Pace The rate at which you speak and give a presentation

Message Meaning info exchange between speaker and listener

Feedback A response produced by the listener

poise Maintaining a calm steady gracious and confident manner

Listener receiver of message

vocalized pauses filler Pauses like Um.. and Liking

Speaker The sender of the message

Cooperative learning Organized instructional methods where students work in groups and teacher serves as a consultant

Jigsaw Each person becomes an expert in one area and then teaches what he she has learned to the other members / group

orange True color Test the limits free spirited great in crisis needs variations loves tools, bold and exciting light hearted full of funnnnnnn

Green True color love: intelligence, stores wisdom, obsessed with learning need for control sees big picture believes things are obvious to all.

Blue Searches for self purpose in life , strives to be in harmony with inner self

gold useful strong work ethic parental attitude obligated rule oriented prepared, list maker

Organization study skills helps keep track of clothes, money, Cds, ect.

skimming study skill skill allows for absorption of info quickly and easily in order and determine is relevance

Pathfinder document used to serve as a map or guide to research a specific topic

note taking skills helps record info keep track of vital details and provide a visual backup for memory

electronic data base Collection of edited info organized for quick and easy computer searching

Mass market a population of all consumers

Consumer A person or household that purchases goods or services.

Marketing Activities in making sure you are meeting the needs of your consumers getting value in return

pricing Setting the cost of the products / services to the consumer based on cost of production and competitions

Promotion the way a company shares info about their product/ service including advertising

feature characteristic of the product/ service

service an intangible benefit or solution that is created to sell to the open market

product A tangible benefit or solution that is made in quantity to sell to the open market

target market the market that you think that can be addressed by your marketing efforts

packaging the appearance of a product of its container and it's info on it

positioning the location and method of distribution sale and advertising

strategies the marketing efforts planed for continued success