

Chapter 3—Composing Business Messages

MULTIPLE CHOICE

1. Neil must develop a proposal for his supervisor that will describe the cost savings for an automated call center. Where should he begin?
 - a. Writing the proposal
 - b. Locating other proposals that he can copy
 - c. **Researching the proposal**
 - d. Determining an appropriate layout
2. Before composing a business document, you should gather information that will answer which of these questions?
 - a. *Will I have enough time to complete thorough research?*
 - b. **What is the receiver to do?**
 - c. *What information will be the easiest to locate?*
 - d. *How will I use this information?*
3. **Formal research** methods are generally required for what type(s) of business document(s)?
 - a. Routine e-mail messages
 - b. Routine memos
 - c. **Long reports and complex business problems**
 - d. All of these choices would require formal research.
4. Which of the following is a formal research method?
 - a. Talking with your boss
 - b. **Organizing a focus group**
 - c. Brainstorming
 - d. Looking in company files
5. Which formal research source is best to obtain firsthand information?
 - a. Internet Web sites and articles
 - b. Reference books
 - c. Electronic databases
 - d. **Interviews**
6. Stephanie is preparing a market analysis for her business plan. For firsthand information she should
 - a. search manually in her local library.
 - b. **conduct interviews and surveys or organize a focus group.**
 - c. search the Internet for related Web sites.
 - d. review scientific experiments conducted by experts.
7. Quality Building Materials Inc. has developed a new whole-house weather blanket and needs to determine the price point at which builders would switch to this new product. The best research method for this is a(n)
 - a. manual search of other companies' price lists.
 - b. interview with a local builder.
 - c. Internet search of insulation values for weather blankets.
 - d. **scientific experiment that presents price choices with controlled variables.**

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Business Communication, Essential Bus Comm E5 Im/Tb/Sm Guffey,2000-06 **Study Guide [to Accompany Excellence in Business Communication, 6th Ed., John V. Thill, Courtland L. Bovée** William J. Wardrope,2005

Technical Communication for Engineers Shalini Verma,2015 *Technical Communication for Engineers* has been written for undergraduate students of all engineering disciplines It provides a well researched content meticulously developed to help them become strategic assets to their organizations and have a successful career The book covers the entire spectrum of learning required by a technical professional to effectively communicate the technicalities of his subject to other technocrats or to a non technical person at their proper levels It is unique inasmuch as it provides some thoughtful pedagogical tools that help the students attain proficiency in all the modes of communication Key Features Marginalia which are spread throughout the book to clarify and highlight the key points Tech Talk passages which throw light on the latest advancements in communication technology and their innovative use Application based Exercise which encourages the readers to apply the concepts learnt to real life situation Language based Exercise Grammar feel or experience the concepts and theories learnt and thereby gain hands on experience

Business English for the 21st Century Pat Taylor Ellison,2000

Excellence in Business Communication John V. Thill,2008 This handy guide helps students assess explore and improve each of the skills they re expected to master throughout the course

Business Communication Dynamics Bobbye Sorrels Persing,1981

Business Communication Essentials: Fundamental Skills for the Mobile-Digital-Social Workplace, Global Edition Courtland Bovee,Courtland L. Bovee,John V. Thill,2020-02-04 Help your students launch their careers with modern communication skills For the past two decades business communication has been in a constant flux with email web content social media and mobile devices changing the rules of the game *Business Communication Essentials Fundamental Skills for the Mobile Digital Social Workplace* equips students with the fundamental skills for a career in the modern mobile workplace With a balance of basic business English communication approaches and the latest technology the text covers writing listening and presentation strategies in a contemporary manner In the 8th Edition Bovee and Thill provide numerous exercises tools and online resources to prepare students for the new reality of mobile communications and emerging trends for a bright start in the business

Business Communication Today S/G Bovee,2002-06

Business Communication H. Dan O'Hair,James S. O'Rourke,Mary John O'Hair,2001 The Annotated Instructor's Edition guides you through each chapter with teaching tips discussion opportunities homework ideas and lecture possibilities The excellent annotations will be refreshing for experienced professors and invaluable for new ones

Business Communication Mary Ellen Guffey,1996 *Business Communication Process and Product* introduces a unique teaching learning package that solves a major problem for instructors and students today It provides the atmosphere of an exciting real life business environment for business communication without sacrificing sound pedagogy This means that

students experience the enrichment of real people and real business situations while at the same time learning a hands on process that they can carry with them to apply long after they leave the classroom Business Communication Process and Product takes students inside some of the country's best run and most respected organizations such as Liz Claiborne Ben Jerry's American Airlines Bank of America and Walt Disney Imagineering More importantly though it balances this exposure with a well developed and consistently applied process approach to communication Students need more than real business settings in which to frame their learning They need a process that outlines specific steps to follow in solving future communication problems a tangible strategy they can apply in their careers In addition to a process we provide ample products of that process

Business Communications William C. Himstreet, Wayne Murlin Baty, Carol M. Lehman, 1993 For an undergraduate or possibly graduate course in introductory business communication found in departments of business including marketing management and information systems business education English and communications

Business Communication Today Courtland L. Bovée, John V. Thill, 2005 A book that addresses the need for skills building in today's competitive business environment Business Communication Today has been completely revised and reworked to provide the most cutting edge information available on the market Combining a solid foundation of communication fundamentals with practical advice and insights readers will be effectively prepared for the challenges they'll face when entering the job market Thorough coverage and thoughtful integration of business communication technology sets this book apart from the competition Every essential technology is covered successfully demonstrating the importance of business etiquette teamwork proper short communication memos email instant messaging etc and effective business reports and proposals An especially useful tool for those entering the job market this book is also a must read for corporate trainers office managers and others that need to utilize effective communications on a day to day basis

ESG Certification Exam Study Guide Al Marcella, Madeline Parisi, 2025-11-26 ESG impacts businesses globally and today it is interconnected with all aspects of business including but not limited to human resources labor issues risk management regulatory compliance establishing strategic direction and areas impacted by climate change Certifications currently available in the marketplace are sustainability specific rather than an all encompassing holistic approach The authors have developed the most comprehensive ESG certification program on the market This two tiered program is designed for professionals who possess a general understanding of ESG principles and concepts however desire to increase solidify and demonstrate that knowledge and understanding This Study Guide will assist candidates with the overall Certification program process from initial application to study materials and sample questions this Guide is designed to prepare the candidate to take the ESG Certification™ examination

Discovering Statistics Using IBM SPSS Statistics Andy Field, 2017-11-14 With an exciting new look new characters to meet and its unique combination of humour and step by step instruction this award winning book is the statistics lifesaver for everyone From initial theory through to regression factor analysis and multilevel

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