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(3 Hours)

[ Total Marks: 100

- N.B.: (1) Question No. 1 is compulsory.
  - (2) Attempt any four questions from remaining six questions.
  - (3) Figures to the right indicate full marks.
  - (4) Illustrate your answer with examples cases wherever possible.
- 1. Answer the following questions :-
  - (a) It is no longer enough to satisfy customers. You must delight them. Explain kotler views.
  - (b) Marketing is typically seen as the task of creating, promoting and delivering goods and services to consumers and business. Explain the scope of marketing.
- 2. (a) What factors should a company review before deciding to go abroad.
  - (b) What are the major ways of entering a Foreign Market. 6
  - (c) To what extent must the company adapt its products and marketing program to each country.
- 3. (a) How to ascertain competiters strategies, objectives strengths, and weakness and 8 reaction patterns?
  - (b) When should the company initiate a price change and how should it respond to a competiters price change?
  - (c) How does market research help in marketing.
- (a) What decisions do companies face to designing a sales force?
  (b) What do you understand by sales forecasting? Why is it necessary in 6.
  - (b) What do you understand by sales forecasting? Why is it necessary in marketing? What is its effect on the other functions in a company.
  - (c) Highlight the promotional values of advertising.
- 5. (a) Explain major Driven of New Economy.
  - (b) What are the Four 'P's of Marketing?
  - (c) Explain briefly cost of the lost customer.
- 6. (a) What do you understand by product life cycle?
  - (b) What challenges does a company face in developing new products.
  - (c) What way would you select a New Dealer.
- 7. Write short notes on any four :-
  - (a) The Growth of Direct Marketing
  - (b) Branding
  - (c) Relationship Marketing
  - (d) Celebrity Advertising
  - (e) Advertising Budget
  - (f) B2B
  - (g) Total Customer Satisfaction
  - (h) B2C.

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# **Table of Contents Sample Essay Questions For Marketing Management Exam**

- 1. Understanding the eBook Sample Essay Questions For Marketing Management Exam
  - The Rise of Digital Reading Sample Essay Questions For Marketing Management Exam
  - Advantages of eBooks Over Traditional Books
- 2. Identifying Sample Essay Questions For Marketing Management Exam
  - 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 Sample Essay Questions For Marketing Management Exam
  - User-Friendly Interface
- 4. Exploring eBook Recommendations from Sample Essay Questions For Marketing Management Exam
  - Personalized Recommendations
  - Sample Essay Questions For Marketing Management Exam User Reviews and Ratings
  - Sample Essay Questions For Marketing Management Exam and Bestseller Lists
- 5. Accessing Sample Essay Questions For Marketing Management Exam Free and Paid eBooks

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