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set (73) Key concepts: Derived Demand
Refers To Consumer Decision Process

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supplier itself are known as Organizational
buyers are divided up into what markets?
1. government 2. industrial 3. reseller

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_____ marketing refers to marketing of goods and services to organizations for use in the creation of goods and services that they can produce and market to others. industrial and/or business ...

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_____ buying is popular in all three kinds of
organizational markets. independent
trading communities and private
exchanges provide online trading
platforms for organizations and are
examples of e-marketplaces In a(n) _____

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auction, products are simply sold to the buyer with highest bid.

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because firms no longer find it necessary to
market their products and services on a
nation-by-nation basis-possible due to

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greater uniformity in product and packaging standards; fewer regulatory restrictions on transportation, advertising, and promotion imposed by countries; and the removal of most tariffs that affect ...

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market segmentation. the process of
breaking down all consumers into groups

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of potential buyers with similar characteristics. targeted marketing. choosing select groups of people to sell to. mass marketing. selling the same product to all consumers. one-to-one marketing . forming Page 10/18

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Flashcards | Quizlet 5/9 included in the negotiations between a buyer and seller in organizational markets 3. Price In a _____ auction, there are many suppliers involved and buyers benefit from the lower prices generated from this type of auction.

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users, influencers or deciders in the buying
center want to change the
product/purchase order in some way
(product specification, price, delivery,
schedule or supplier) Organizational
Buying Behavior Decision-making process

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that organizations use to establish the need for products and services and identify, evaluate and ...

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