

Semester Two Assessment, 2016

Student ID _____

Faculty / Dept: Management and Marketing

Subject Code: MKTG10001

Subject Name: PRINCIPLES OF MARKETING

Writing time: 2 hrs

Reading: 15 minutes

Open Book status: No

Number of pages (including this page): 2 pages

Authorised Materials:

Students are permitted to bring in English-Other Language Translation Dictionaries without added text. These dictionaries cannot be in electronic form. All dictionaries will be checked during reading time.

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This examination contributes 60% to the final subject mark.

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deeper understanding of key marketing concepts Ethics covers various distribution structures and retailing formats emphasising logistics and channel management Unit V Promotion Decisions Emerging Developments Discusses integrated marketing communication tools advertising personal selling sales promotion PR and extend to relationship marketing digital platforms and ethical marketing practices Chapter end Enhancements o Discussion Questions Reinforce learning and foster classroom dialogue o Case Studies Illustrate practical company scenarios e q Nestle Gillette Britannia o Case based Practical Exercises Developed in alignment with NEP these exercises encourage experiential learning through role plays group discussions and project work CIM Coursebook 03/04 Marketing Management in Practice Tony Curtis, 2012-09-11 Each coursebook includes access to MARKETINGONLINE where you can Annotate customise and create personally tailored notes using the electronic version of the coursebook Receive regular tutorials on key topics Search the coursebook online for CIM Coursebook Marketing Essentials Jim Blythe, 2012-08-06 Butterworth easy access to definitions and key concepts Heinemann's CIM Coursebooks have been designed to match the syllabus and learning outcomes of our new qualifications and should be useful aids in helping students understand the complexities of marketing The discussion and practical application of theories and concepts with relevant examples and case studies should help readers make immediate use of their knowledge and skills gained from the qualifications Professor Keith Fletcher Director of Education The Chartered Institute of Marketing Here in Dubai we have used the Butterworth Heinemann Coursebooks in their various forms since the very beginning and have found them most useful as a source of recommended reading material as well as examination preparation Alun Epps CIM Centre Co ordinator Dubai University College United Arab Emirates Butterworth Heinemann s official CIM Coursebooks are the definitive companions to the CIM professional marketing qualifications The only study materials to be endorsed by The Chartered Institute of Marketing CIM all content is carefully structured to match the syllabus and is written in collaboration with the CIM faculty Now in full colour and a new student friendly format key information is easy to locate on each page Each chapter is packed full of case studies study tips and activities to test your learning and understanding as you go along The coursebooks are the only study guide reviewed and approved by CIM The Chartered Institute of Marketing Each book is crammed with a range of learning objectives cases questions activities definitions study tips and summaries to support and test your understanding of the theory Past examination papers and examiners reports are available online to enable you to practise what has been learned and help prepare for the exam and pass first time Extensive online materials support students and tutors at every stage Based on an understanding of student and tutor needs gained in extensive research brand new online materials have been designed specifically for CIM students and created exclusively for Butterworth Heinemann Check out exam dates on the Online Calendar see syllabus links for each course and access extra mini case studies to cement your understanding Explore marketingonline co uk and access online versions of the coursebooks and further reading from Elsevier and Butterworth Heinemann INTERACTIVE FLEXIBLE

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