



(Pages : 2)

C – 4358

Reg. No. :

Name :

Second Semester B.B.A. Degree Examination, July 2017
Career Related First Degree Programme under CBCSS
Group 2(b)
Core Course
BM 1241 : MARKETING MANAGEMENT
(2014 Admission Onwards)

Time : 3 Hours

Max. Marks : 80

SECTION – A

I. Answer all questions in **one** or **two** sentences. Each question carries **1** mark.

- 1) Define marketing.
- 2) What is brand equity ?
- 3) What is sales forecasting ?
- 4) What is product bundle pricing ?
- 5) What is brand rejuvenation ?
- 6) Define positioning.
- 7) What is product line ?
- 8) What is relationship marketing ?
- 9) What is demarketing ?
- 10) What is a reference group ?

(1×10=10 Marks)

SECTION – B

II. Answer any **8** questions. Each question carries **2** marks.

- 11) What are the roles of distribution channels ?
- 12) Discuss the main objectives of sales promotion.
- 13) What is USP ?
- 14) Explain the features of departmental stores.
- 15) What are the essentials of a good brand ?
- 16) What is media planning ?

Marketing Management N5 Previous Year Question Papers

Arthur James Wells



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Computerworld, 1972-07-05 For more than 40 years Computerworld has been the leading source of technology news and information for IT influencers worldwide Computerworld s award winning Web site Computerworld com twice monthly publication focused conference series and custom research form the hub of the world s largest global IT media network

Cultivator and Country Gentleman, 1868 *The Cultivator & Country Gentleman*, 1868 Human Resource Management and Internal Marketing Teena Mishra, 2022-12-30 This book explains various key concepts of internal marketing and its relation to human resource management commitment service quality market orientation etc Various human resource

models are insufficient to define internal marketing Therefore there is a need to focus on the models and key concepts of human resource management and internal marketing and in what way they contribute to organizational success It involves motivation internal market research internal communication internal segmentation employee retention inter functional coordination and internal branding The current need for human resource management is to link human resource management and marketing practices which are called internal marketing Internal marketing plays an eminent role in organizational success This book helps students practitioners start ups and educationists This is a research monograph that will assist an organization to decide the future of human resource management as well as organizational development This book is for marketing as well as human resource discipline as internal marketing is the integration of marketing and human resource management Due to new technology globalization and liberalization market need and demand are also changing thus it is necessary to understand new trends in the application of human resources Therefore it is necessary to motivate and satisfy internal customers and make them market and skill oriented

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The Palgrave Handbook of Research Design in Business and Management K. Strang, 2015-03-05 The Palgrave Handbook of Research Design in Business and Management uses a new state of the art research design typology model to guide researchers in creating the blueprints for their experiments By focusing on theory and cutting edge empirical best practices this handbook utilizes visual techniques to appease all learning styles **Business Periodicals Index** ,1996

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