

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

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# Past Paper For Marketing Principles June 2014

**Deborah Pitel**



## Past Paper For Marketing Principles June 2014:

### 08 PGT Commerce Chapter-wise Question Bank - Unit 8: Human Resource Management & Marketing

**Management** Dheeraj Kumar Singh, *Marketing on a Shoestring Budget* Deborah Pitel, 2016-04-08 Here s a one stop marketing guide just for small museums and historic sites In an age when many local historical associations and museums take money from their marketing budget because resources are tight which can start a vicious cycle of reduced marketing reach lower visitation and then even less money for marketing this guide will help those who need it the most expand their marketing reach as inexpensively as possible Deborah Pitel covers the pros and cons of each promotional tool so they can judge what is best for their organization She writes specifically for colleagues who have no formal marketing training and have to work off the trial and error method She covers Marketing Strategies for Museum Professionals or Anyone Promoting an Event Expanding Your Audience with Little Money Gaining Insight From Small Local Museums and Historic Sites Learning to Use Social Media and Other Free Services to Grow Your Promotional Reach Creating a Website on a Small Budget Examples of successful marketing tools from small museums and historic sites accompany each chapter **EBOOK:** Principles and Practice of Marketing, 9e David Jobber, Fiona Ellis-Chadwick, 2019-08-01 **EBOOK** Principles and Practice of Marketing 9e Corporations and Disability Rights Neha Pathakji, 2018-05-08 The emergence of a decentralized fragmented and low cost Internet opened up possibilities for persons with disabilities to lead an independent and inclusive life which had been denied to them in the physical world The virtual world unlike the physical world was presumed to be devoid of physical social and attitudinal barriers that have historically led to the marginalization and exclusion of persons with disabilities Yet with advancement in technology concerns of persons with disabilities to access the Internet were relegated to the background Since the Internet is largely dominated by corporations this digital divide cannot be bridged without questioning their role and corporations as gatekeepers of the virtual world need to proactively engage in dismantling barriers to accessing the Internet Corporations and Disability Rights engages with the contemporary discourse on the nature of the right to access the Internet and contextualizes this right within the framework of emerging disability rights jurisprudence This book explores the interplay between human rights of persons with disabilities and corporate obligation in a technologically advanced society It argues that under disability rights jurisprudence the right to access the Internet is a human right and not merely an enabling right It bridges the existing normative and regulatory gaps for the effective realization of the right to access the Internet *Strategic Social Marketing* Jeff French, Ross Gordon, 2015-01-31 This book is not available as a print inspection copy To download an e version click [here](#) or for more information contact your local sales representative For anyone interested in great social marketing practice in the 21st century and how it needs to adapt as our understanding of behaviour change evolves this publication is chock full of good practice and smart strategy Dan Metcalfe Deputy Director Marketing Public Health England UK Strategic Social Marketing takes a systemic approach to explaining and illustrating the

added value of applying marketing to solve social problems The authors present social marketing principles in a strategic critical and reflexive way to help engender social good via the effectiveness and efficiency of social programmes in areas such as Health Environment Governance and Public Policy In illustrating how it can be applied the text places Strategic Social Marketing in a global context giving examples and case studies from around the world Set into a clear structure it Takes you through an exploration of why marketing should be an integral component of all social programme design and delivery when looking to achieve social good Moves on to the nature and application of social marketing rethinking traditional concepts such as value and exchange in the social context Lays out the how to so you can create fully realised strategy plans frameworks and tactics to influence behaviours Visit the Strategic Social Marketing Website Featuring free resources for marketing students and lecturers *Commerce YCT Expert Team , 2022 23 TGT PGT LT Grade Commerce Chapter wise Solved Papers*

**Social Media** Regina Luttrell,2016-08-19 Updated to reflect the latest technological innovations and challenges the second edition of Social Media How to Engage Share and Connect will help readers understand and successfully use today s social media tools Luttrell s text offers a thorough history of social media and pioneers of the field chapters on specific subjects such as photo sharing video crisis communication ethics and sticky social among others discussions on appropriate use of social media in public relations where the profession stands today and where it is headed in the future and real world examples of successful social media campaigns This book will become your go to reference guide for all things social media related as it applies to public relations and the everyday duties of PR professionals

**Marketing Communications** PR Smith,Ze Zook,2019-12-03 The authors have the uncommon knack of taking the complex and explaining it in a clear compelling way I recommend it if you want to learn the principles of strategic communications and get structured suggestions to create better campaigns Dave Chaffey Co founder and Content Director Smart Insights This book has the strongest focus of online and offline integration of any marketing communications textbook A blended approach to marketing is in its DNA Compared to the competition that too often uses a bolts on approach to integration this book is essential for giving students the precise skills employers will look for to be able to implement genuinely integrated marketing campaigns This new seventh edition combines professional and academic expertise to ground big picture theory into real world case studies drawing from cutting edge global companies like Snapchat and Spotify that will teach students the why behind the how With increased focus on social media and the latest digital technologies this new edition will teach students How AI the Internet of Things Big Data AR VR and marketing automation can be used successfully in campaigns The opportunity and risks of social media How to navigate ethical and data management challenges How to use the current preferred digital marketing tools and technology Covering the key themes of customer engagement experience and journey this book will allow students to become truly confident working in an environment of ongoing technological transformation

**Handbook on the International Political Economy of Gender** Juanita Elias,Adrienne

Roberts,2018-02-23 This Handbook brings together leading interdisciplinary scholarship on the gendered nature of the international political economy Spanning a wide range of theoretical traditions and empirical foci it explores the multifaceted ways in which gender relations constitute and are shaped by global politico economic processes It further interrogates the gendered ideologies and discourses that underpin everyday practices from the local to the global The chapters in this collection identify analyse critique and challenge gender based inequalities whilst also highlighting the intersectional nature of gendered oppressions in the contemporary world order

**Principles of Banking Law** Ross Cranston,Emilios

Avgouleas,Kristin van Zwieten,Christopher Hare,Theodor Van Sante,2018 This third edition of the Principles of Banking Law provides an authoritative treatment of both domestic and international banking law This edition contains expanded coverage of developments in other comparable jurisdictions internet banking services and money laundering

**Islam, Marketing and Consumption** Aliakbar Jafari,Özlem Sandikci,2016-01-13 In recent years a critically oriented sub stream of research on

Muslim consumers and businesses has begun to emerge This scholarship located both within and outside the marketing field adopts a socio culturally situated approach to Islam and investigates the complex and multifaceted intersections between Islam and markets This book seeks to reflect various unheard and emerging critical voices from within the Muslim world and provide a series of critical insights on how if and why Islam matters to marketing theory and practice It questions the existing assumptions and polarising discussions which underpin the portrayal of Islam as the other of Modernity while acknowledging that Muslims themselves are partially responsible for creating stereotyped representations of Islam and the Muslim This wide ranging and insightful collection will advance emerging critical perspectives and provide new insights that will influence the generation and application of knowledge in the context of Muslim societies It will open up fresh conversations for scholars in marketing as well as the broader humanities and social sciences

**Born to Choose** John H Falk,2017-09-05 Born to

Choose is John H Falk s compelling account of why and how we make the endless set of choices we do every second of every day of our lives Synthesizing research from across the biological and social sciences Falk argues that human choice making is an evolutionarily ancient and complex process He suggests that all our choices are influenced by very basic and early evolving needs and that ultimately each choice is designed to support survival in the guise of perceived well being This engaging book breaks new intellectual ground and enhances our understanding not just of human choice making but human behavior overall

**Industry and Individuals: Branding, Labelling, and Marketing of Food Products** Daniel Adrian

Gardan,Paweł Bryła,Ionel Dumitru,Iuliana Petronela Gardan,2025-02-10 There is a growing interest in understanding the multifaceted factors that influence individuals food and dietary behaviors and purchasing choices These include psychological cultural economic and social factors However there is a need to delve deeper into the role of food and beverage companies industries and multinational corporations in shaping individuals dietary decisions and purchasing behaviors Despite ever increasing reliance on industry for providing fast convenient and affordable food limited research exists that

holistically synthesizes the influence of strategies employed by food companies on the intricate landscape of food consumption and purchasing. More and more food companies and industries battle for consumer attention in a world pushing for healthfulness and environmental and ethical sustainability. With individuals facing an increasingly diverse range of food options and marketing strategies, understanding the factors that guide their choices is critical for both businesses and policymakers. It is therefore crucial for us to understand the understanding usage and consumer perception of food labels including front of pack nutrition information and health claims and other aspects of food packaging design e.g. material colour usage branding. For example, there is an increased need to understand factors that may influence consumer perception around certain brand identities in the context of boycotting and fear of green washing.

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*Internet of Things From Hype to Reality* Ammar Rayes, Samer Salam, 2016-10-22

This book comprehensively describes an end-to-end Internet of Things (IoT) architecture that is comprised of devices, network, compute, storage, platform, applications, along with management and security components. It is organized into five main parts comprising a total of 11 chapters. Part I presents a generic IoT reference model to establish a common vocabulary for IoT solutions. This includes a detailed description of the Internet protocol layers and the Things sensors and actuators as well as the key business drivers to realize the IoT vision. Part II focuses on the IoT requirements that impact networking protocols and provides a layer-by-layer walkthrough of the protocol stack with emphasis on industry progress and key gaps. Part III introduces the concept of Fog computing and describes the drivers for the technology, its constituent elements, and how it relates and differs from Cloud computing. Part IV discusses the IoT services platform, the cornerstone of the solution, followed by the Security functions and requirements. Finally, Part V provides a treatment of the topic of connected ecosystems in IoT along with practical applications. It then surveys the latest IoT standards and discusses the pivotal role of open source in IoT. Faculty will find well-crafted questions and answers at the end of each chapter suitable for review and in-classroom discussion topics. In addition, the material in the book can be used by engineers and technical leaders looking to gain a deep technical understanding of IoT as well as by managers and business leaders looking to gain a competitive edge and

understand innovation opportunities for the future Dr Jim Spohrer IBM This text provides a very compelling study of the IoT space and achieves a very good balance between engineering technology focus and business context As such it is highly recommended for anyone interested in this rapidly expanding field and will have broad appeal to a wide cross section of readers i e including engineering professionals business analysts university students and professors Professor Nasir Ghani University of South Florida *Responsible Business in a Changing World* Belén Díaz Díaz,Nicholas Capaldi,Samuel O. Idowu,René Schmidpeter,2020-05-11 This book explores the current state of Corporate Social Responsibility CSR from an international perspective the goal being to share ideas and visions for a sustainable future and to provide useful guidelines for academics practitioners and policymakers in the context of the 2030 Agenda for Sustainable Development released by the United Nations Research on CSR has evolved considerably over the last three decades However there are still many unanswered questions concerning the sustainability of business in an increasingly changing world for example If most companies consider CSR to be valuable to their organizations why do only 15% of them systematically implement Social Responsibility initiatives If CSR has been found to be profitable for companies why are they so reluctant to develop an active internal CSR policy Why are there such significant differences in CSR adoption from country to country Why does it take a huge crisis to make politicians react and regulate certain core CSR issues This contributed volume answers these questions presenting a wealth of case studies and new approaches in the process **Financial Inclusion Regulatory Practices in SADC** Howard Chitimira,Tapiwa Warikandwa,2023-05-25 Against a background of calls to prioritise the improvement of financial inclusion in Africa this book provides an analysis of current financial inclusion measures in Southern Africa Evaluating the existing strengths and weaknesses of financial inclusion in Africa it identifies opportunities to improve inclusive financial services and aid poverty reduction in the region With a focus on South Africa Namibia Botswana and Zimbabwe as case studies for assessing current financial inclusion in the context of particular challenges faced by unbanked and underbanked customers who are easy targets for cybercriminals due to low levels of digital literacy it looks into the regulation and promotion of financial inclusion in Southern Africa The book explores financial inclusion in the context of digital transformation in the 21st century examining the regulation and promotion of financial inclusion in the context of digital transformation as well as the challenges related to financial inclusion Suggesting improvements to aspects of company law securities and financial markets in the Southern African Development Community region the book offers a comprehensive study on the regulation and promotion of financial inclusion in the Southern African Development Community region It will be essential reading for students and academics researching financial inclusion international economic law and development *Music Festivals and the Politics of Participation* Roxy Robinson,2016-04-29 The spread of UK music festivals has exploded since 2000 In this major contribution to cultural studies the lid is lifted on the contemporary festival scene Gone are the days of a handful of formulaic large events dominating the market place Across the country hundreds of

boutique gatherings have popped up drawing hundreds of thousands of festival goers into the fields Why has this happened What has led to this change In her richly detailed study industry insider Dr Roxy Robinson uncovers the dynamics that have led to the formation and evolution of the modern festival scene Tracing the history of the culture as far back as the fifties this book examines the tensions between authenticity and commerce as festivals grew into a widespread professionalized industry Setting the scene as a fragmented yet highly competitive market Music Festivals and the Politics of Participation examines the emergence of key trends with a focus on surrealist production and popular theatricality For the first time the transatlantic relationship between British promoters and the social experiment come festival Burning Man is documented uncovering its role in promoting a politics of participation that has dramatically altered the festival experience Taking an in depth approach to examining key events including the fastest growing independent music festival in recent years Hampshire s BoomTown Fair the UK market is shown to have produced a scene that champions co production and the democratization of festival space This is a vital text for anyone interested in British culture     Marketing Strategy Robert W.

Palmatier,Shrihari Sridhar,2020-12-31 Marketing Strategy offers a unique and dynamic approach based on four underlying principles that underpin marketing today All customers differ All customers change All competitors react and All resources are limited The structured framework of this acclaimed textbook allows marketers to develop effective and flexible strategies to deal with diverse marketing problems under varying circumstances Uniquely integrating marketing analytics and data driven techniques with fundamental strategic pillars the book exemplifies a contemporary evidence based approach This base toolkit will support students decision making processes and equip them for a world driven by big data The second edition builds on the first s successful core foundation with additional pedagogy and key updates Research based action oriented and authored by world leading experts Marketing Strategy is the ideal resource for advanced undergraduate MBA and EMBA students of marketing and executives looking to bring a more systematic approach to corporate marketing strategies New to this Edition Revised and updated throughout to reflect new research and industry developments including expanded coverage of digital marketing influencer marketing and social media strategies Enhanced pedagogy including new Worked Examples of Data Analytics Techniques and unsolved Analytics Driven Case Exercises to offer students hands on practice of data manipulation as well as classroom activities to stimulate peer to peer discussion Expanded range of examples to cover over 250 diverse companies from 25 countries and most industry segments Vibrant visual presentation with a new full colour design Accompanying online resources for this title can be found at [bloomsburyonlineresources.com/marketing-strategy-2e](http://bloomsburyonlineresources.com/marketing-strategy-2e) These resources are designed to support teaching and learning when using this textbook and are available at no extra cost

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