



Specimen coursework assignment and answer

Q15 Marketing insurance products and services

The questions and answers assignment addresses the questions below, expressed in the form of necessary questions. These questions discuss the depth and breadth of product usage by customers.

The answer given is not intended to be the ultimate answer, but merely a starting point for your own questions.

Each of the following questions and your answers are provided to facilitate your own writing following questions:

1. **Customer segmentation guidelines (substructure)**
2. **Market approach (substructure) (substructure)**
3. **Marketing process (substructure)**

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RD Boyd



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