

ST. JOSEPH'S EVENING COLLEGE (AUTONOMOUS)
III SEMESTER BBA EXAMINATION - OCTOBER 2018

MARKETING MANAGEMENT

Duration: 2.5 Hours

Max. Marks: 70

SECTION - A

I) Answer any TEN of the following questions.

(10x3=30)

1. Define Marketing Management.
2. What is TQM?
3. What is market segmentation?
4. Define Advertising.
5. Mention any two features of E-CRM.
6. What is marketing mix?
7. What is Franchising?
8. What is Green Marketing?
9. What is Product Life Cycle?
10. Expand POP, SEO, SEM, SMS.
11. What is Consumer Behaviour?
12. Give the meaning of social networked marketing.

SECTION - B

II) Answer any FOUR of the following questions.

(4x5=20)

13. Explain the various stages of Product life cycle with an example.
14. "Advertising is economically beneficial but not socially justifiable" Explain.
15. Explain the emerging trends in marketing.
16. Write short notes on: Search engine marketing
Consumer relationship marketing.
17. What is branding? State with meaning the different types of Brands.
18. Explain the importance and benefits of CRM.

SECTION - C

III) Answer any TWO of the following questions.

(2x10=20)

19. Explain the micro and macro environmental factors of marketing environment.
20. Explain the basis of market segmentation. Give examples.
21. Explain the Pricing Policies.
22. What is channel of distribution? Explain the different channels of distribution.

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Discover the Magic : Delia Owens' "Where the Crawdads Sing" This mesmerizing coming-of-age story follows Kya Clark, a young woman who grows up alone in the marshes of North Carolina. Owens spins a tale of resilience, survival, and the transformative power of nature, captivating readers with its evocative prose and mesmerizing setting.

These bestselling novels represent just a fraction of the literary treasures that have emerged in 2023. Whether you seek tales of romance, adventure, or personal growth, the world of literature offers an abundance of compelling stories waiting to be discovered.

The novel begins with Richard Paffenbarger, a bright but troubled young man, arriving at Hampden College. Richard is immediately drawn to the group of students who call themselves the Classics Club. The club is led by Henry Winter, a brilliant and charismatic young man. Henry is obsessed with Greek mythology and philosophy, and he quickly draws Richard into his world. The other members of the Classics Club are equally as fascinating. Bunny Corcoran is a wealthy and spoiled young man who is always looking for a good time. Charles Tavis is a quiet and reserved young man who is deeply in love with Henry. Camilla Macaulay is a beautiful and intelligent young woman who is drawn to the power and danger of the Classics Club. The students are all deeply in love with Morrow, and they are willing to do anything to please him. Morrow is a complex and mysterious figure, and he seems to be manipulating the students for his own purposes. As the students become more involved with Morrow, they begin to commit increasingly dangerous acts.

The Secret History is a brilliant and thrilling novel that will keep you speculating until the very end. The novel is a cautionary tale about the dangers of obsession and the power of evil.

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