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| Name: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ | Date: \_\_\_\_\_\_\_\_\_\_\_\_\_\_ |

Marketing Mix

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| **Across****6.** when a percentage mark up is added to the cost of producing a good or service to calculate the selling price**8.** based on the prices charged by competitors, maybe the same or slightly lower, firms will try to compete on other aspects of the marketing mix**9.** Creating a feature or characteristic within a brand that makes it stand out**10.** A promotional method that involves the creation of an identity for the business that distinguishes that firm and its products from other firms | **Down****1.** occurs when a firm sets a price for the product in order to entice the customer into making a purchase by making it sound cheaper than it actually is**2.** the combination of promotional activities that a firm uses in order to create and general sales**3.** prices are set low for a short period of time to force competitors out of the market**4.** involves setting a low initial price for a new product in order to get a foothold in the market and gain market share**5.** the part of the desgn mix other than cost and function**7.** involves setting a high initial price for a new product in order to recoup costs |