

B.B.A. Semester - 5 (Remedial) (CBCS) Examination**March/April-2024 (Old Course)****MARKETING GROUP: ADVANCE MARKETING (ELECTIVE)****Time: 2:30 Hours****Marks: 70****Instructions:**

1. All questions are compulsory.
 2. Figures to the right indicate marks.
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Que.1 What is sampling? Discuss types of sampling procedures. (14)

OR

Que.1 Write note on:

(A) Components of Marketing Information System(MIS) (B) Data collection methods

Que.2 Describe methods for setting advertising budget. (14)

OR

Que.2 Discuss:

(A) Positive and negative outcomes of advertising

(B) Advertising media (Concept and Types)

Que.3 Explain key decisions in international marketing. (14)

OR

Que.3 (A) Explains major variables of international marketing environment.

(B) Summarise practical difficulties in international marketing.

Que.4 Discuss benefits and limitations of online marketing. (14)

OR

Que.4 Write notes on:

(A) Importance of customer relationship management (CRM)

(B) Need and importance of Green marketing

Que.5 Describe: (14)

(A) Case study guidelines for the students

(B) Role of case studies

OR

Que.5 Read the following case carefully and answers the questions, given at the end of the case description, in your own words:

Mr. Vedanta, 50, B. Com., from Bombay University, working as a chief marketing Executive in “We ARE FOR YOU,” a famous departmental store situated in central Mumbai, decided to upgrade his marketing knowledge. In fact, the departmental store was among the most popular and reputed stores in the city. Mr. Vedanta was known for his discipline, sober nature, commitment, and better communication skills. Despite he had very tight schedule, he decided to advance his knowledge for better performance. He joined local college offering Marketing Management courses in the evening. On the very first day, Mr. Bhadu, an eminent marketing consultant and visiting faculty in several management institutes, delivered a lecture on needs of modern marketing thoughts for better marketing. He discussed following topics continuously for 2 hours.

- “Consumer satisfaction as a master key to succeed in marketing area.”
- “Public relations as a platform to strengthen market position.”
- “Essence of market survey to keep marketing efforts up-to-date.”
- “Application of Operations Research Techniques/Models for better managing.”

Mr. Vedanta was confused on the very first day to attend the lecture. He had always thought that whatever he had been doing was the best marketing approach to succeed. He had never thought of these issues. His department had been continuously growing in terms of number of customers, sales, and profits. He could not convince himself that the lecture was just a philosophical talk, as the lecture was delivered by the most successful marketing consultant. Vedanta had never thought of these issues and though he was successful. He was in dilemma whether he should continue attending lectures. Another problem was whether to practice so called contemporary advanced marketing philosophy being discussed in classroom. And, finally he stopped attending college within a week.

Questions:

1. Do you believe that an experienced and successful manager should join such management programmes?
2. How would you evaluate the topics that Mr. Bhadu discussed on the very first day of the evening course?
3. Would you advise Mr. Vedanta to continue evening management course?
4. Do you think that Mr. Vedanta should use modern theory of marketing in the practice?
