

Con. 10757-12.

(REVISED COURSE)

KR-5586

( 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 :— 20
  - (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. 8
  - (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. 6
3.
  - (a) How to ascertain competitors strategies, objectives strengths, and weakness and reaction patterns ? 8
  - (b) When should the company initiate a price change and how should it respond to a competitors price change ? 6
  - (c) How does market research help in marketing. 6
4.
  - (a) What decisions do companies face to designing a sales force ? 8
  - (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. 6
  - (c) Highlight the promotional values of advertising. 6
5.
  - (a) Explain major Driven of New Economy. 6
  - (b) What are the Four 'P's of Marketing ? 6
  - (c) Explain briefly cost of the lost customer. 8
6.
  - (a) What do you understand by product life cycle ? 8
  - (b) What challenges does a company face in developing new products. 6
  - (c) What way would you select a New Dealer. 6
7. Write short notes on any four :— 20
  - (a) The Growth of Direct Marketing
  - (b) Branding
  - (c) Relationship Marketing
  - (d) Celebrity Advertising
  - (e) Advertising Budget
  - (f) B 2 B
  - (g) Total Customer Satisfaction
  - (h) B 2 C.

# Sample Essay Questions For Marketing Management Exam

**SA Dillow**



**Sample Essay Questions For Marketing Management Exam:**

Sample Essay Questions For Marketing Management Exam: Bestsellers in 2023 The year 2023 has witnessed a remarkable surge in literary brilliance, with numerous compelling novels enthralling the hearts of readers worldwide. Lets delve into the realm of bestselling books, exploring the engaging narratives that have enthralled audiences this year. The Must-Read :

Colleen Hoover's "It Ends with Us" This heartfelt tale of love, loss, and resilience has captivated readers with its raw and emotional exploration of domestic abuse. Hoover expertly weaves a story of hope and healing, reminding us that even in the darkest of times, the human spirit can triumph.

Sample Essay Questions For Marketing Management Exam : Taylor Jenkins Reid's "The Seven Husbands of Evelyn Hugo" This captivating historical fiction novel unravels the life of Evelyn Hugo, a Hollywood icon who defies expectations and societal norms to pursue her dreams. Reid's absorbing storytelling and compelling characters transport readers to a bygone era, immersing them in a world of glamour, ambition, and self-discovery.

Sample Essay Questions For Marketing Management Exam : Delia Owens' "Where the Crawdads Sing" This mesmerizing coming-of-age story follows Kya Clark, a young woman who grows up alone in the marshes of North Carolina. Owens spins a tale of resilience, survival, and the transformative power of nature, captivating readers with its evocative prose and mesmerizing setting.

These bestselling novels represent just a fraction of the literary treasures that have emerged in 2023. Whether you seek tales of romance, adventure, or personal growth, the world of literature offers an abundance of compelling stories waiting to be discovered.

The novel begins with Richard Papen, a bright but troubled young man, arriving at Hampden College. Richard is immediately drawn to the group of students who call themselves the Classics Club. The club is led by Henry Winter, a brilliant and charismatic young man. Henry is obsessed with Greek mythology and philosophy, and he quickly draws Richard into his world. The other members of the Classics Club are equally as fascinating. Bunny Corcoran is a wealthy and spoiled young man who is always looking for a good time. Charles Tavis is a quiet and reserved young man who is deeply in love with Henry. Camilla Macaulay is a beautiful and intelligent young woman who is drawn to the power and danger of the Classics Club. The students are all deeply in love with Morrow, and they are willing to do anything to please him. Morrow is a complex and mysterious figure, and he seems to be manipulating the students for his own purposes. As the students become more involved with Morrow, they begin to commit increasingly dangerous acts. The Secret History is an exceptional and gripping novel that will keep you speculating until the very end. The novel is a cautionary tale about the dangers of obsession and the power of evil.

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