



SM – 527

IV Semester B.B.A. Examination, May/June 2018
CBCS (2015-16 and Onwards)

(Fresh + Repeaters)

BUSINESS ADMINISTRATION

Paper – 4.3 : Marketing Management

Time : 3 Hours

Max. Marks : 70

Instruction : Answer should be written in English only.

SECTION – A

Answer any five questions. Each question carries 2 marks :

(5×2=10)

1. a) Define marketing.
- b) What do you mean by marketing environment ?
- c) What do you mean by marketing mix ?
- d) Define market segmentation.
- e) Define CRM.
- f) What is telemarketing ?
- g) What is personal selling ?

SECTION – B

Answer any three of the following questions. Each question carries 6 marks : (3×6=18)

2. Explain the goals of marketing.
3. Write any six differences between micro and macro marketing environment.
4. Briefly explain the objectives of pricing.
5. What are the advantages of branding ?
6. Explain briefly the requisites of sound market segmentation.

P.T.O.

Marketing Management Question Papers

Dheeraj Kumar Singh



Marketing Management Question Papers:

08 PGT Commerce Chapter-wise Question Bank - Unit 8: Human Resource Management & Marketing Management Dheeraj Kumar Singh, **Goyal's ISC Commerce Question Bank with Model Test Papers for Class 12 Semester 2 Examination 2022** Goyal Brothers Prakashan, 2022-01-01 Goyal's ISC Commerce Question Bank with Model Test Papers for Class 12 Semester 2 Examination 2022 CISCE's Modified Assessment Plan for Academic Year 2021-22 Reduced and Bifurcated Syllabus for Semester 2 Examination Chapterwise Summary and Important Points Chapterwise Question Bank has all varieties of expected Questions with answers for Semester 2 Examination to be held in March-April 2022 Specimen Question Paper Solved for Semester 2 Examination issued by CISCE 5 Model Test Papers based on the latest specimen question paper issued by CISCE for Semester 2 Examination to be held in March-April 2022 Goyal Brothers Prakashan *Oswaal Karnataka 2nd PUC Question Bank Class 12 Business Studies | Chapterwise & Topicwise Previous Solved Papers (2017-2024) | For Board Exams 2025* Oswaal Editorial Board, 2024-05-29 Description of the Product 100% Updated for 2024-25 with Latest Reduced Karnataka PUE Syllabus Concept Clarity with Concept-wise Revision Notes Mind Maps Mnemonics 100% Exam Readiness with Previous Year's Questions Board Scheme of Valuation Answers Valuable Exam Insights with 2000 NCERT Exemplar Questions Extensive Practice 2 Model Papers 3 Online Model Papers *Oswaal CBSE Question Bank Class 12 English Core, Accountancy, Business Studies & Economics (Set of 4 Books) Chapterwise and Topicwise Solved Papers For Board Exams 2025* Oswaal Editorial Board, 2024-02-15 Description of the product 100% Updated Syllabus Fully Solved Board Papers we have got you covered with the latest and 100% updated curriculum Crisp Revision with Topic-wise Revision Notes Smart Mind Maps Extensive Practice with 3000 Questions Board Marking Scheme Answers to give you 3000 chances to become a champ Concept Clarity with 1000 Concepts 50 Concept Videos for you to learn the cool way with videos and mind-blowing concepts NEP 2020 Compliance with Competency-Based Questions for you to be on the cutting edge of the coolest educational trends **Services Marketing Management** Hans Kasper, Piet van Helsen, Wouter de Vries, 1999-07-27 *Services Marketing Management An International Perspective* Services Marketing Management provides students with an understanding of services marketing in an international context Based on the authors' views about the essence of marketing in concepts such as market orientation long-term relationships quality and ultimately satisfaction this unique book includes the latest developments in Europe Northern America and Australasia The text is built around four themes The fundamentals of services marketing management A new classification of services based on an extensive overview of existing classifications The definition of four new types of services The increasing trend to the internationalization of services The benefits of this book are threefold the reader will have an understanding of services marketing management in both a national and an international context be able to manage a market-oriented service organization and be able to deliver excellent service quality leading to long-term relationships with customers and employees

Numerous examples illustrate key points discussed in the text and each chapter concludes with a case study

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Readings in Marketing: the Qualitative and Quantitative Areas Philip R. Cateora, Lee Richardson, 1967 *Hong Kong Marketing Management at the Crossroads*, 1989 **Paper Trade Journal**, 1921 *Selected Papers from the ... International Seminar on Marketing Management*, 1963 *A Collection of Cases in Marketing Management* H. Robert Dodge, William G. Zikmund, 1987

Marketing Management Philip Kotler, Margaret H. Cunningham, Ronald E. Turner, 2001 Appropriate for graduate and undergraduate courses in Marketing Management An international marketing classic the tenth edition of Marketing Management highlights the most current trends and developments in global marketing from a Canadian perspective The text prepares students for a decision making role in organizations through the managerial orientation of its approach All the concepts and tools for analyzing any market and or environment are covered as well as the principles for measuring and forecasting marketing and techniques used for marketing segmentation targeting and positioning Key themes developed in the tenth edition include Marketing for the 21st Century looking to the future trends in marketing and business changes in the marketplace E commerce and the Internet uses of technology marketing on the web using the web Customer driven marketing focus on the customer customer lifetime value customer retention delivering superior value customer satisfaction and Marketing around the globe trends problems in global marketing

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International Journal of Technology Management, 1999 **Cases in Marketing Management and Strategy** John A. Quelch, 1996 For senior year

undergraduate Marketing courses and first year MBA courses in Marketing International Asian Business The book provides a broad based approach to Asia Pacific marketing case studies Cases include studies on products and services consumer and business markets profit and non profit organizations Asian firms operating within and outside of the region as well as non Asian companies operating in Asia small and large enterprises manufacturing and trading businesses and low and high technology industries Marketing Management: Analysis, Planning, and Control Philip Kotler,1967 **Marketing Management** Martin Zober,1964 Textbook on marketing management with particular reference to the USA includes the factors of consumer orientation development planning of a new product research prices the salesperson publicity financial aspects costs forecasting operational research and the use of EDP consumer Motivation for buying and antimonopoly legislation References **Market Segmentation; Concepts and Applications** James F. Engel,Henry F. Fiorillo,Murray Alexander Cayley,1972 *ABU Journal of Marketing Management* ,2006-06 Paper ,1917

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