

Seconde partie de l'épreuve

PING PONG TABLES IN CARDBOARD



General information	Services
Description: Cardboard Ping Pong Table with Cardboard Bats + a Ping pong Ball Regular price €60,00 Introductory offer €45,00 Pros & cons: <ul style="list-style-type: none"> - Foldable, - Fully recyclable - Waterproof - Light weight - Transport-friendly - Includes cardboard bats and a ping pong ball - Supplied as a kit - Smaller than a competition ping pong table General features: Product Size 127 x 61 x 77 cm (LxBxH) Package Size 72 x 66 x 10 cm Weight 3 kg EAN / SKU 7448138537594 Setup https://kartent.com/instructions/	Ordered before 3 p.m. today delivered tomorrow Free delivery for bulk orders (minimum 2) Money back guarantee (30 days to change your mind) Warranty: none

Situation

Imagine you work for KarTent and your supervisor has asked you to improve the sales of this product. You have been asked to contact managers of campsites and youth hostels to present your product. Think of the arguments you could put forward.

Use the following hints:

- Type of clients that may be interested in your product
- Advantages of this product
- Comparison with traditional ping pong tables.