

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

Lauren Gardner



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Environment Abstracts Annual 1989 Bowker Editorial Staff,R R Bowker Publishing,Bowker,1990

The book delves into Salesmanagement N6 Questionpaper. Salesmanagement N6 Questionpaper is a vital topic that needs to be grasped by everyone, from students and scholars to the general public. This book will furnish comprehensive and in-depth insights into Salesmanagement N6 Questionpaper, encompassing both the fundamentals and more intricate discussions.

1. This book is structured into several chapters, namely:
 - Chapter 1: Introduction to Salesmanagement N6 Questionpaper
 - Chapter 2: Essential Elements of Salesmanagement N6 Questionpaper
 - Chapter 3: Salesmanagement N6 Questionpaper in Everyday Life
 - Chapter 4: Salesmanagement N6 Questionpaper in Specific Contexts
 - Chapter 5: Conclusion
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4. In chapter 3, the author will examine the practical applications of Salesmanagement N6 Questionpaper in daily life. The third chapter will showcase real-world examples of how Salesmanagement N6 Questionpaper can be effectively utilized in everyday scenarios.
5. In chapter 4, the author will scrutinize the relevance of Salesmanagement N6 Questionpaper in specific contexts. The fourth chapter will explore how Salesmanagement N6 Questionpaper is applied in specialized fields, such as education, business, and technology.
6. In chapter 5, the author will draw a conclusion about Salesmanagement N6 Questionpaper. This chapter will summarize the key points that have been discussed throughout the book.

This book is crafted in an easy-to-understand language and is complemented by engaging illustrations. This book is highly recommended for anyone seeking to gain a comprehensive understanding of Salesmanagement N6 Questionpaper.

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Table of Contents Salesmanagement N6 Questionpaper

1. Understanding the eBook Salesmanagement N6 Questionpaper
 - The Rise of Digital Reading Salesmanagement N6 Questionpaper
 - Advantages of eBooks Over Traditional Books
2. Identifying Salesmanagement N6 Questionpaper
 - 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 Salesmanagement N6 Questionpaper
 - User-Friendly Interface
4. Exploring eBook Recommendations from Salesmanagement N6 Questionpaper
 - Personalized Recommendations
 - Salesmanagement N6 Questionpaper User Reviews and Ratings
 - Salesmanagement N6 Questionpaper and Bestseller Lists
5. Accessing Salesmanagement N6 Questionpaper Free and Paid eBooks
 - Salesmanagement N6 Questionpaper Public Domain eBooks
 - Salesmanagement N6 Questionpaper eBook Subscription Services
 - Salesmanagement N6 Questionpaper Budget-Friendly Options
6. Navigating Salesmanagement N6 Questionpaper eBook Formats
 - ePub, PDF, MOBI, and More
 - Salesmanagement N6 Questionpaper Compatibility with Devices
 - Salesmanagement N6 Questionpaper Enhanced eBook Features
7. Enhancing Your Reading Experience
 - Adjustable Fonts and Text Sizes of Salesmanagement N6 Questionpaper
 - Highlighting and Note-Taking Salesmanagement N6 Questionpaper
 - Interactive Elements Salesmanagement N6 Questionpaper

8. Staying Engaged with Salesmanagement N6 Questionpaper
 - Joining Online Reading Communities
 - Participating in Virtual Book Clubs
 - Following Authors and Publishers Salesmanagement N6 Questionpaper
9. Balancing eBooks and Physical Books Salesmanagement N6 Questionpaper
 - Benefits of a Digital Library
 - Creating a Diverse Reading Collection Salesmanagement N6 Questionpaper
10. Overcoming Reading Challenges
 - Dealing with Digital Eye Strain
 - Minimizing Distractions
 - Managing Screen Time
11. Cultivating a Reading Routine Salesmanagement N6 Questionpaper
 - Setting Reading Goals Salesmanagement N6 Questionpaper
 - Carving Out Dedicated Reading Time
12. Sourcing Reliable Information of Salesmanagement N6 Questionpaper
 - Fact-Checking eBook Content of Salesmanagement N6 Questionpaper
 - 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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