



1st Regd MBA

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14MBA15

First Semester MBA Degree Examination, Dec.2014/Jan.2015
Marketing Management

Time: 3 hrs.

Max. Marks: 100

SECTION - A

Note : Answer any FOUR questions from Q.No.1 to Q.No.7.

- | | | |
|---|--|------------|
| 1 | What are needs, wants and demand? | (10 Marks) |
| 2 | Mention the different buying roles in study of consumer behaviour. | (10 Marks) |
| 3 | What is STP? Define. | (10 Marks) |
| 4 | Explain product mix with an example. | (10 Marks) |
| 5 | Write about significance of pricing. | (10 Marks) |
| 6 | Explain briefly on AIDA model. | (10 Marks) |
| 7 | What is Marketing Audit? | (10 Marks) |

SECTION - B

Note : Answer any FOUR questions from Q.No.1 to Q.No.7.

- | | | |
|---|---|------------|
| 1 | It is very important for a marketer to understand the consumer and his environment. Explain various factors affecting consumer behaviour. | (17 Marks) |
| 2 | Marketing has evolved over a period of time. What are the various stages of evolution of marketing? Explain. | (17 Marks) |
| 3 | Detail out the various bases for segmenting consumer markets. | (17 Marks) |
| 4 | Packaging acts like a silent salesman. Do you agree with the statement? Justify your answer. | (17 Marks) |
| 5 | Explain the factors affecting channel choice. | (17 Marks) |
| 6 | What are push and pull strategies? Which one do you think is better? Explain these strategies with example. | (17 Marks) |
| 7 | Enlist and explain the various steps involved in marketing planning. | (17 Marks) |

SECTION - C

Note : Answer any FOUR questions from Q.No.1 to Q.No.7.

- | | | |
|---|---|------------|
| 1 | What do you understand by Marketing Environment? What are Micro and Macro environmental factors? Explain in detail. | (18 Marks) |
| 2 | What is the need of studying consumer behaviour? Explain Howard – Sheth model of consumer behaviour. | (18 Marks) |

Important Note : 1. On completing your answer, compulsorily draw diagonal lines here on the remaining blank pages.
2. Any scribbling of characters, symbols or numbers and/or equations within or/after the question number eg. Q10 - 50 will be treated as malpractice.

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IM Harris



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