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# Business Essentials Final Exam Study Guide Questions & Answers 2023/2024

break-even point - ANSWER-the point at which total revenues, or sales, equal total costs and expenses of developing and offering a product or service

market segmentation - ANSWER-the division of a market for a product into groups of customers who have the same needs and traits

channel of distribution - ANSWER-a pathway to direct products to consumers

promotion - ANSWER-any effort to inform, persuade, or remind potential customers about a business's products or services

demographics - ANSWER-facts about the population, including age, gender, location, and income

direct distribution - ANSWER-occurs when goods or services are sold from the producer directly to the customer

relationship marketing - ANSWER-to build up and maintain relationships with their customers

target marketing - ANSWER-focusing on the people most likely to buy a company's goods and services

indirect distribution - ANSWER-involves one or more intermediaries

market - ANSWER-a group of customers who share common wants and needs

test marketing - ANSWER-offering a product in a limited market for a limited time

# Business Essentials Final Exam Study Guide

**Ronald J. Ebert, Ricky W. Griffin**



## **Business Essentials Final Exam Study Guide:**

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*PMP: Project Management Professional Exam Review Guide* Kim Heldman, Vanina Mangano, Brett J.

Feddersen,2018-01-22 Essential review for the PMP exam updated for the new PMBOK Guide 6th edition The PMP Project Management Professional Exam Review Guide Fourth Edition offers complete concise review of essential project management concepts and practices Covering 100% of the PMP exam objectives this book helps you ensure your full preparation in advance of the big day This new 4th Edition has been updated to align with the newest version of the exam featuring changes to PMP best practices greater emphasis on Agile and other iterative processes as well as the evolution of the project manager's role Organized by domain area this handy review guide covers project initiation planning execution monitoring and closing as detailed in the new A Guide to the Project Management Body of Knowledge PMBOK Guide 6th Edition giving you clear guidance on what you need to know for the exam You also get a year of free access to the Sybex online interactive learning environment and study tools which features flashcards chapter tests two bonus practice exams and more PMP candidates must have extensive project management experience before taking the exam but you cannot rely on experience alone the PMP exam tests your understanding of critical PMP concepts and practices as laid out in the PMBOK Guide 6th Edition this practical review condenses the PMBOK's essential details into quickly digestible chapters that help you prepare more efficiently Review 100% of the exam objectives Apply PMP concepts to real world scenarios Identify areas in need of additional review Access practice exams flashcards and more The PMP certification puts you in demand and can be a major boost to your career Regardless of your current level of experience exam success lies in complete and thorough preparation the PMP Project Management Professional Exam Review Guide Fourth Edition is your ultimate key to confidence and success To register for access to the online test banks included with the purchase of this book please visit [www.wiley.com](http://www.wiley.com)

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