

Total No. of Questions : 5]

PE-5828

SEAT No.

[Total No. of Pages : 2

[6551]-804

M.B.A.

**BM504 MJ : BASICS OF MARKETING**  
(2024 Pattern) (Semester - I)

Time : 2½ Hours]

[Max. Marks : 50

Instructions to the candidates :

- 1) All questions are compulsory
- 2) Figures to the right indicate full marks.

**Q1) Attempt any Five :**

**[10]**

- a) Define 'Selling' concept.
- b) List the elements of 'Macro Environment' with example
- c) Identify the components of 'Holistic Marketing'.
- d) Recall the meaning of 'Zero Moment of truth'
- e) Define 'Performance Marketing'.
- f) List any two 'Customer touchpoints' with example.
- g) Define 'awareness' stage in Consumer Behaviour.
- h) Recall the meaning of 'Neuromarketing'

**P.T.O.**

**Q2) Solve any Two :**

**[10]**

- a) Compare and contrast 'Selling and Marketing'.
- b) Explain the components of 'Micro Environment'.
- c) What is 'Influencer Marketing' explain with examples.

**Q3) Solve any One :**

**[10]**

- a) Explain the buying decision process for buying a 'mobile handset' in India.
- b) As a marketer analyse the marketing environment for a company introducing 'new smartwatch with safety features' for women in India.

**Q4) Solve any One :**

**[10]**

- a) Virat is planning to buy a 2BHK flat for his family in Pune. Discover the various stages of buying decision he will experience.
- b) Analyse the segmentation, targetting & positioning strategies used by 'colgate toothpaste' in India.

**Q5) Solve any One :**

**[10]**

- a) Formulate the 'Marketing Mix' for a company planning to launch a 'new job portal'.
- b) 'Every product passes through different stages of life cycle. Each stage poses different challenges to marketers. Evaluate the statement and identify the "Product Life Cycle (PLC) strategies for a company Launching a 'Portable Air Conditioner' in Indian market.



Total No. of Questions : 5]

PD2836

SEAT No. :  

[Total No. of Pages : 2

[6430]-504

F.Y. M.B.A.

BM - 504 - MJ - 104 - GC - 04 : BASICS OF MARKETING

(2024 Pattern) (Semester - I)

Time : 2½ Hours]

[Max. Marks : 50

Instructions to the candidates:

- 1) All questions are compulsory.
- 2) Figures to the right indicate full marks.
- 3) Make necessary assumptions.

Q1) Answer any Five (2 marks each):

[10]

- a) Define the term 'Marketing Myopia'.
- b) What is the 'Zero Moment of Truth (ZMOT)'?
- c) List down the 'four major forces of Macro environment'?
- d) How showrooming is different from Web rooming?
- e) Define 'Forrester's Social Technographics segmentation'.
- f) Define the 'Customer Satisfaction, and Customer Delight.
- g) Recall the components of 'Holistic Marketing'.
- h) What are the 'Four C's' of 'Connected Marketing Mix'.

Q2) Attempt any Two (5 marks)

[10]

- a) Explain how Indian festival like Diwali influence marketing strategies. Support your answer with examples.
- b) Outline the concept of 'Market Potential and Market share' with relevant examples.
- c) Illustrate the concept of 'Omni channel Consumer Behaviour' with real life examples.

P.T.O.



Q3) Answer any One

[10]

- a) 'A fast-food chain' is planning to expand in the Indian market. Identify suitable customer segments, explain your targeting approach, and propose an effective positioning strategy tailored to the Indian market.
- b) As a marketer, analyse the marketing environment for a 'New Travel and Tourism Company' in the Indian market. Provide relevant examples to illustrate your analysis.

Q4) Answer any One

[10]

- a) Kavya visits a two-wheeler showroom with her family and realizes the need to upgrade her vehicle for better features and fuel efficiency. Explain the various stages of consumer buying behaviour she would go through in choosing a two-wheeler.
- b) Himanshu is planning to buy a real estate property for his family in Pune city. Describe the stages of consumer buying behaviour that Himanshu will likely go through in making this purchase.

Q5) Answer any One

[10]

- a) Every product goes through distinct stages of the Product Life Cycle (PLC), each presenting unique challenges and opportunities for marketers across the Product Life Cycle. Identify and formulate the strategies for a company launching an 'Affordable Android based Dual screen Flip Mobile Handset' in Indian Market.
- b) Design a comprehensive marketing mix for a company that promises to deliver 'Beauty and Personal care' products to customers within 30 minutes. Make assumptions to justify your approach.



Total No. of Questions : 5]

SEAT No. :

**PC5188**

**[6380]-5004**

**F.Y.M.B.A.**

[Total No. of Pages : 2

**104 - GC - 04 : BASICS OF MARKETING  
(2024 Pattern) (Semester - I)**

*Time : 2½ Hours]*

*[Max. Marks : 50*

*Instructions to the candidates:*

- 1) *All questions are compulsory.*
- 2) *Figures to the right indicates full marks.*
- 3) *Give suitable examples wherever necessary.*

**Q1) Solve any five:**

**[5×2=10]**

- a) Define 'Customer loyalty' with example.
- b) List down the '5 A's' of customer adaption process.
- c) Identify the major forces of 'Micro Environment'.
- d) Recall the meaning of 'Consumerisation' with suitable example.
- e) Define the term 'Market share' with example.
- f) Memorize the term 'Niche Marketing'.
- g) Explain 'Brick & Click Model'.
- h) Recollect the meaning of 'Moment of Truth (MOT)'.

**Q2) Solve any two:**

**[2×5=10]**

- a) Compare and Contrast 'Show -rooming and Web-rooming'.
- b) Illustrate the 'Functions of Marketing Manager' with suitable example.
- c) Demonstrate the criteria for effective segmentation with suitable example.

**Q3) Solve any one:**

**[10]**

- a) A company is planning to launch 'A new clothing line' for festival season develop a Segmentation, targeting and positioning strategy for Indian market.
- b) As a marketer, analyse the marketing environment for a company introducing an 'Electric vehicle in Indian market. Make Suitable assumptions to justify your approach.

**P.T.O.**

**Q4) Solve any one:**

**[10]**

- a) Explain the buying behaviour process for a traveller buying a Vacation Package via popular Online Portal.
- b) Shankar has visited Online Store of a famous Electronic goods Retailer to know about various brands of 'Noise Cancellation Headphones'. Discover the various stages of consumer buying behaviour he will go through while choosing a Noise Cancellation Headphone.

**Q5) Solve any one:**

**[10]**

- a) Every product goes through distinct stages of the Product Life Cycle (PLC), each presenting unique challenges and opportunities for marketers across the Product Life Cycle. Formulate strategies that could be employed for 'Sports bicycle' in Indian Market. to ensure the product's success in India.
- b) Formulate the Marketing Mix strategy for a company planning to launch an 'Online Food delivery app' which will ensure food delivery in 10 Minutes time. Make Suitable assumptions to justify your approach.

