lasting responses to his or her own environment.

Answer:-

- * a) Psychographics
- * b) Personality
- * c) Demographics
- * d) Lifestyle

Answer b

[Read More Answers.](#)

Question # 111

_____ has the advantage of being high in selectivity; low cost; immediacy; and interactive capabilities.

Answer:-

- * a) Direct Mail
- * b) Outdoor
- * c) Online
- * d) Radio

Answer c



[Read More Answers.](#)

Question # 112

The choice between high markups and high volume is part of which of the following retailer marketing decisions

Answer:-

- * a) Target market decisions
- * b) Product assortment and services decisions
- * c) Pricing decisions
- * d) Promotion decisions

Answer c

[Read More Answers.](#)

Question # 113

If an advertiser wants flexibility, timeliness, good local market coverage, broad acceptability, and high believability, the advertiser will probably choose which of the following mass media types

Answer:-

- * a) Newspapers
- * b) Television
- * c) Direct Mail
- * d) Radio

Answer a

[Read More Answers.](#)

Question # 114

If your company were to make light bulbs to be used in photocopiers, you would most likely be selling to a _____ market.

Answer:-

- * a) Reseller
- * b) Business
- * c) Government
- * d) Service

Answer b

[Read More Answers.](#)

Question # 115

If a government uses barriers to foreign products such as biases against a foreign company's bids, or product standards that go against a foreign company's product features, the government is using:

Answer:-

- * a) Protectionism
- * b) Exchange controls
- * c) Exchange facilitators
- * d) Non-tariff trade barriers

Answer d

[Read More Answers.](#)

Question # 116

a(n) _____ is a name, term, sign, symbol, or design, or a combination of these that identifies the maker or seller of a product or service.

Answer:-

- * a) Product feature
- * b) Sponsorship
- * c) Brand
- * d) Logo

Answer c

[Read More Answers.](#)

Question # 117

All of the following factors can affect the attractiveness of a market segment except:

Answer:-

- * a) The presence of many strong and aggressive competitors
- * b) The likelihood of government monitoring
- * c) Actual or potential substitute products
- * d) The power of buyers in the segment

Answer b

[Read More Answers.](#)

Question # 118

A _____ is any activity or benefit offered for sale that is essentially intangible and does not result in the ownership of anything.

Answer:-



- * a) Demand
- * b) Basic staple
- * c) Product
- * d) Service

Answer d

[Read More Answers.](#)

Question # 119

If Mark Mars pays Hershey Foods Corporation for the right to use their name on his line of T-shirts, then Mr. Mars is using which type of branding

Answer:-

- * a) Licensed brand
- * b) Manufacturer's brand
- * c) Private brand
- * d) Co-brand

Answer a

[Read More Answers.](#)

Question # 120

When personal interviewing involves inviting six to ten people to gather for a few hours with a trained interviewer to talk about a product, service, or organization, the method is called:

Answer:-

- * a) Selective sponsorship
- * b) Probing
- * c) Focus group interviewing
- * d) The Delphi method

Answer c

[Read More Answers.](#)

Question # 121

The _____ holds that consumers will favor products that are available and highly affordable (therefore, work on improving production and distribution efficiency).

Answer:-

- * a) Product concept
- * b) Production concept
- * c) Production cost expansion concept
- * d) Marketing concept

Answer b

[Read More Answers.](#)

Question # 122

If advertising constantly sends out messages about materialism, sex, power, and status, which of the following categories of social criticism most closely matches this problem

Answer:-

- * a) Too much advertising
- * b) Too few social goods
- * c) Cultural pollution
- * d) Too much political power

Answer c

[Read More Answers.](#)

Question # 123

A company is in the _____ stage of the new product development process when the company develops the product concept into a physical product in order to assure that the product idea can be turned into a workable product.

Answer:-

- * a) Product development
- * b) Commercialization
- * c) Marketing strategy
- * d) Business analysis

Answer a

[Read More Answers.](#)

Question # 124

The shrinking of distances due to technological advances such as computer and fax connections by telephone, are one characteristic of what new challenge to marketing?

Answer:-

- * a) Rapid globalization
- * b) The changing world economy
- * c) The call for more socially responsible marketing
- * d) The microchip revolution



Answer a

[Read More Answers.](#)

Question # 125

Joining with foreign companies to produce or market products and services is called:

Answer:-

- * a) Direct exporting
- * b) Indirect exporting
- * c) Licensing
- * d) Joint venturing

Answer d

[Read More Answers.](#)

Question # 126

The major advantage of survey research is its:

Answer:-

- * a) Simplicity
- * b) Structure
- * c) Organization
- * d) Flexibility

Answer d

[Read More Answers.](#)

Question # 127

The type of sales force structure in which the sales force sells along product lines is called a:

Answer:-

- * a) Territorial sales force.
- * b) Product sales force.
- * c) Customer sales force.
- * d) Retail sales force.

Answer b

[Read More Answers.](#)

Question # 128

A "three-day cooling off period" in which buyers can cancel a contract after re-thinking it is to protect the consumer from which of the below:

Answer:-

- * a) Creative selling
- * b) High pressure selling
- * c) Detail selling
- * d) Hard core selling

Answer b

[Read More Answers.](#)

Question # 129

The practice of going after a large share of a smaller market or subsets of a few markets is called:

Answer:-

- * a) Undifferentiated marketing
- * b) Differentiated marketing
- * c) Concentrated marketing
- * d) Turbo marketing

Answer c

[Read More Answers.](#)

Question # 130

When Coca-Cola and Nestle formed a joint venture to market a ready-to-drink coffee and tea worldwide, the type of marketing system that was formed would best be described as being a(n):

Answer:-

- * a) Vertical marketing system
- * b) Parallel marketing system
- * c) Diversified marketing system
- * d) Horizontal marketing system

Answer d

[Read More Answers.](#)

Question # 131

_____ is screening new-product ideas in order to spot good ideas and drop poor ones as soon as possible.

Answer:-



- * a) Idea generation
- * b) Concept development and testing
- * c) Idea screening
- * d) Brainstorming

Answer c

[Read More Answers.](#)

Question # 132

When a marketing research organization chooses a segment of the population that represents the population as a whole, they have chosen a _____.

Answer:-

- * a) Group
- * b) Bi-variant population
- * c) Sample
- * d) Market target

Answer c

[Read More Answers.](#)

Question # 133

The goal of the marketing logistics system should be to provide:

Answer:-

- * a) A targeted level of promotional support
- * b) A targeted level of customer service at the least cost
- * c) A targeted level of transportation expense ratio
- * d) A targeted level of field support

Answer b

[Read More Answers.](#)

Question # 134

Setting the promotion budget to match the budgets of the competition is characteristic of which of the following budget methods

Answer:-

- * a) Affordable method
- * b) Percentage-of-Sales method
- * c) Competitive-parity method
- * d) Objective-and-task method

Answer c

[Read More Answers.](#)

Question # 135

If a company (considering its options on the product/market expansion grid) chooses to move into different unrelated fields (from what it has ever done before) with new products as a means to stimulate growth, the company would be following which of the following general strategies

Answer:-

- * a) Market penetration
- * b) Market development
- * c) Product development
- * d) Diversification

Answer d

[Read More Answers.](#)

Question # 136

Technological advances, shifts in consumer tastes, and increased competition, all of which reduce demand for a product are typical of which stage in the PLC.

Answer:-

- * a) Decline stage
- * b) Introduction stage
- * c) Growth stage
- * d) Maturity stage

Answer a

[Read More Answers.](#)

Question # 137

If Honda uses its company name to cover such different products as its automobiles, lawn mowers, and motorcycles, it is practicing which of the following strategies?

Answer:-

- * a) New brand strategy
- * b) Line extension strategy
- * c) Multi-brand strategy
- * d) Brand extension strategy

Answer d

[Read More Answers.](#)



Question # 138

The process that turns marketing strategies and plans into marketing actions in order to accomplish strategic marketing objectives is called:

Answer:-

- * a) Marketing strategy
- * b) Marketing control
- * c) Marketing analysis
- * d) Marketing implementation

Answer d

[Read More Answers.](#)

Question # 139

Each salesperson is assigned to an exclusive area in which to sell the company's full line of products or services in which type of sales force structure

Answer:-

- * a) Territorial sales force.
- * b) Product sales force.
- * c) Customer sales force.
- * d) Hybrid sales force.

Answer a

[Read More Answers.](#)

Question # 140

The last stage in the selling process is the _____ stage.

Answer:-

- * a) Approach
- * b) Handling objections
- * c) Closing
- * d) Follow-up

Answer d

[Read More Answers.](#)

Question # 141

In 1985, the Coca-Cola Company made a classic marketing blunder with its deletion of its popular Coca-Cola product and introduction of what it called New Coke. Analysts now believe that most of the company's problems resulted from poor marketing research. As the public demanded their "old Coke" back, the company relented and reintroduced Coca-Cola Classic (which has regained and surpassed its former position) while New Coke owns only 0.1 percent of the market. Which of the following marketing research mistakes did Coca-Cola make?

Answer:-

- * a) They did not investigate pricing correctly and priced the product too high.
- * b) They did not investigate dealer reaction and had inadequate distribution.
- * c) They defined their marketing research problem too narrowly.
- * d) They failed to account for the Pepsi Challenge taste test in their marketing efforts.

Answer c

[Read More Answers.](#)

Question # 142

Costs that do not vary with production or sales levels are called:

Answer:-

- * a) Fixed costs
- * b) Variable costs
- * c) Standard costs
- * d) Independent costs

Answer a

[Read More Answers.](#)

Question # 143

All of the following are thought to be sources of new product ideas except:

Answer:-

- * a) Internal sources
- * b) Customers
- * c) Competitors
- * d) The local library

Answer d

[Read More Answers.](#)

Question # 144

Today, advertising captures about ____ percent of total promotion spending.

Answer:-

- * a) 15



- * b) 23
- * c) 29
- * d) 33

Answer b

[Read More Answers.](#)

Question # 145

The first modern environmental movement in the United States began in the:

Answer:-

- * a) 1940s
- * b) 1950s
- * c) 1960s and 1970s
- * d) mid-1980s

Answer c

[Read More Answers.](#)

Question # 146

One of the most common problems with using internal database information is that:

Answer:-

- * a) Since it was probably collected for some other purpose, it may be incomplete or wrong.
- * b) It is usually expensive to retrieve.
- * c) Top executives are usually unwilling to relinquish data; therefore, the data has limits.
- * d) The data is usually unsecured and, therefore, suspect as to reliability.

Answer d

[Read More Answers.](#)

Question # 147

Regulations that arise to ensure that firms take responsibility for the social costs of their products or production processes stem from which reason for government legislation of business

Answer:-

- * a) To protect companies from each other
- * b) To protect consumers from unfair business practices
- * c) To protect the interests of society
- * d) To protect businesses from unfair consumer demands

Answer a

[Read More Answers.](#)

Question # 148

The advantages of audience selectivity, no ad competition, and personalization apply to which type of media

Answer:-

- * a) Newspapers
- * b) Television
- * c) Direct Mail
- * d) Radio

Answer c

[Read More Answers.](#)

Question # 149

One of the most promising developments in multivariable segmentation is called _____ where a host of demographic and socioeconomic factors is used

Answer:-

- * a) Terragraphic segmentation
- * b) Fermagraphic segmentation
- * c) Geothermy segmentation
- * d) Geodemographic segmentation

Answer c

[Read More Answers.](#)

Question # 150

When companies make marketing decisions by considering consumers wants and the long-run interests of the company, consumer, and the general population, they are practicing which of the following principles

Answer:-

- * a) Innovative marketing
- * b) Consumer-oriented marketing
- * c) Value marketing
- * d) Societal marketing

Answer d

[Read More Answers.](#)



Question # 151

The study of human populations in terms of size, density, location, age, gender, race, occupation, and other statistics is called:

Answer:-

- * a) Geothermy
- * b) Demography
- * c) Ethnography
- * d) Hemos-popography

Answer b

[Read More Answers.](#)

Question # 152

Marketers are sometimes accused of deceptive practices that lead consumers to believe they will get more value than they actually do. _____ includes practices such as falsely advertising "factory" or "wholesale" prices or a large price reduction from a phony high retail price.

Answer:-

- * a) Deceptive promotion
- * b) Deceptive packaging
- * c) Deceptive pricing
- * d) Deceptive cost structure

Answer c

[Read More Answers.](#)

Question # 153

_____ is any group that has an actual or potential interest in or impact on an organization's ability to achieve its objectives.?

Answer:-

No Answer is Posted For this Question

Be the First to [Post Your Answer Now.](#)

Question # 154

Promtion of up related to?

Answer:-

No Answer is Posted For this Question

Be the First to [Post Your Answer Now.](#)

Question # 155

Why do you want to get into marketing?

Answer:-

Your reasons should relate both to the occupation and the particular company interviewing you. Your interests in any of the following could prove useful to mention: working to tight deadlines, working under pressure, meeting targets, getting the job done, selling, making deals, being competitive, presenting to others etc. Don't feel you have to limit your answer to just the occupation alone. Give reasons why you find the particular firm attractive. It is often a good idea to broaden the scope of a question and turn it into more of a normal conversation. Include any examples of selling from your university days. Did you effectively advertise the films at the film society, for example, or increase the membership, or attract many more volunteers, or sell lots of tickets for an event? etc.

[Read More Answers.](#)

Question # 156

Have you applied to any other areas apart from marketing?

Answer:-

If the answer is yes (and it is quite reasonable for it to be so!) then have a reason for your interest in the other areas. Some other occupations are obviously related, such as Sales, Market Research, Advertising, Promotional work, Public Relations etc.

Show that there are common skills between the other occupations and Marketing. Alternatively demonstrate that the attraction is different and perhaps of a lesser degree than Marketing. Show that the job in question attracts you the most and that there is no sense of you being inconsistent in your applications. The other companies you have applied to will interest your interviewer. Let them see that you have researched the field well. But make sure that they know they are the first choice. You do not want to put them off!

[Read More Answers.](#)

Question # 157

How well do you cope under pressure?

Answer:-

An inevitable question considering the occupation! You should give examples of situations in which you have coped. Obvious examples will come from your academic experience preparing work to deadlines etc. Try and mention experiences from areas outside university as well. Perhaps from vacation work experiences or other jobs you have had.

There are some people who actively thrive on having things constantly demanded of them. Are you one of these people? On the other hand, do you enjoy pressure at work while having a very contrasting quiet life away from work? Bear in mind that you must really answer in the affirmative as pressure comes with the territory of a career in Marketing.

[Read More Answers.](#)



Question # 158

Give me an example of how you convinced someone to do something that they were not too keen on doing.

Answer:-

Influencing the behavior and even attitudes of others is central to marketing work.

Consider situations in which your ideas were obviously better than others. Of particular relevance are occasions when you influenced someone's spending habits. For example, deciding on a holiday to undertake, or perhaps the purchase of an expensive item such as a car or a house. Equally, it could be that you convinced someone to do something which they initially had severe doubts about.

Talk about the methods you have used to convince someone as well as how persistent you needed to be. Are you better face-to-face or on the phone? Would you be as effective if you tried to do it in writing? Are some people easier to influence than others? Is so why is that the case? How could you apply this to your working life? Show that you enjoy influencing other people as well as being good at it.

[Read More Answers.](#)

Question # 159

How does the prospect of traveling a good deal grab you?

Answer:-

Very well is the easy answer, but you must do your research. Not all marketing jobs involve travel, although most do. Be certain about the requirements of the firm interviewing you. You probably wouldn't have applied to a job requiring travel unless you relished the prospect!

You should attempt to demonstrate any of the following in order to suggest that working away from home suits you:

- * You have done it before, successfully.
- * It is a challenge you are prepared to accept.
- * You enjoy getting out and about and seeing pastures new.
- * It will allow you to use your social skills with a wide range of clients.
- * Being mobile adds an extra dimension to the work which you will enjoy.

[Read More Answers.](#)

Question # 160

Would you describe yourself as competitive?

Answer:-

The easy answer is yes. You must give plenty of examples. And from as many aspects of your life as possible. University experience certainly, but also include situations from your early life in order to demonstrate that competition is natural to you. Sporting activities are an obvious source here.

Show that you are competitive on your own as well as within a team situation. You should also suggest that you are successfully competitive. Failing in competition will not look very good.

Bring into your answer how other people see you. Do they regard you as a competitive person and if so is that a good or a bad thing? Are you the kind of person others look to when they are faced with a challenge?

[Read More Answers.](#)

Question # 161

What would be your first actions if we were to appoint you?

Answer:-

This is one of those hypothetical questions which many companies ask. It is very important for your answer to be both accurate and realistic. For example, if the company has a structured training scheme you could suggest that your first action would be to familiarise yourself with it and see if there was anything to do, before you start work, to prepare yourself for the training.

You might also consider meeting with all the key staff concerned with the product or service you will be marketing. The products /services themselves may also be new to you, so you may need to familiarize yourself with them when you first take up your position.

On the other hand you could want to discuss your first actions with your boss. A wise precaution for a new recruit. Your first action could therefore be to arrange to meet at his/her earliest convenience to discuss your first activities within the firm.

[Read More Answers.](#)

Question # 162

How would you market Great Britain?

Answer:-

Another hypothetical question. You need to consider the most marketable aspects of the "product" and concentrate on these. What marketing method would you use? Whose help would you seek? And what research into past marketing attempts could be helpful?

Be prepared to discuss the product in terms of making it profitable. Concentrate on the positive and declare who you would try and sell GB plc to. You could even consider whether it needs marketing. Perhaps it could sell itself with just a little help from you.

[Read More Answers.](#)

Question # 163

Which of our products/services most appeals to you and why?

Answer:-

You can afford to be brutally honest here, because the question is about which product/service you most like. It begs the question that you do actually know about the firm and indeed have a preference. For any marketing interview you must prepare in advance by familiarizing yourself with what the company does!

A successful product/service is worth concentrating on. This will allow you to identify its appeal and then describe how the marketing strategy has worked. An example might be Walker's crisps tasting nice, but through the marketing strategy attached to them they are now also perceived as funny and good fun. This is obviously important when one of their biggest markets is children.

[Read More Answers.](#)

Question # 164



What makes you think that a degree in _____ will get you a job with us?

Answer:-

A bit of a challenging question. Although the simple response is that a degree alone will not get you the job. Your other skills, activities, experiences and interests should count just as much as the subject you have studied.

Focus on the constituent skills of your particular degree. For example, if you had studied Psychology you could describe in detail how any or all of the following skills would be of use to you in a Marketing situation:

- * the understanding and analysis of human behavior and experience
- * using scientific methods
- * analyzing and solving problems
- * numeracy skills.
- * use of information technology
- * communication skills both written and oral.

[Read More Answers.](#)

Question # 165

What do you realistically believe to be your earning potential?

Answer:-

You should avoid discussing your salary at interview - so conventional interview wisdom goes! In this context, however, the question may be about a rather different issue. Many marketing jobs have the potential for staff to earn bonuses or indeed be on a contract where their salary is only a proportion of their potential earnings.

This question also suggests the future. What are your earnings likely to be in the next five, ten, even fifteen years?

You should relate your earning potential to your ability to do the job. By arguing that you hope to take every opportunity that comes your way, work hard, put in the hours required and generally get stuck in you will show that you are keen to earn as much as possible.

[Read More Answers.](#)

Question # 166

Have you any questions?

Answer:-

The best questions to ask are those that you really would like to know the answer to, rather than those you can find in books on interview skills. If you research the company well enough, you will find a number of questions naturally arising that you wish to be answered.

You should, though, concentrate on questions that show your interest in, and motivation to do, the job itself, rather than the rewards it will bring. So, for example, you should ask about training and career progression in preference to pay and pensions! Other questions you could consider asking include:

- * What do people enjoy most in working for the company?
- * How many exhibitions does the company undertake each year
- * How realistic are early promotion prospects if I am successful?
- * What plans do you have for the future in terms of new markets/products?
- * Do you run any competitions or sales incentives?

[Read More Answers.](#)

Question # 167

A market with which of the following characteristics would generally be less competitive?

Answer:-

No Answer is Posted For this Question

Be the First to [Post Your Answer Now.](#)

Question # 168

The most important demographic trend in the world marketplace is?

Answer:-

- a. the explosive growth of the world population.
- b. the racial mixture of the world population.
- c. the death rate of the population of africa.
- d. the diversity of population of the middle east.
- e. none

[Read More Answers.](#)

Question # 169

What is green marketing?

Answer:-

Producing and marketing eco- friendly products.

[Read More Answers.](#)

Question # 170

Pricing to cover variable costs and some fixed costs, as in the case of some automobile distributorships that sell below total costs, is typical of which of the following pricing objectives?

Answer:-

No Answer is Posted For this Question

Be the First to [Post Your Answer Now.](#)

**Question # 171**

A child in the united states is normally exposed to all of following values except:

Answer:-

No Answer is Posted For this Question

Be the First to [Post Your Answer Now.](#)

Question # 172

The type of sales presentation approach that requires good listening and problem solving skills is the?

Answer:-

No Answer is Posted For this Question

Be the First to [Post Your Answer Now.](#)

Question # 173

Price reductions promotion cutbacks and competitors dropout characterize which stage of life cycle?

Answer:-

No Answer is Posted For this Question

Be the First to [Post Your Answer Now.](#)

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