

Historical Marketing Milestones

Marketing · Answer Key · 18 Questions

1. Which historical publication, first appearing in 1891, is widely considered the first American magazine dedicated to advertising and marketing principles?

A) Printers' Ink

B) Advertising Age

C) Adweek

D) The American Advertiser

2. The concept of the 'Four Ps' of marketing (Product, Price, Place, Promotion) was first popularized by which influential marketing theorist in 1960?

A) Jerome McCarthy

B) Philip Kotler

C) Peter Drucker

D) Theodore Levitt

3. The first instance of 'infomercials,' long-form television advertising, gained significant traction in the 1980s. Which product is often cited as one of the earliest and most successful infomercial items?

A) The ShamWow!

B) The ThighMaster

C) The OxiClean Stain Remover

D) The Magic Bullet Food Processor

4. What was the primary purpose of the 'Trade Tokens' used in ancient Mesopotamia around 5000 BCE, representing an early form of commercial exchange and record-keeping?

A) To standardize weights and measures for goods

B) To serve as religious offerings

C) To act as personal identification

D) To indicate social status

5. The advent of which technological innovation in the early 20th century dramatically changed the landscape of mass advertising, moving from print to visual and auditory mediums?

A) The invention of the radio

B) The development of the printing press

C) The introduction of the telegraph

D) The creation of the telephone

6. Who is credited with coining the term 'market segmentation' in a seminal 1956 paper, a fundamental concept in modern marketing strategy?

A) Wendell Smith

B) Al Ries

C) Jack Trout

D) David Ogilvy

7. The iconic Coca-Cola advertisement featuring a polar bear was first introduced in which decade, becoming a significant element of the brand's holiday marketing?

A) 1920s

B) 1950s

C) 1990s

D) 1970s

8. What was the primary objective of the 'Sears, Roebuck and Co. Catalog,' first published in 1896, in reaching rural and dispersed populations in the United States?

A) To provide a convenient and affordable way to purchase goods without requiring travel to city stores

B) To promote local artisans and craftspeople

C) To facilitate agricultural trade and bartering

D) To offer educational materials for farming communities

9. The first known instance of what we would recognize as direct mail marketing, involving printed circulars sent to potential customers, dates back to what historical period?

A) Ancient Rome (around 1st century BCE)

B) The Renaissance (around 15th century CE)

C) The Industrial Revolution (around 18th century CE)

D) The Middle Ages (around 10th century CE)

10. Which pioneering advertising executive, known for his campaign for Hathaway shirts, is often referred to as the 'father of modern advertising' for his emphasis on creativity and psychological appeals?

A) David Ogilvy

B) Leo Burnett

C) Bill Bernbach

D) Claude Hopkins

11. The concept of 'brand personality,' attributing human characteristics to a brand to foster emotional connections, was significantly advanced by the work of which marketing researcher in the 1950s?

A) Ernest Dichter

- B) William Wells
- C) James Vicary
- D) George Gallup

12. The first public demonstration of television advertising, broadcast in 1941, featured what type of product?

A) A watch

- B) A soap product
- C) A breakfast cereal
- D) A car

13. What term describes the strategy, prevalent in early marketing, of creating scarcity and exclusivity around goods to drive demand, as seen in ancient Roman luxury markets?

A) Artificial scarcity

- B) Demand pooling
- C) Limited edition release
- D) Urgency marketing

14. The development of mass production during the Industrial Revolution led to a shift in marketing focus from artisans directly to consumers to what?

A) Reaching a broader consumer base through standardized products and distribution

- B) Emphasizing bespoke craftsmanship and individuality
- C) Focusing on local community sales and trade
- D) Prioritizing high-end luxury goods for the elite

15. Which historical figure is often credited with pioneering the use of persuasive language and storytelling in public discourse and marketing, as evidenced in his speeches and writings during the Roman Republic?

A) Marcus Tullius Cicero

- B) Julius Caesar
- C) Augustus
- D) Plato

16. The rise of what form of media in the late 19th and early 20th centuries allowed for the widespread dissemination of brand imagery and promotional messages through illustrated magazines and newspapers?

A) Mass-circulation magazines and newspapers

- B) Early forms of cinema
- C) Handwritten pamphlets
- D) Public speeches and orations

17. What was the primary function of the 'town crier' in medieval and early modern Europe, often serving as an early form of public announcement and advertisement?

A) To disseminate official proclamations, news, and commercial advertisements verbally to the public

- B) To conduct religious ceremonies and sermons
- C) To act as a local judge and arbitrator
- D) To collect taxes and enforce laws

18. The early adoption of 'sampling' as a marketing tactic, providing free samples of products to potential customers, can be traced back to what historical period and practice?

A) Ancient Greece and Rome, where merchants would offer small portions of goods to attract buyers

- B) The Edo period in Japan, with the distribution of tea samples
- C) The early days of the spice trade, with merchants offering tastes of exotic spices
- D) The invention of the modern supermarket, with in-store demonstrations