

Con. 10757-12.

(REVISED COURSE)

KR-5586

(3 Hours)

[Total Marks : 100

- N.B. :** (1) Question No. 1 is compulsory.
 (2) Attempt any four questions from remaining six questions.
 (3) Figures to the right indicate full marks.
 (4) Illustrate your answer with examples cases wherever possible.
1. Answer the following questions :- 20
 - (a) It is no longer enough to satisfy customers. You must delight them. Explain kotler views. 8
 - (b) Marketing is typically seen as the task of creating, promoting and delivering goods and services to consumers and business. Explain the scope of marketing. 6
 2.
 - (a) What factors should a company review before deciding to go abroad. 8
 - (b) What are the major ways of entering a Foreign Market. 6
 - (c) To what extent must the company adapt its products and marketing program to each country. 6
 3.
 - (a) How to ascertain competitors strategies, objectives strengths, and weakness and reaction patterns ? 8
 - (b) When should the company initiate a price change and how should it respond to a competitors price change ? 6
 - (c) How does market research help in marketing. 6
 4.
 - (a) What decisions do companies face to designing a sales force ? 8
 - (b) What do you understand by sales forecasting ? Why is it necessary in marketing ? What is its effect on the other functions in a company. 6
 - (c) Highlight the promotional values of advertising. 6
 5.
 - (a) Explain major Driven of New Economy. 6
 - (b) What are the Four 'P's of Marketing ? 6
 - (c) Explain briefly cost of the lost customer. 8
 6.
 - (a) What do you understand by product life cycle ? 8
 - (b) What challenges does a company face in developing new products. 6
 - (c) What way would you select a New Dealer. 6
 7. Write short notes on any four :- 20
 - (a) The Growth of Direct Marketing
 - (b) Branding
 - (c) Relationship Marketing
 - (d) Celebrity Advertising
 - (e) Advertising Budget
 - (f) B 2 B
 - (g) Total Customer Satisfaction
 - (h) B 2 C.

Strategic Marketing Management Exam Papers

Helen Meek, Richard Meek



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Decisions Isobel Doole, Robin Lowe, 2007-07-11 Elsevier Butterworth Heinemann's 2006/07 CIM Coursebook series offers you the complete package for exam success. Fully reviewed by CIM and updated by the examiner, the coursebook offers everything you need to keep you on course. Strategic Marketing Management (RLE Marketing) Gordon Foxall, 2014-09-15 This book considers marketing management within the overall corporate system of business policy making, strategic planning and the implementation and control of effective plans. The information requirements of marketing management are highlighted and the marketing information system concept is developed within the framework of managerial information systems. In the chapters which deal with the elements of the marketing mix, the interrelated nature of these variables is emphasized. The book illustrates how the successful marketing manager can master each weapon in the marketing armoury and how s/he can integrate those weapons to achieve the right mix for each product. The accent on integrated marketing continues in the final section where differentiated marketing is presented as an integrative framework and where the systematic control of marketing operations is described. This book is for students who will one day be managers; its emphasis is therefore on what is possible in marketing management and the most effective means by which marketing objectives can be attained.

Strategic Marketing Management: Theory and Practice Alexander Chernev, 2019-01-01 Strategic Marketing Management: Theory and Practice offers a systematic overview of the fundamentals of marketing theory, defines the key principles of marketing management and presents a value-based framework for developing viable market offerings. The theory presented stems from the view of marketing as a value creation process that is central to any business enterprise. The discussion of marketing theory is complemented by a set of practical tools that enable managers to apply the knowledge contained in the generalized frameworks to specific business problems and market opportunities. The information on marketing theory and practice contained in this book is organized into eight major parts. The first part defines the essence of marketing as a business discipline and outlines an overarching framework for marketing management that serves as the organizing principle for the information presented in the rest of the book. Specifically, we discuss the role of marketing management as a value creation process, the essentials of marketing strategy and tactics as the key components of a company's business model and the process of developing an actionable marketing plan. Part Two focuses on understanding the market in which a company operates. Specifically, we examine how consumers make choices and outline the main steps in the customer decision journey that lead to the purchase of a company's offerings. We further discuss the ways in which companies conduct market research to gather market insights in order to make informed decisions and develop viable courses of action. Part Three covers issues pertaining to the development of a marketing strategy that will guide the company's tactical activities. Here we focus on three fundamental aspects of a company's marketing strategy: the identification of target customers, the development of a customer value proposition and the development of a value proposition for the company and its collaborators. The discussion of the strategic aspects of marketing management includes an in-depth analysis

of the key principles of creating market value in a competitive context The next three parts of the book focus on the marketing tactics viewed as a process of designing communicating and delivering value Part Four describes how companies design their offerings and specifically how they develop key aspects of their products services brands prices and incentives In Part Five we address the ways in which companies manage their marketing communication and the role of personal selling as a means of persuading customers to choose purchase and use a company s offerings Part Six explores the role of distribution channels in delivering the company s offerings to target customers by examining the value delivery process both from a manufacturer s and a retailer s point of view The seventh part of the book focuses on the ways in which companies manage growth Specifically we discuss strategies used by companies to gain and defend market position and in this context address the issues of pioneering advantage managing sales growth and managing product lines We further address the process of developing new market offerings and the ways in which companies manage the relationship with their customers The final part of this book presents a set of tools that illustrate the practical application of marketing theory Specifically Part Eight delineates two workbooks a workbook for segmenting the market and identifying target customers and a workbook for developing the strategic and tactical components of a company s business model This part also contains examples of two marketing plans one dealing with the launch of a new offering and the other focused on managing an existing offering

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management, examination paper ,1999 **Hospitality Marketing Management** Robert D. Reid,David C.

Bojanic,2009-02-09 Completely revised and updated to include more information on Internet marketing tourism marketing marketing technology and international business Hospitality Marketing Management Fifth Edition is a comprehensive core marketing text This popular textbook explores marketing and themes unique to hospitality and tourism with a focus on the practical applications of marketing rather than marketing theory It provides readers with the tools they need to successfully execute marketing campaigns for a hospitality business no matter what their specialty **Managing Marketing**

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