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# 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. I to Q.No. 7.

10	What are needs, wants and demand?	(60 Marks)
2	Mention the different buying roles in study of consumer behaviour.	
3	What is STP? Define.	(80 Marks)
4	Explain product mix with an example.	(90) Sharked
5	Write about significance of pricing.	(60 Marks)
6	Explain briefly on AIDA model.	010 Miserios

#### SECTION - III

#### Note: Amoree any FOUR questions from Q.No. I to Q.No. 7.

- It is very important for a nurketer to bidderstand the consumer and his environment. Explain various factors affecting communic behaviour.
  (87 Marks)
- 2 Marketing has evolved over a period of time. What are the various stages of evolution of resolvening? Explain.
- 4 Packaging acra like a silent salesman. Do you agree with the statument? Justify your unawer.
  OFT Market
- 5 Explain the factors affecting channel choice. 997 Marks)
- 6 What hee push and pull strategies? Which one do you think is better? Explain these strategies with example.
- 7 Enlist and explain the various steps involved in marketing planning.

#### SECTION - C

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

- I. What do you understand by Marketing Environment? What are Micro and Macro unvironmental factors? Explain in detail. (20 Marks)
- What is the need of studying consumer behaviour? Explain Howard Sheth model of consumer behaviour.
  (18 Marko)

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Judd E. Hollander

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