

11. From the following information relating to X Ltd. company, prepare BCG Matrix and also analyse it. 4+3
= 7

Product	Revenues (In ₹)	Percent Revenues	Profit (In ₹)	Percent Profit	Percentage Market Share	Percentage Industry Growth Rate
A	60 Crore	48	1200 Lakh	48	80	+ 15
B	40 Crore	32	500 Lakh	20	40	+ 10
C	20 Crore	16	750 Lakh	30	60	- 20
D	05 Crore	04	50 Lakh	02	05	- 10
Total	125 Crore	100	2500 Lakh	100		

12. (a) Identify the Generic Strategy used in the following examples : 3

- (i) Bell Computer has decided to rely exclusively on direct marketing.
- (ii) Our basic strategy was to charge a price so low that micro computer makers couldn't do the software internally for that cheaply.
- (iii) "MD TV", a TV channel has identified a profitable audience niche in the electronic media. It has further exploited that niche through the addition of new channels like "MD TV" Profit and Image.

- (b) What do you mean by Logistic Strategy ? What are the different areas to examine while developing a logistic strategy ? 1+3
= 4

Ipcc November 2013 Question Paper

Ying Liu



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