

Board Query 1 Questions for FINAL

Correct Answers Highlighted in Yellow After Review

1. Chester's Elite product Cute has an awareness of 72%. Chester's Cute product manager for the Elite segment is determined to have more awareness for Cute than Andrews' Elite product Able. She knows that the first \$1M in promotion generates 22% new awareness, the second million adds 23% more and the third million adds another 5%. She also knows one-third of Cute's existing awareness is lost every year. Assuming that Able's awareness stays the same next year (77%), out of the promotion budgets below, what is the minimum Chester's Elite product manager should spend in promotion to earn more awareness than Andrews' Able product?

Select: 1

- ☐ Nothing
- ☐ 1M
- ☐ 3M
- ☒ 2M

2. Brat is a product of the Baldwin company which is primarily in the Nano segment, but is also sold in another segment. Baldwin starts to create their sales forecast by assuming all policies (R&D, Marketing, and Production) for all competitors are equal this year over last. For this question assume that all 699 of units of Brat are sold in the Nano segment. If the competitive environment remains unchanged what will be the Brat product's demand next year (in 000's)?

Select: 1

- ☐ 1594
- ☒ 699
- ☐ 797
- ☐ 748

3. Select all of the following statements that are true four years from now, in the year 2021. Select: 2

- ☐ The Elite segment will demand 5,667 thousand units
- ☐ The Nano segment will demand 5,402 thousand units
- ☒ The Core segment will demand 9,765 thousand units
- ☒ The Thrift segment will demand 7,736 thousand units

Comp Xm Board Queries 1 4

SA Dillow



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