

MARKET LEADER ANSWER KEYS

UNIT 1

Warmer

Drums Pigeon post Smoke signals Semaphore Morse code Telephone	Paintings Sculpture Music
Newspapers Radio Television Internet Interactive television	Language sign language Body language Dance

Vocabulary: Good communicators

A

- Good communicators: articulate, coherent, eloquent, fluent, focussed, extrovert, persuasive, responsive, sensitive, succinct.
- Bad communicators: hesitant, inhibited, rambling, reserved.

B

1. focussed, succinct.
2. hesitant, inhibited, reserved
3. rambling
4. fluent, eloquent, sensitive
5. articulate, coherent
6. persuasive
7. extrovert
8. responsive

Reading: internal communication

A

1. Senior managers hide behind their computers.
2. Staff use voice mail to screen calls.
3. employees sitting next to each other send e-mails rather than speak to each other.

B

1. They had language and geographical difficulties, huge amounts of paperwork and great difficulty tracking and monitoring jobs.
2. They installed an automated system so that data was only entered once but could be accessed by everyone in the company.
3. Theobald recommends checking e-mail only three times a day and allocating a set time to deal with it.
4. People use the "reply all" button so e-mail goes to all people who don't need it as well as those who do.

Market Leader Revision Answer

LP Steffe



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marketers Cuts through the usual theory and jargon Light easy to read entertaining style Every answer supported by an intriguing visual or a thought provoking quote Updated to take account of all latest developments such as digital and e marketing This is edutainment at its best a humorous essential quick reference guide to marketing Peter Jones Worldwide Marketing Training Manager IBM Global Services Buy this book you will be richly rewarded with greater market and competitive success Warren Keegan Professor of Marketing Pace University New York Refreshingly easy to read and use Great Answers is like no other marketing book 120 challenging and entertaining questions and answers guarantee a swift improvement in knowledge and skills Whether the reader is looking for a practical solution or a deeper understanding of an issue the spot on answers reveal which are the most powerful proven techniques why so much marketing is bad marketing why big budgets don't always produce results how to devise a great marketing plan what can be learnt from the world's biggest players how to integrate the Internet into the marketing mix Indispensable for students of marketing or anyone interested in advancing their marketing career from the first rung to the very top of the ladder *JMR, Journal of Marketing Research* ,2003 Official Report of the Debates of the House of Commons Canada. Parliament. House of Commons,1903

The Validation of a Revised Edition of the Byers' Shorthand Aptitude Test Judith Johnson Lambrecht,1971

Scenario Planning - Revised and Updated Mats Lindgren,Hans Bandhold,2009-03-31 In this text the authors draw upon examples and cases to develop a new model for scenario planning that is closely integrated with strategy *Market World and Chronicle* ,1916 The Magazine of Business ,1929 **Market Growers Journal** ,1926 The Federal Paperwork Burden United States. Congress. Senate. Select Committee on Small Business. Subcommittee on Government Regulation,1973 United States Investor ,1911 **American Machinist** ,1885 **The Magazine of Business** Arch Wilkinson Shaw,Edward John Mehren,1928 **Official Reports of the Debates of the House of Commons of the Dominion of Canada** Canada. Parliament. House of Commons,1926 **The Athenaeum** ,1894 **Report[s], [minutes of Evidence, Indexes, Answers to Questions]**. Great Britain. Royal Commission on Labour,1892

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