

Tect McKinsey PST

Marcadia

Marcadia is an online store which offers a wide range of goods to customers via mail order. Marcadia has been in existence for five years and has seen rapid growth in sales during this period, as more and more new customers signed up. However, recently Marcadia's customer numbers have plateaued and this has resulted in slower sales and profit growth.

The Managing Director of Marcadia has engaged McKinsey to help her better understand the purchasing behavior of her customers. She believes that a better understanding of customer purchasing can lead to more targeted and successful marketing. She tells the team: 'I'm sure that our most valuable customers have certain purchasing behaviors that we can identify. If we can encourage more of our customers to adopt those behaviors, we can make them more valuable to us and this can inject a new source of growth into our business.'

Exhibit 3 shows some data which the team has collected regarding a sample of 500,000 Marcadia customers who signed up in the last calendar year. The customers are split into quintiles according to their one year customer value, from lowest to highest. 'One year customer value' is defined as the profit made by Marcadia on purchases made by a customer in their first year since signing up. Also presented is data on purchasing by customers in each quintile in their first 90-days since signing up, namely the average number of purchase transactions and the total revenue received by Marcadia from those transactions.

Exhibit 3

Average One Year Value USD	Average, first 90 days		
	Number of Transactions	Total Revenue	
Quintile 1	1.1	1.1	\$79
Quintile 2	1.3	1.3	\$111
Quintile 3	1.6	1.6	\$159
Quintile 4	2.0	2.0	\$202
Quintile 5	26.0	2.7	\$400

11. Which of the following statements BEST describes why the Managing Director of Marcadia has engaged McKinsey?
- A. She believes that Marcadia can become better at identifying customers who stop making purchases
 - B. She believes that Marcadia can become better at identifying ways to encourage customers to spend more
 - C. She believes that, by focusing on the customers of greatest value, Marcadia can drive renewed growth in their business
 - D. She believes that Marcadia can predict the purchasing behavior of its customers better

Procter And Gamble Assessment Test Answers

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Procter And Gamble Assessment Test Answers:

Procter And Gamble Assessment Test Answers: Bestsellers in 2023 The year 2023 has witnessed a remarkable surge in literary brilliance, with numerous engrossing novels enthraling the hearts of readers worldwide. Lets delve into the realm of top-selling books, exploring the fascinating narratives that have charmed audiences this year. Procter And Gamble Assessment Test Answers : Colleen Hoover's "It Ends with Us" This touching tale of love, loss, and resilience has captivated readers with its raw and emotional exploration of domestic abuse. Hoover skillfully weaves a story of hope and healing, reminding us that even in the darkest of times, the human spirit can succeed. Uncover the Best : Taylor Jenkins Reids "The Seven Husbands of Evelyn Hugo" This captivating historical fiction novel unravels the life of Evelyn Hugo, a Hollywood icon who defies expectations and societal norms to pursue her dreams. Reids absorbing storytelling and compelling characters transport readers to a bygone era, immersing them in a world of glamour, ambition, and self-discovery. Discover the Magic : Delia Owens "Where the Crawdads Sing" This mesmerizing coming-of-age story follows Kya Clark, a young woman who grows up alone in the marshes of North Carolina. Owens weaves a tale of resilience, survival, and the transformative power of nature, captivating readers with its evocative prose and mesmerizing setting. These top-selling novels represent just a fraction of the literary treasures that have emerged in 2023. Whether you seek tales of romance, adventure, or personal growth, the world of literature offers an abundance of captivating stories waiting to be discovered. The novel begins with Richard Papan, a bright but troubled young man, arriving at Hampden College. Richard is immediately drawn to the group of students who call themselves the Classics Club. The club is led by Henry Winter, a brilliant and charismatic young man. Henry is obsessed with Greek mythology and philosophy, and he quickly draws Richard into his world. The other members of the Classics Club are equally as fascinating. Bunny Corcoran is a wealthy and spoiled young man who is always looking for a good time. Charles Tavis is a quiet and reserved young man who is deeply in love with Henry. Camilla Macaulay is a beautiful and intelligent young woman who is drawn to the power and danger of the Classics Club. The students are all deeply in love with Morrow, and they are willing to do anything to please him. Morrow is a complex and mysterious figure, and he seems to be manipulating the students for his own purposes. As the students become more involved with Morrow, they begin to commit increasingly dangerous acts. The Secret History is a brilliant and gripping novel that will keep you wondering until the very end. The novel is a warning tale about the dangers of obsession and the power of evil.

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