

EBM 201 TEST 2 MEMORANDUM

- 1.1 Procter and Gamble could have adopted two major pricing strategies: either a **value-based pricing or cost based-pricing strategy** for the launch of the new *Oral-B Smart Series Interactive Electric Toothbrush®* with Bluetooth® 4.2 connectivity. Explain how Procter and Gamble could have used each of these when setting the price at R2 600. (8)

Page 298 - Page 299

Discussion of Figure 10.2. (One mark ✓ for discussion of each step in a full sentence with reference to Procter and Gamble).

- 1.2 In what **stage of the product life cycle** would you place the *Oral-B Smart Series Interactive Electric Toothbrush®*? Motivate your answer. (2)

Page 281 - 282

Maturity stage ✓

Modifying the product – changing characteristics such as quality, features, style or packaging. ✓

- 1.3 Discuss the three approaches consumer product firms usually choose when using test marketing to introduce the product and its marketing programme to realistic market settings. (10)

Pages 271-273

Standard test markets small representative markets where firm conducts a full marketing campaign and uses store audits, consumer and distributor surveys, and other measures to gauge product performance ✓

Used to forecast national sales and profits, discover product problems, and fine-tune marketing program ✓

Challenges of standard test markets: cost; time; competitors can monitor test; competitor interference; competitors gain access to new product before introduction ✓
(Allocate maximum of two marks for challenges)

Controlled test markets: panels of stores that have agreed to carry new products for a fee ✓

Advantages: Less expensive than standard test markets
Faster than standard test markets.

Disadvantage: Competitors gain access to the new product

Allocate maximum of two marks for advantages and challenges

Fet N4 Ebm Test And Memorandum 201

Thomas Griffiths



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