

89 Test Bank for Selling Today Creating Customer Value 6th Canadian Edition

Multiple Choice Questions - Page 1

Simon finds that his opportunities for advancement have improved since moving to the sales force due to his:

1. A) above average performance.
2. **B) high visibility.**
3. C) need to take on new challenges.
4. D) administrative outlook.
5. E) speaking personality.

Rachel graduated from college. She wants to make an above average income. Rachel should consider a position as a/an:

1. A) retail store manager.
2. B) personnel officer.
3. **C) account representative.**
4. D) bank management trainee.
5. E) marketing research officer.

When Ellen was promoted to management, a key factor in determining her fit with the position was the fact that she:

1. **A) had sales experience.**
2. B) had a very nurturing demeanor.
3. C) had graduated from college.
4. D) had experience in the accounting department.
5. E) had worked in the warehouse.

All the following statements regarding careers in personal selling are true except:

1. A) Some careers can provide above-average starting income.
2. B) The skills and knowledge needed to achieve success in the various selling careers vary greatly.
3. C) Companies today have many opportunities for advancement.
4. **D) In the field of personal selling, preference continues to be given to job applicants who are young and male.**
5. E) Our labour force is made up of hundreds of different selling careers.

# Selling Today 6th Canadian Edition

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