

Basic Marketing Research, 4e (Malhotra)

Chapter 2 Defining the Marketing Research Problem and Developing an Approach

1) While every step in a marketing research project is important, research design formulation is the most important step.

Answer: FALSE

Diff: 2 Page Ref: 34

Objective: 1

2) A broad statement of the general problem and identification of the specific components of the marketing research problem is called problem definition.

Answer: TRUE

Diff: 2 Page Ref: 35

Objective: 5

3) Problem audit is a comprehensive examination of a marketing problem to understand its origin and nature.

Answer: TRUE

Diff: 2 Page Ref: 37

Objective: 2

4) The resume of the decision maker is one of the issues discussed with the decision maker during the problem audit.

Answer: FALSE

Diff: 1 Page Ref: 37

Objective: 2

5) The corporate culture as it relates to decision making is one of the issues discussed with the decision maker during the problem audit.

Answer: TRUE

Diff: 2 Page Ref: 38

Objective: 2

AACSB: Communication

6) Secondary data are data collected for some purpose other than the problem at hand.

Answer: TRUE

Diff: 1 Page Ref: 41

Objective: 2

7) According to the text, primary data are an economical and quick source of background information.

Answer: FALSE

Diff: 2 Page Ref: 41

Objective: 2

Answer Guide For Basic Marketing Research

J Spring



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Marketing Research J. H. Martins, M. G. Loubser, H. de J. Van Wyk, 1996 This book is a revised reprint of the 1996 publication which was a follow up to Researching the South African market by P A Nel et al 1988 All the steps in the marketing research process are discussed from the formulation of the problem to the interpretation and presentation of the results Its 18 chapters on research methodology focus chiefly on the consumer market In addition certain areas of marketing research are singled out for discussion in individual chapters They include Researching industrial markets Demand measurement and market forecasts Advertising research and Media research The book was written with South African conditions in mind and contains a great deal of background information about the size of the South African market as illustration

Class and Industrial Marketing, 1982 **Criteria to Assist Users of Marketing Research** American Marketing Association. Committee on Marketing Research Standards, Joseph C. Bevis, 1962 **From Concept to Customer** Jack B. ReVelle, Normand L. Frigon, Harry K. Jackson, 1995 Repeat business It's the core of a thriving business But how do you create loyal customers in a competitive global market where products are often obsolete two years from conception Listen to the voice of your customers says Jack ReVelle and build your entire infrastructure around responding to that voice The secret The Integrated Product and Process Development IPPD a cross functional approach that integrates customer feedback at every juncture Using this process you will reduce cycle time from concept to delivery reduce costs for developing and producing products and services minimize design changes after design release and improve quality of products and services as measured by customer satisfaction IPPD enables you to turn products over faster retiring them at optimum profitability so you can then replace them with newer offerings that are even more responsive to your customers demands BOOK JACKET Title Summary field provided by Blackwell North America Inc All Rights Reserved **Study Guide to Accompany Stanton:**

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