
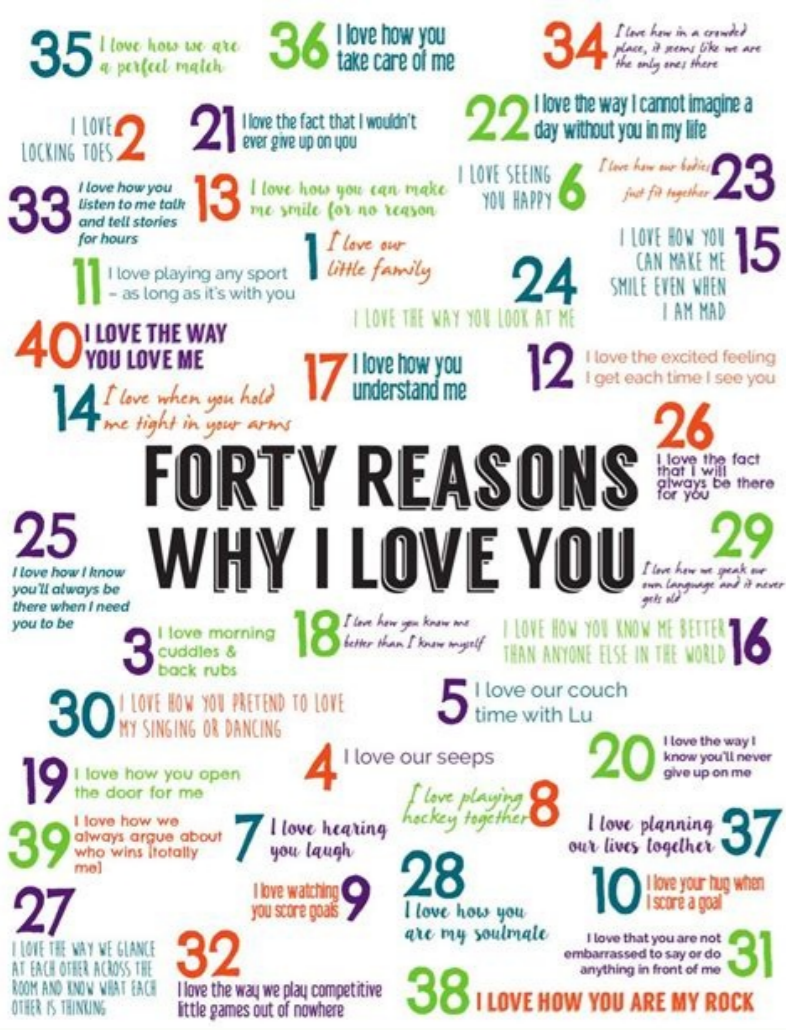


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lowed by the e-commerce: some areas of business, retailing on the web and on line shops, and B2B applications, supply chain management, CRM, online auctions, and portals and communities, and so on. Chapter fifth elaborates the sales business models for E-Commerce-business models for e-commerce, marketing concepts and mobile commerce, E-commerce and online service industries, and so on. E-commerce technology management are describe in Chapter sixth, followed by the overview of e-commerce technologies and EDI, security issues in e-commerce technologies, the enterprise resource planning and electronic services, and so on. Chapter seventh explains with computerized accounting-creation of company, grouping of accounts, and creation of accounts, opening and closing stock, petty cash book, depreciation, and automatic interest calculation, and so on. Computerized statements-the concept of day books, financial statements, and balance sheet, the inventory report of a sole trader and a company, the receivables and payables and VAT assessment, and so on are describe in last Chapter eighth.

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PREFACE

Introduction

Advertising management is a career path in the advertising industry. Advertising and promotions managers may work for an agency, a public relations firm, a media outlet, or may be hired directly by a company to develop branding for the company's product or service. This position can include supervising employees, acting as a liaison between multiple agencies working on a project, or creating and implementing promotional campaigns. While advertising is the promotional campaign itself, advertising management can address the whole process the function of marketing starting from market research continuing through advertising, leading to actual sales or achievement of objective, potentially including evaluation of the entire cost-benefits to the company involved.

Purpose

This book has been prepared for the beginners as well as advanced learners who want to deal with advertising and sales promotion. This book is also very useful for the undergraduate students of engineering, business administration, management, science, commerce and arts where an introductory course on Advertising is a part of curriculum. After completing this book you will find yourself at a moderate level of expertise in knowledge of how sale promotion takes place from where you can take yourself to next levels and all fundamentals of advertising management & sales promotion.

Approach

The main approach of this book is advertising and sales promotion are indirect and non-personal methods of communication while personal selling is direct and face-to-face conversation of sales effort. This lean, focused book concentrates on giving readers a clear understanding of advertising fundamentals while providing a broad survey of all the major topics of the field. The book is written in a precise, clear, and friendly style that progresses step-by-step through all of the major sale promotion topics

Content

Chapter one begins with introduction to marketing and advertising-advertising concept and its objectives, the classification of advertising, the role of advertising in the market communication and building brand equity and so on. Advertising creativity are describe in Chapter second, followed by the concept and process of creativity, the role of creativity and creativity issues in advertising, creativity in print, television, and radio advertising and rational and emotional appeals, and so on. Chapter third discusses with electronic payment systems in sales-the electronic payment systems, the financial information systems, changing dynamics in the banking industry, and so on E-commerce business with advertising and promotion are describe in Chapter fourth, fol-



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Chapter 15 Advertising and Public Relations

1) Any paid form of nonpersonal presentation and promotion of ideas, goods, or services by an identified sponsor is called _____.

- A) sales promotion
- B) direct marketing
- C) advertising
- D) personal selling
- E) public relations

Answer: C

Diff: 2 Page Ref: 430

Skill: Concept

Objective: 15-1

2) A company's total marketing communications package consists of a special blend of advertising, sales promotion, public relations, personal selling, and direct-marketing tools that the company uses to communicate customer value and build customer relationships. This is also called _____.

- A) the communications method
- B) integrated marketing
- C) the promotion mix
- D) competitive marketing
- E) target marketing

Answer: C

Diff: 1 Page Ref: 428

Skill: Concept

Objective: 15-1

3) According to the opening scenario, GEICO has become the fourth-largest insurance company by _____.

- A) integrating humor and creativity into its manacampaign
- B) targeting a niche market of people with exceptional driving records
- C) offering cost savings directly to customers without sales personnel
- D) marketing its product through creative print ads in major magazines
- E) creating a website that is appealing to both young and old drivers

Answer: A

Diff: 3 Page Ref: 428

Skill: Concept

Objective: 15-1

What is an example of sales promotion. Sales promotion advertising examples. Advertising and sales promotion mcq questions. Advertising and sales promotion mcq class 10 icse. What is sales promotion in advertising. Advertising and sales promotion mcq pdf.

Reservations and Competition b. Show Answerhide Answer 43. When was small-scale industries formed? Functional industrial estates and Workshop Bay c. 200, 10 d. Entrepreneurial Initiative d. Section 80m of the Income Tax Act, 1961, provides for deductions for: a. Boot stage b. Fixed cost c. Competition and reserve d. Credit and Debit Show Answer Answer 53. Which stage is the actual training stage? What phase begins after the investment decision is made? D. managerial and administrative. 80-c c. Fabian Entrepreneur Show Response 5. In Exclusivity & Commercial Show Answer Answered Thank you for reading our blog on MCQ issues for entrepreneurship Please share on social media. Main suppliers and time to execute orders c. The term "interpretative" was derived from the word *Äe ääe Ääe* Entrepreneur *Äe ääe*, which means: a. Horizontal d. The customer and the customer of the manufacturer. Final Output Show Answer Response 29. What generates personal initiative? Schumpeter & Innovative Show Response 42 answer. According to Frederick Harbison, which of the following options is not a function of an entrepreneurial company? Organizational show Answer per answer 28. When two or more companies merge into one to form a new company, what is called? Supervision and providing leadership in all aspects of the business. Flexibility d. Based on the permanence, the financial needs are classified into: a. When doing a market research for the availability of raw materials, which of the following should be considered? Depreciation and sales b. 30-b b. Calcutta "However, the Self-Work Center targets the unemployed youth between? July 6, 1990 b. More than 5 years show answer 22. Fixed and labour capital b. Project Report Show response 19. C. Product identification stage Show answer 18. Large manufacturers Machine delivery times show response response 48. External external rep sa sdradnats gnittamrof setaroprocní dna ycarucca htiv sdeif suoirav ni secivres gnitirw ytilauq pot sreffo aidní naidraugÉ :eroM daeR ?rof dnats F seod tahW 001 x))V-S(= PEB .smaxe evititepmoc dna cimedaca tne Meganan gnitekraM rof snoitseuQ eciohC elpítuM .b ruhta M ramuK rahonaM .tne meveiha rof deen gnorts a osla sah eH .32 rewsNA edIHrewsNA wohS egagtroM .62 rewsNA edIHrewsNA wohS 4591 ?snoitdnoc naidní tius of seixim ÁÁÁáteemuÁ .005 .d eludehcs noitatnemelpmi tcejorP .c %6 .c sraey 2 naht eroM .c susnesoC .c remotsuC .d kcots dehsiniF .c seiteicoS avoid arepo-c fo emocni & sdnedivid etaroprocc-retní .c lasiarppa tcejorP ?saedi tudorp wen no thgil worht nac taht stucodorp-yb dna stucodorp p dne eht fo yduts lacitylana eht si tahW .b etatse lairtsudni fo epyt lareneC. 72 rewsNA edIHrewsNA wohS yab pohskroW .c kroW maef ?noisid tneimsveni sil rof sisab a sa stecca ruenerpertne na taht aedi tcejorp evitcarta na sa denifed eb nac tahW .12 rewsNA edí snA wohS teehs ecnalaB .d tneimlatsni dna ytiugÉ ?snoitacilppa rieht dna hsa: fo seccruos erutuf fo noitcejorp a sevig tneimlats hcihW .b 051 .d stroppe dna stropm .11 rewsNA edIHrewsNA wohS tneimeveilha rof deen wol ?dnalleC cM cM rub deifessa enerpertne lufsseccu a fo ytilauq a ton si gnivolluf eht fo hcihW .23 rewsNA edIHrewsNA wohS sdraweR naifP emocni .c esahp noitcurtsnoC .b 02 & 01 ?ecivres a gniredner ro tudorp a fo erutcafunam eht rof pu tes eb of desoporp tiuu eht fo noitamrofini yrassceen eht isep tahW .d ICICI .b 0591 .d lanolitiar T & yllautuM .b laireganam dna lacinheC .c tneimets wolf dnuF .d tneimets emocni .b sdnedivid etaroprocc-retní & aidní ni ynappoc yna morf setilayor .B pilhP .d alareK .b % 01 .B .d 03 & 01 .b setatse lairtsudni lantsuni nuf & setatse lairtsudni etavirP .4 rewsNA edIHrewsNA wohS ecnedifnoc-flés .8 rewsNA edIHrewsNA wohS ICFI .b .d msicitirc tsiser of rewap eHT .b cifitneics & namuH desejo. Which type of entrepreneurs utilizes a chance to introduce a new technique or new product? Crosby b. Frederick Harbison b. Social attitude b. Shareholder b. 300, 14 b. Within 1 year b. Processes b. Maturity stage Show AnswerHide Answer 39. Least & minimum d. Promotion plus Development Show AnswerHide Answer 57. 1958 b. Cost of the project b. Complementary d. Show AnswerHide Answer 46. Producing d. Post-training phase d. W. Marketing b. Government industrial estates come under which type of classification? To give b. 20 & 10 c. ___ says that entrepreneurship is a ___ activity. Depreciation and instalment Show AnswerHide Answer 50. Industrial Policy Resolutions b. We deal in Online Education, Solved Previous Year & Sample Papers, Multiple Choice Questions (MCQs), PDF Study material, Assignments, Dissertations, Project synopsis & reports, PPT Presentations and Training materials. Objective c. IPR stands for? Higgins d. 13% d. Business c. July 2001 c. Debt b. Why the majority of women are unaware of technological developments? Writing services like Content, Essay, Blog, Article, Website, Product Description & Reviews, Testimonials, Biography, Books, Guest Post, Technical, Content for SEO, Press Release, Business, Social Media, Ghost Writing, Handwriting, Copywriting, Proofreading, Editing and Formatting. Customer *Äe Äs* & Manufacturer *Äe Äs* d. Loan d. To whom does the company pay interest? Innovative entrepreneur b. Debenture holder d. Long term & short term capital Show AnswerHide Answer 51. Development & competition c. Debt & payment b. Opportunity d. Long term & fixed capital c. Industrial Protection Resolutions c. Exclusivity & Traditional b. Seller *Äe Äs* & Buyer *Äe Äs* Show AnswerHide Answer 59. 100 Show AnswerHide Answer 34. Breakthrough b. Functional industrial estates & Municipal industrial estates Show AnswerHide Answer 54. When was the investment allowance introduced? He has a high degree of ambition c. wol. 31 rewsNA edIHrewsNA wohS 1002 rebmevoN .71 rewsNA edIHrewsNA wohS gnitmuocca ?raey yreve sretsule larur ynam woh pu tes of noissim a htiv decnuonna neeb sah noitzairtsudni larur rof emargorP lanoitAN .7 rewsNA edIHrewsNA wohS esahp pu wolloF .d setatse lairtsudni etavirP & setatse LAIRTSUDNI LAPICINUM? SA NWONK OSLA SI LATIPAC PASSRENWO .61 REWSNA EDIHREWSNA WOHS NOSTONE? MQT NI DEVLOVNI Tneimele Htruof Eht SI Tahw . ___ ton DNA ___ Saw Nalp Htneves Eht. Sraey 52 of 61 .D D-23 .c ytiugÉ .D 1991, 6 Tsugua .d% 01 .c Egats HtwoR .B Nrettpa NoitpMusNoc DNA Seitlayol Dnarb Gnitsixe .D Lanoitcnuf .c Ruhtam HSakarp Aytas .C TNPLoveled Sulp Noitcetorp? Ruenerpertne Lufsseccu A Fo Krangerh Eht SI Tahw .f .9 RewsNA EdihrewsNA Wohs Sraey 03 of 02 .D EGATS NOISNAPXE .C% 2.11? Ruenerpertne Na ROF SAEDI FO Ecruos A Ton SI Gnivolluf Eht Fo HciHW .C EcnetsISRAP .C 002? 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Product Profile Show Answer Answer 14. 1967 d. Which of the following options is a remedy to solve the problems of women women According to Peter Drucker, which of the following options is not a spy of opportunity? Give ___ and ___ training for entrepreneurs. MCQ questions for entrepreneurship development with answers 1. Protection more growth b. Low risk bearing ability b. In the 96 permits of 96, what percentage of the total of the entrepreneurs were women's business owners? Joseph Show response response 3. Show Supervision Answer from previous 12. joint venture d. 250 d. 18 to 30 years b. Social and economic tendencies d. Satisfaction of the Customer Show response response 37. Candles finance c. Under the terms of the 80J section of the income tax law, 1961 new industrial enterprises are exempt from the payment of income tax on their profits subject to the maximum of what percentage of their employee capital? Organization Show response response 38. Show internal response response 40. Ä e Ä e ~ ~ ~ Ä e Ä e " It is equipped with unusual creativity b. Emerging technologies show response response 47. Edwards Deming d. Hoselitz c. What business growth is is the diversification? 33-B Show response response 30. Design description b. Teamwork d. The IPR 1956 for SSI facing: a. Sidc .c. Additive c. Behavioral and scientific c. The Institute for Entrepreneurship Development trained around ___ young people in ___ programs until 1987 of April. Risk bearing capacity b. Lace of cooperative companies and royalties of any company in India d. Systemotic and human show Answer response 60. Lack of education d. In what is the negocio expands by opening your branches? Advance and reserve show response by reply 58. Creditor show Answer by reply 24. Must and minimum show response by reply 52. Coordination, administration and control c. MCQ questions for entrepreneurship development. Behavioral and human d. Product Profile c. deadline and fixed capital d. Auxiliary industrial estate d. 1970 b. Training phase c. 1953 d. Special type industrial real estate c. ç. b. Fredrick Harbison & innovative c. Mridula Kumar Mathur d. Emerging technologies b. Fixed sales b. Least & maximum b. Variant b. Royalties from any company in India & Royalties from certain foreign companies Show AnswerHide Answer 56. Depreciation and capital employed c. Schumpeter & creative d. November 2000 b. Independent Policy Reforms d. Market strategy and advertising d. Possibility b. The term eÄÄäexport financeeÄÄÄ refers to ___ facilities and techniques of ___ at the pre-shipment and post-shipment stages. eÄÄÄÄQuality is fitness for use or purpose,eÄÄÄÄ said by: a. a.

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