

D 90523

Name.....

Reg. No.....

**FOURTH SEMESTER B.B.A., LL.B. (HONOURS) DEGREE EXAMINATION
NOVEMBER 2020**

B.B.A., LL.B.

CM 14—MARKETING MANAGEMENT

Time : Three Hours

Maximum : 75 Marks

Part A

*Write short answer to any six questions.
All questions carry equal marks.*

- | | |
|----------------------------|-----------------------------|
| 1. The Production Concept. | 2. Internal Marketing. |
| 3. Style. | 4. Personal Selling. |
| 5. Product Positioning. | 6. Market Skimming Pricing. |
| 7. Social Media Marketing. | 8. Media Planning. |

(6 × 5 = 30 marks)

Part B

*Answer any two questions.
All questions carry equal marks.*

9. Define Branding. Explain different types of branding with examples.
10. What are the different stages in Product life cycle and explain different marketing strategies adopted for each stage ?
11. "Sales Promotion is important both for manufacturer and consumers". Explain how ?

(2 × 10 = 20 marks)

Part C

*Answer any two questions.
All questions carry equal marks.*

12. What you mean by marketing mix ? Explain marketing mix elements and its importance in marketing management.
13. Explain different types of Print and Electronic advertising media with its merits and demerits.
14. Discuss the important market factors affecting choice of channel of distribution and elucidate different types of distribution channels.

(2 × 12½ = 25 marks)

Marketing Management Nquestion Papers

Dheeraj Kumar Singh



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Table of Contents Marketing Management Nquestion Papers

1. Understanding the eBook Marketing Management Nquestion Papers
 - The Rise of Digital Reading Marketing Management Nquestion Papers
 - Advantages of eBooks Over Traditional Books
2. Identifying Marketing Management Nquestion Papers
 - 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 Marketing Management Nquestion Papers
 - User-Friendly Interface
4. Exploring eBook Recommendations from Marketing Management Nquestion Papers
 - Personalized Recommendations
 - Marketing Management Nquestion Papers User Reviews and Ratings
 - Marketing Management Nquestion Papers and Bestseller Lists
5. Accessing Marketing Management Nquestion Papers Free and Paid eBooks
 - Marketing Management Nquestion Papers Public Domain eBooks
 - Marketing Management Nquestion Papers eBook Subscription Services
 - Marketing Management Nquestion Papers Budget-Friendly Options
6. Navigating Marketing Management Nquestion Papers eBook Formats
 - ePub, PDF, MOBI, and More
 - Marketing Management Nquestion Papers Compatibility with Devices
 - Marketing Management Nquestion Papers Enhanced eBook Features
7. Enhancing Your Reading Experience
 - Adjustable Fonts and Text Sizes of Marketing Management Nquestion Papers
 - Highlighting and Note-Taking Marketing Management Nquestion Papers
 - Interactive Elements Marketing Management Nquestion Papers
8. Staying Engaged with Marketing Management Nquestion Papers

- Joining Online Reading Communities
- Participating in Virtual Book Clubs
- Following Authors and Publishers Marketing Management Nquestion Papers
- 9. Balancing eBooks and Physical Books Marketing Management Nquestion Papers
 - Benefits of a Digital Library
 - Creating a Diverse Reading Collection Marketing Management Nquestion Papers
- 10. Overcoming Reading Challenges
 - Dealing with Digital Eye Strain
 - Minimizing Distractions
 - Managing Screen Time
- 11. Cultivating a Reading Routine Marketing Management Nquestion Papers
 - Setting Reading Goals Marketing Management Nquestion Papers
 - Carving Out Dedicated Reading Time
- 12. Sourcing Reliable Information of Marketing Management Nquestion Papers
 - Fact-Checking eBook Content of Marketing Management Nquestion Papers
 - 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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