

VOCABULARY

A Match a word from box A with a word from box B to complete the sentences below.

A	B
competitive	segmentation
product	retention
marketing	portfolio
market	strategy
customer	identity
brand	advantage

- In order to secure a ... **competitive** ... **advantage** ... , companies will try to make their products and services stand out from their competitors*.
- The company's aggressive targets numerous trade fairs around the world.
- The CEO described industrial services as one of the three main growth drivers for Siemens, alongside its green and sales in emerging markets such as China, India, Brazil and the Middle East.
- A survey by a German car magazine showed that customers were worried that mass market carmaker VW could damage the Porsche
- By ".....", we mean the process of defining and subdividing a large homogeneous market into clearly identifiable segments having similar needs, wants or characteristics.
- The key to success is not in just securing the first order, but in fixing problems and offering new services. So we reward our sales staff for rather than just for the initial sale.

B Complete each space in the article with the best word (a, b, c or d).

To create the right marketing **mix**¹, businesses have to meet a number of conditions.

First of all, the product has to have the right². For example, it must look good and work well. Secondly, the³ must be right. If you hope to make a good profit, you want consumers to buy in large numbers.

Then, the goods must be in the right place at the right time, so you have to make sure that the goods arrive when and where they are wanted. To this end, accessing the right⁴ channels is crucial.

Finally, the⁵ group needs to be made aware of the existence and availability of the product through⁶. So you need to decide where and when you can get across your marketing messages to your target market. Besides, you also need to ask yourself how you will reach your⁷. For example, you can get your marketing⁸ across by advertising in the press, on TV, on the internet or on billboards.

Market Leader Upper Intermediate Practice File Pdf Gretin

John Rogers



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 - Chapter 1: Introduction to Market Leader Upper Intermediate Practice File Pdf Gretin
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 - Chapter 5: Conclusion
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