

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।स्कीइंगकीरणनीति |
| 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

**Tobias Bleicker**



## **Salesmanagement N6 Questionpaper:**

## The Enigmatic Realm of **Salesmanagement N6 Questionpaper**: Unleashing the Language is Inner Magic

In a fast-paced digital era where connections and knowledge intertwine, the enigmatic realm of language reveals its inherent magic. Its capacity to stir emotions, ignite contemplation, and catalyze profound transformations is nothing short of extraordinary. Within the captivating pages of **Salesmanagement N6 Questionpaper** a literary masterpiece penned by way of a renowned author, readers embark on a transformative journey, unlocking the secrets and untapped potential embedded within each word. In this evaluation, we shall explore the book's core themes, assess its distinct writing style, and delve into its lasting affect the hearts and minds of people who partake in its reading experience.

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