

وقت: ۳ گھنٹے

(پراپرٹ)

کل نشانات: ۱۰۰

ہدایات: کل پانچ سوالوں کے جوابات تحریر کیجئے:-

سوال ۱۔ صارف اشیاء کی خرید میں decision process کے کن مراحل سے گزرنا ہوتا ہے؟
 الفاظ میں بیان کریں۔ سوال ۲۔ پروڈکٹ لائف سائیکل کے مختلف مراحل تفصیل سے بیان کریں۔

سوال ۳۔ مارکیٹنگ کے ماحول پر کون سے Controllable اور Uncontrollable factors اثر انداز ہوتے ہیں؟ تفصیل سے بیان کیجئے۔

سوال ۴۔ تشہید کی تعریف کیجئے۔ تشہید کے پلان کے مراحل بیان کریں۔

سوال ۵۔ قیمت طے کرتے ہوئے کون سے عوامل اثر انداز ہوتے ہیں وضاحت کیجئے۔

سوال ۶۔ مارکیٹنگ ریسرچ سے کیا مراد ہے؟ مارکیٹنگ ریسرچ پر ویس کے مراحل بیان کریں۔

سوال ۷۔ مندرجہ ذیل میں سے کسی دو پر نوٹ تحریر کریں۔ (۱) مارکیٹنگ اور سیلنگ میں موازنہ

(۲) نیو پروڈکٹ پلاننگ (۳) ترسیل کے ذرائع (۴) پروموشن کی اقسام

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Table of Contents Past Paper For Marketing Principles June 2014

1. Understanding the eBook Past Paper For Marketing Principles June 2014
 - The Rise of Digital Reading Past Paper For Marketing Principles June 2014
 - Advantages of eBooks Over Traditional Books
2. Identifying Past Paper For Marketing Principles June 2014
 - Exploring Different Genres
 - Considering Fiction vs. Non-Fiction
 - Determining Your Reading Goals
3. Choosing the Right eBook Platform
 - Popular eBook Platforms
 - Features to Look for in an Past Paper For Marketing Principles June 2014
 - User-Friendly Interface
4. Exploring eBook Recommendations from Past Paper For Marketing Principles June 2014
 - Personalized Recommendations
 - Past Paper For Marketing Principles June 2014 User Reviews and Ratings
 - Past Paper For Marketing Principles June 2014 and Bestseller Lists

5. Accessing Past Paper For Marketing Principles June 2014 Free and Paid eBooks
 - Past Paper For Marketing Principles June 2014 Public Domain eBooks
 - Past Paper For Marketing Principles June 2014 eBook Subscription Services
 - Past Paper For Marketing Principles June 2014 Budget-Friendly Options
6. Navigating Past Paper For Marketing Principles June 2014 eBook Formats
 - ePub, PDF, MOBI, and More
 - Past Paper For Marketing Principles June 2014 Compatibility with Devices
 - Past Paper For Marketing Principles June 2014 Enhanced eBook Features
7. Enhancing Your Reading Experience
 - Adjustable Fonts and Text Sizes of Past Paper For Marketing Principles June 2014
 - Highlighting and Note-Taking Past Paper For Marketing Principles June 2014
 - Interactive Elements Past Paper For Marketing Principles June 2014
8. Staying Engaged with Past Paper For Marketing Principles June 2014
 - Joining Online Reading Communities
 - Participating in Virtual Book Clubs
 - Following Authors and Publishers Past Paper For Marketing Principles June 2014
9. Balancing eBooks and Physical Books Past Paper For Marketing Principles June 2014
 - Benefits of a Digital Library
 - Creating a Diverse Reading Collection Past Paper For Marketing Principles June 2014
10. Overcoming Reading Challenges
 - Dealing with Digital Eye Strain
 - Minimizing Distractions
 - Managing Screen Time
11. Cultivating a Reading Routine Past Paper For Marketing Principles June 2014
 - Setting Reading Goals Past Paper For Marketing Principles June 2014
 - Carving Out Dedicated Reading Time
12. Sourcing Reliable Information of Past Paper For Marketing Principles June 2014
 - Fact-Checking eBook Content of Past Paper For Marketing Principles June 2014
 - Distinguishing Credible Sources
13. Promoting Lifelong Learning

- Utilizing eBooks for Skill Development
- Exploring Educational eBooks
- 14. Embracing eBook Trends
 - Integration of Multimedia Elements
 - Interactive and Gamified eBooks

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