

# MOS 1021 Exam 03

## Sample Questions

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01. When considering perceptual selectivity in lecture, we noted that "selective exposure" is the process by which:
- we ignore information that is not important to us.
  - we choose to encounter information that may be important to us.
  - we scan our environment for information that is relevant to us in an ongoing way.
  - we choose to focus only on information that possesses relevancy to us.
  - we engage with stimuli that may be regarded as pleasant or enjoyable and/or avoid stimuli that may be regarded as unpleasant, disturbing, or otherwise uncomfortable.
02. Positioning statements are unique from taglines because positioning statements \_\_\_\_\_ whereas taglines \_\_\_\_\_.
- are developed for internal use; are developed for external use
  - are created on the basis of primary data; are created on the basis of secondary data
  - identify how a product should be perceived; identify how a product has already been perceived
  - reflect descriptive links between marketing variables; reflect causal links between marketing variables
  - help to identify gaps in the market; are created after gaps in the market has already been identified
03. Which of the following is the final step in the personal selling process?
- customer maintenance
  - closing
  - follow-up
  - evaluation
  - affirmation
04. Leanne dislikes eggs and refuses to purchase them. She believes that they are high in cholesterol, which does not align with her dedication to maintaining a healthy lifestyle. In this example, Leanne's dislike of eggs reflects \_\_\_\_\_, and her prioritization of a healthy lifestyle reflects \_\_\_\_\_.
- a belief; an attitude
  - belief; a value
  - a value; an attitude
  - an attitude; a value
  - an attitude; a belief
05. According to Abraham Maslow, a person's desire to gain the respect and recognition of others is considered to be a(n):
- deficiency need
  - esteem need
  - social need
  - Both (a) and (b)
  - Both (a) and (c)
06. An organization can orient their pricing strategies in many different directions depending on what it is they hope to achieve with their price. For example, a(n) \_\_\_\_\_ pricing approach will be responsive to the needs and wants of customers or seeking to adjust their behaviors, whereas a(n) \_\_\_\_\_ pricing approach instead sees price as a way to cover the expense of production, delivery, and promotion of a product.
- demand-oriented; trade-oriented
  - consumer-oriented; business-oriented
  - demand-oriented; cost-oriented
  - cost-oriented; profit-oriented
  - demand-oriented; production-oriented

# Mos Sample Questions 2010

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provides sample multiple choice questions and simulations with detailed answers for practice      *The 2010 Pfeiffer Annual*  
Elaine Biech, 2009-12-02 This handy resource is a ready made toolkit of ideas methods techniques and models that assist and support your work as an internal or external organizational consultant The Annual addresses the broad range of topics that are of most interest to professionals in the field The materials provide highly accessible means of interacting with a diverse variety of systems and processes The Annual focuses on communication and includes information on coaching teams strategic learning corporate responsibility and technology initiatives This important resource includes an international group of expert contributors Purchase of an Annual includes access to an associated website which features customizable versions of the reproducible items associated with each activity included in the volume      **Prototype Procedures to Describe Army Jobs**, 2010 Descriptions of Army jobs or Military Occupational Specialties MOS provide the foundation for Army personnel management from entry level selection and classification to training and performance management However existing job analysis approaches used in the Army have a number of limitations This project represents the first step in a long term research roadmap intended to address this issue Campbell et al 2007 The purpose of this project was to develop and field test a new prototype job analysis approach customized to the Army for describing entry level enlisted jobs Questionnaires measuring work and worker oriented domains were developed and administered online to incumbents and supervisors in six MOS N 1 390 a Infantryman 11B b Armor Crewman 19K c Signal Support Specialist 25U d Light Wheel Vehicle Mechanic 63B e Military Police 31B and f Motor Transport Operator 88M The results of the field test demonstrated that the questionnaires evidenced sufficient reliability and validity for describing enlisted jobs and feature a method that could be easily expanded Army wide and at a reasonable cost The report concludes with a summary of lessons learned from the field test and discussion of ways in which future research can enhance and extend the prototype approach P i

**Promoting Language for Learners with Autism Spectrum Disorder** Jason C. Vladescu, April N. Kisamore, 2025-12-16 Promoting Language for Learners with Autism Spectrum Disorder A Verbal Behavior Guide for Practitioners introduces the core principles of verbal behavior and provides practical evidence based strategies for teaching language skills to children with autism in applied settings The book opens with a section that orients the reader to a functional approach to language best practices for assessing verbal repertoires and common models for arranging language training environments The second section focuses on teaching critical verbal operants and derived language skills The final section addresses professional matters relevant to practitioners including the importance of basic and translational research in verbal behavior considerations related to diversity and best practices for interdisciplinary collaboration Grounded in the science of behavior analysis and aligned with Skinner's 1957 analysis of verbal behavior this book equips professionals with tools to assess language design effective teaching environments and build essential repertoires like manding tacting and conversation skills Intended for professionals and students alike this text is broad enough to support graduate level instruction and specific

enough to serve as a valuable reference for practicing clinicians      **Planning Education for Development: Research methods for educational planning** ,1980      **National Corruption Perception Survey** ,2010      *Farmers and Consumers Market Bulletin* ,2011      *Jahrbuch der Geologischen Bundesanstalt* Geologische Bundesanstalt (Austria),2015  
Occupational Changes in a Generation, 1962 and 1973: 1962 Data file documentation ,1994 These data were collected to study the effect of men s backgrounds on their careers Variables on the 1962 and 1973 surveys include respondent s age employment history military service 1973 only marital history ethnicity income education and in 1962 only number of children      *The Field Artillery Journal* ,1946      *Design and Operation of the National Survey of Adoptive Parents of Children with Special Health Care Needs, 2008* ,2010 Authors Matthew D Bramlett et al      **The Rural New-Yorker** ,1919  
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