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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 writing of characters, symbols or figures and/or equations within or outside the box will be treated as irrelevant.

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**Christian Drosten**



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