

SARASWAT VIDYALAYA'S
SRIDORA CACULO COLLEGE OF COMMERCE & MANAGEMENT STUDIES

Khorlim, Mapusa – Goa

B. COM. SECOND SEMESTER END EXAMINATION, APRIL 2018

W.E.F 2013-14 (NEW SYLLABUS)

Duration: - 2 Hours

Sub: - Marketing Management – II

Max. Marks: - 80

- Instructions:**
- 1) **All** questions are **compulsory**, however internal choice is available.
 - 2) Answer sub-questions in question 1 and question 2 in not more than **100 words** each.
 - 3) Answer question 3 to question 6 in **not more than 400 words each**.
 - 4) **Figures** to the right in the **brackets** indicate **maximum marks** to the question/ sub-question.
 - 5) This question **paper consists of 2 pages**.

1. Write short notes on **any four** of the following (4×4=16)
- a. Objectives of advertising
 - b. Elements of physical distribution
 - c. Concept of physical distribution
 - d. Public relations
 - e. Importance of sales promotion
 - f. Middlemen involved in a supply channel

2. Write short notes on **any four** of the following (4×4=16)
- i. Psychological pricing policy
 - ii. Significance of product pricing
 - iii. 'Product Packing' and 'Product Packaging'
 - iv. Penetration pricing policy
 - v. Types of labels
 - vi. Brand positioning

P.T.O.

3 A What are the steps involved in the new product development process? (12)

OR

3 B Explain cost, demand and competition based methods of product pricing. (12)

4 A Explain the implications involved in each stage of Product Life Cycle. (12)

OR

4 B Explain in detail the 'Geographical Pricing' policies. (12)

5 A Elaborate Intensive, Selective and Exclusive Distribution policies. (12)

OR

5 B What is Personal Selling? Explain the steps involved in personal selling. (12)

6 A Discuss the different types of distribution channels. (12)

OR

6 B What is sales promotion? Explain the major tools of sales promotion. (12)