

Model questionpaper  
Class: B.Com(Hons) Sem VI

Sub: C14 – Principles of Marketing

Group-A

(Objective Type Questions)

Answer all the questions:

समूह-अ  
(वस्तुनिष्ठप्रकारकेप्रश्न)  
सभीप्रश्नोकेउत्तरदे:

1. Select the correct answer of the following questions:

2x10 =20

निम्नलिखितप्रश्नोकेसहीउत्तरकाचयनकरे:

a) The strategy of introducing a product with high introductory price is called:

उच्चपरिचयात्मकमूल्यवालेउत्पादकोपेशकरनेकीरणनीतिकोकहाजाताहै:

- |                         |                        |
|-------------------------|------------------------|
| i. Penetration strategy | i। प्रवेशकीरणनीति      |
| ii. Skimming strategy   | ii। स्क्रीमिंगकीरणनीति |
| iii. Pull strategy      | iii। खींचोरणनीति       |
| iv. Push strategy       | iv। पुशरणनीति          |

Ans ii

b) The concept of 4 P's as element of marketing mix was given by:

विपणनमिश्रणकेतत्वकेरूपमें4पीकीअवधारणानिम्नलिखितद्वारादीगईथी:

- |                    |               |
|--------------------|---------------|
| i. Philip Kotler   | i। फिलिपकोटलर |
| ii. W.J. Stanton   | ii। स्टैंटन   |
| iii. E.J. McCarthy | iii। मैकार्थी |

# Salesmanagement N6 Questionpaper

**RJ Alexander**



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