

B2C

VS

B2B

1 One buyer

2 Larger pool of customers, larger sample size

3 Online surveys distributed through email, social, or text are most effective

4 Personal relationships and specialized knowledge are not important

5 Personal monetary rewards are the best incentives

1 Multiple decision-makers

2 Smaller pool of customers, smaller sample size

3 One-on-one calls coordinated by the vendor point of contact are most effective

4 Personal relationships and specialized knowledge are important

5 Donations to a charity or discounts on the product/service provided are the best incentives

B2b B2c Research

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