

## **SECTION A (COMPULSORY)**

### **QUESTION 1**

1.1.1 Various options are provided as possible answers for the following questions. Choose the answers and write only the letter (A-D) next to the question numbers (1.1.1 to 1.1.5) in the ANSWER BOOK. - 1.1.6 D.

1.1.1 ... is NOT considered a component of the macro environment.

- A. Climate change
- B. Employee salaries
- C. Inflation rate
- D. government policies

1.1.2 Which component of the marketing mix is responsible for explaining how a business develops a product design and package?

- A. Distribution
- B. Marketing communication
- C. Technology for marketing
- D. Product Policy

1.1.3 Which of the following is an example of a technological factor in the macro environment?

- A. Changes in production methods
- B. inflation rate
- C. government policies
- D. recent legislation

# Question Paper 1 Business Grade 11 November 2013

**Mark Steyvers**

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*Services Marketing* Christopher Lovelock, Paul Patterson, 2015-05-20 Services Marketing is well known for its authoritative presentation and strong instructor support. The new 6th edition continues to deliver on this promise. Contemporary Services Marketing concepts and techniques are presented in an Australian and Asia Pacific context. In this edition the very latest ideas in the subject are brought to life with new and updated case studies covering the competitive world of services marketing. New design features and a greater focus on Learning Objectives in each chapter make this an even better guide to Services Marketing for students. The strategic marketing framework gives instructors maximum flexibility in teaching Suits undergraduate and graduate level courses in Services Marketing.

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*The Trend Management Toolkit* A. Kjaer, 2014-10-07 In a fast moving world businesses need to keep up with data analysis and pattern spotting to identify future opportunities. Anne Lise Kjaer presents a unique methodology for global trend spotting along with practical tools and approaches to help companies and organizations analyse market changes and determine the way ahead.

*Management with Online Study Tools 12 Months* Danny Samson, Timothy Donnet, Richard L. Daft, 2017-10-25 Samson Daft Donnet's Management is a robust foundation text providing a balance of broad theoretical content with an engaging, easy-to-understand writing style. It covers the four key management functions: planning, organising, leading and controlling, conveying to students the elements of a manager's working day. Along with current management theory and practice, the authors integrate coverage of innovation, entrepreneurship, agile workplaces, social media and new technology throughout. This sixth edition features a new author on the team and contains updates to content based on recent research. Real life local and international examples showcase the ongoing changes in the management world. Focusing on a skills approach, they bring concepts to life for students, supporting motivation, confidence and mastery. Each part concludes with a contemporary continuing case study focusing on car company Toyota as it faces managerial challenges and opportunities in the region.

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