

MCQS

1. Competition among retailers selling the same goods and services is highest in which form of distribution?
A) intensive distribution
B) exclusive distribution
C) selective distribution
D) vertical integration
2. Which of the following activities does not fit within the scope of retailing?
A) medical services to families
B) direct-to-home sales
C) vending purchases by factory workers
D) sales to wholesalers
3. Which of the following is not part of the total retail experience for a men's clothing retailer?
A) offering store credit
B) corporate form of ownership
C) the store's atmosphere
D) the brands carried
4. A retailer collects an assortment of goods and services from various sources, buys in large quantities, and sells in small amounts to final consumers. This is referred to as
A) one-stop shopping
B) the retail concept
C) retail transactional efficiency
D) the sorting process
5. The largest company in the world based on sales is
A) ExxonMobil
B) Sears Roebuck
C) Wal-Mart
D) Marks & Spencer
6. According to the Department of Commerce, annual U.S. retail store sales are about
A) \$200 billion
B) 81.5 trillion
C) 10.0 trillion
D) \$5.0 trillion
7. The retailing concept is comprised of
A) objectives, implementable actions, feedback, and strategy adjustment
B) short- and long-term objectives, organization mission, and the development of a competitive defensible strategy
C) customer orientation, coordinated effort, value-driven, and goal orientation
D) niche strategy, cost leadership, and focus

Test Bank Retail Management

L Cohen



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