

## 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    |

- 1 In order to secure a ... **competitive** ... **advantage** ... companies will try to make their products and services stand out from their competitors'.
- 2 The company's aggressive ... targets numerous trade fairs around the world.
- 3 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.
- 4 A survey by a German car magazine showed that customers were worried that mass market carmaker VW could damage the Porsche ...
- 5 By '...', we mean the process of defining and subdividing a large homogeneous market into clearly identifiable segments having similar needs, wants or characteristics.
- 6 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** ...<sup>1</sup>, businesses have to meet a number of conditions.

First of all, the product has to have the right ...<sup>2</sup>. For example, it must look good and work well. Secondly, the ...<sup>3</sup> 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 right ...<sup>4</sup> channels is crucial.

Finally, the ...<sup>5</sup> group needs to be made aware of the existence and availability of the product through ...<sup>6</sup>. 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 your ...<sup>7</sup>. For example, you can get your marketing ...<sup>8</sup> 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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web uniform jerseys must comply with the rules listed in 3 4 3 5 and 3 6 the rules are concise and clear regarding what is

and is not permissible on the jersey an nfhs basketball uniform guide was created to illustrate the proper uniform design graphically that document and an animated presentation can be found on the nfhs website uniforms

**free throw procedures and foul administration amended in 2023 24 nfhs** - Nov 09 2022

web may 19 2023 this change to rule 4 8 1 eliminates the one and one scenario and sets new foul limits each quarter for awarding the bonus free throw rules changes were approved by the national federation of state high school associations nfhs basketball rules committee at its annual meeting april 24 26 in indianapolis the

**high school basketball nfhs announces free throw foul rule changes** - Mar 01 2022

web may 15 2023 the fayetteville observer free throw and foul situations in high school basketball will look different for the 2023 24 season the one and one free throw has been eliminated and foul limits

**comments on the 2023 24 rules changes eexams nfhs** - Jun 04 2022

web page 77 2023 24 nfhs basketball rules comments on the 2023 24 rules changes 2 1 3 note easily comply with the rules schools can now allow teammates to wear black undershirts mistake before the first dead ball after the ball becomes live unless there is a change of possession provides an appropriate amount of time to