



Section 8.1: The Five Stages of the Product Life Cycle

In prior chapters, we learned the product life cycle stages:

Now the following is the flow on the fifth stage from the product life cycle to complete the table on the right.

11
10
9
8
7

Product Introduction	10
Product Decline	9
Product Maturity	8
Product Growth	7
Product Decline	6

From each stage for Chapters 8, write the letter of the matching stage for Chapters 10.

Chapters 8

- 101. An increase in the product's sales
- 102. An increase in the product's sales
- 103. Increasingly prominent
- 104. Differences that are strong and consistent
- 105. Increasingly prominent

Chapters 10

- 101. Increasing
- 102. Growing
- 103. Growing
- 104. Increasingly different
- 105. Increasingly different

On the square on the left, write one of the statements in terms of the experience in Table 8.1 for the first four stages of the product life cycle.

- 106. Differences are more important than similarities.
- 107. Product life cycle describes all the movements in the product's selling over time.
- 108. Changes in product's message, features, and benefits are the result of market research.
- 109. Changes in a product may play a role in market research.
- 110. Changes in a product may highlight its market dominance because of advertising.
- 111. Changes in a product may highlight its market dominance because of packaging.
- 112. Product life cycle describes all the movements in the product's selling over time.
- 113. Product life cycle describes all the movements in the product's selling over time.

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Patricia M Nugent,Barbara A Vitale

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