

Q.P. Code : 31067

[Time: 2½ Hours]

[Marks: 75]

- N.B:** Please check whether you have got the right question paper.
 1. All questions are compulsory subject to internal choice
 2. Figures to the right indicate full marks.

1. Attempt any two questions 15
 - a) Define international marketing. Discuss its features.
 - b) Define trade blocks. Explain the degree of integration chosen by countries.
 - c) "International marketing is not as easy as domestic marketing" throw light on the statement with respect to the challenges faced in International Marketing.
2. Attempt any two questions 15
 - a) Explain the components of International Marketing Environment.
 - b) Write a note on
 - (i) World bank
 - (ii) IMF
 - (iii) IFC
 - c) Explain the process of International Marketing Research.
3. Attempt any two questions 15
 - a) Propose an argument on Product Standardisation and Product Adaptation with suitable example.
 - b) As a company intending to enter the international markets, identify the various channels of distribution that you would consider for entry in the market.
 - c) What are the different methods of pricing in international market?
4. Attempt any two questions 15
 - a) What are the drivers for global service marketing?
 - b) What is meant by international organisational design? Explain the types of organisational structure in International business.
 - c) How should an export firm proceed to devise international marketing plan.
5. Case Study 15

You are an FMCG company planning to launch a herbal soap in International market.

 1. Design a suitable marketing mix plan for the company. 7.5
 2. What will be the mode of entry that you will adopt for product distribution. 7.5

International Marketing Exam Paper

Karen Beamish, Ruth Ashford



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82 2012 December Paper III 83 90 2013 June Paper II 91 97 2013 June Paper III 98 109 2013 September Paper II 110 118
2013 September Paper III 119 129 2013 December Paper II 130 136 2013 December Paper III 137 147 2014 June Paper II
148 155 2014 June Paper III 156 167 2014 December Paper II 168 174 2014 December Paper III 175 184 2015 June Paper II
185 190 2015 June Paper III 191 201 2015 December Paper II 202 210 2015 December Paper III 211 223 2016 July Paper II
224 233 2016 July Paper III 234 247 2016 September Paper II 248 256 2016 September Paper III 257 271 2017 January
Paper II 272 279 2017 January Paper III 280 292 2017 November Paper II 293 300 2017 November Paper III 301 312 2018
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Table of Contents International Marketing Exam Paper

1. Understanding the eBook International Marketing Exam Paper
 - The Rise of Digital Reading International Marketing Exam Paper
 - Advantages of eBooks Over Traditional Books
2. Identifying International Marketing Exam Paper
 - Exploring Different Genres
 - Considering Fiction vs. Non-Fiction
 - Determining Your Reading Goals
3. Choosing the Right eBook Platform
 - Popular eBook Platforms
 - Features to Look for in an International Marketing Exam Paper
 - User-Friendly Interface
4. Exploring eBook Recommendations from International Marketing Exam Paper
 - Personalized Recommendations
 - International Marketing Exam Paper User Reviews and Ratings
 - International Marketing Exam Paper and Bestseller Lists

5. Accessing International Marketing Exam Paper Free and Paid eBooks
 - International Marketing Exam Paper Public Domain eBooks
 - International Marketing Exam Paper eBook Subscription Services
 - International Marketing Exam Paper Budget-Friendly Options
6. Navigating International Marketing Exam Paper eBook Formats
 - ePub, PDF, MOBI, and More
 - International Marketing Exam Paper Compatibility with Devices
 - International Marketing Exam Paper Enhanced eBook Features
7. Enhancing Your Reading Experience
 - Adjustable Fonts and Text Sizes of International Marketing Exam Paper
 - Highlighting and Note-Taking International Marketing Exam Paper
 - Interactive Elements International Marketing Exam Paper
8. Staying Engaged with International Marketing Exam Paper
 - Joining Online Reading Communities
 - Participating in Virtual Book Clubs
 - Following Authors and Publishers International Marketing Exam Paper
9. Balancing eBooks and Physical Books International Marketing Exam Paper
 - Benefits of a Digital Library
 - Creating a Diverse Reading Collection International Marketing Exam Paper
10. Overcoming Reading Challenges
 - Dealing with Digital Eye Strain
 - Minimizing Distractions
 - Managing Screen Time
11. Cultivating a Reading Routine International Marketing Exam Paper
 - Setting Reading Goals International Marketing Exam Paper
 - Carving Out Dedicated Reading Time
12. Sourcing Reliable Information of International Marketing Exam Paper
 - Fact-Checking eBook Content of International Marketing Exam Paper
 - Distinguishing Credible Sources
13. Promoting Lifelong Learning

- Utilizing eBooks for Skill Development
- Exploring Educational eBooks

14. Embracing eBook Trends

- Integration of Multimedia Elements
- Interactive and Gamified eBooks

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