

SET A

PART I
PAPER – III – 12QCM03
MARKETING MANAGEMENT
M.Phil – Degree Examination

Time: 3 Hours

Max.Marks: 75

PART – A
Answer All Questions. (5 x 5 = 25)
All Questions carry equal marks

1. (a) Define Marketing and discuss its significance in the Modern World.
(or)
(b) Explain the Objectives of Marketing Management.
2. (a)What is meant by Market Segmentations? What are the criteria of successful Market segmentation?
(or)
(b) Enumerate the stages of Product Life Cycle.
3. (a) Explain the Objectives of Pricing Policy of a business firm.
(or)
(b) Is it essential to use an Advertising Agency?
4. (a) Explain in brief the Five stages in the Buying Decision process.
(or)
(b) Describe the Marketing Mix for Service Industries.
5. (a) What are the Problems faced by E-Business People.
(or)
(b) Who is retailer and What is his Function?

PART – B
Answer All Questions. (5 x 10 = 50)
All Questions carry equal marks

6. (a) Discuss the uses of Marketing Research.
(or)
(b) Some of the Environmental forces are controllable whereas the others are beyond

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LP Steffe



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