

Vocabulary

1 Read the following dictionary definitions (1–6) then unscramble the words at the start of each to make six terms connected with marketing. Write the correct word next to each definition.

- 1 *brand* **nadbr** • name used to identify a particular product or service
- 2 **gool** • symbol used by a company to advertise its products
- 3 **nsogal** • a short phrase that is easy to remember and which is used to advertise a product
- 4 **pimagnca** • advertising of a product or service during a particular period of time
- 5 **kamtre rahe**s • the percentage of sales that a company has for a type of product compared with its competitors.
- 6 **kamtre raleed** • a company which sells more products than its competitors.

... a company which sells more products than its competitors.

2 Look at these chapter titles from a book about marketing (1–6). Match each with the correct summary (a–f) on the right.

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| 1 | Channels of distribution | a | How to get information about consumer preferences and the demand for new products. |
| 2 | Sales forecasting | b | How to make decisions about what to charge for a product or service. |
| 3 | Market research | c | Ways in which products and services get to their intended markets. |
| 4 | Product life cycles | d | How the sales of a product increase when more people want it and then decrease when other products become more popular. |
| 5 | Pricing | e | How to keep the high opinion of the people that the company comes in contact with. |
| 6 | Public relations | f | How to estimate the future demand for products. |