

(2½ / 3 Hours)**[Total Marks : 80 / 100**

- N.B. :** (1) All questions are compulsory.
(2) Regular students prior to academic year 2011-12 should answer only section I of 80 marks in 2½ hours.
(3) IDOL and other students should answer both the sections within 3 hours for 100 marks.

1. Explain briefly the following terms (any eight) 16
- | | |
|----------------------|-------------------------|
| (a) Classification | (f) Product development |
| (b) Trade Mark | (g) Tabulation |
| (c) Oral report | (h) Bibliography |
| (d) Group interview | (i) Observation method |
| (e) Telephone survey | (j) Sales forecasting |
| | (k) Branding Research |
2. Answer any two of the following : 16
- (a) Define Marketing Research . Explain its Advantages
 - (b) Explain the importance of marketing information system.
 - (c) Explain the scope of Marketing Research.
3. Answer any two of the following : 16
- (a) Write a note on "Marketing Audit."
 - (b) Explain the merits and demerits of mail survey method.
 - (c) Distinguish between Pretesting and Post testing methods evaluating advertising effectiveness.
4. Answer any two of the following : 16
- (a) What are the steps in designing a Questionnaire?
 - (b) What are the contents in a research report?
 - (c) Explain briefly the merits and demerits of sampling.
5. Answer any two of the following : 16
- (a) Explain the methods of tabulation of data and its merits.
 - (b) What are the merits of professional marketing research agencies?
 - (c) Explain the problems of rural market in India.

Section - II**(For IDOL student only)**

6. Write notes on any four of the following : 20
- | | |
|-------------------------|--------------------|
| (a) Professional ethics | (d) Sales analysis |
| (b) Consumer research | (e) ORG |
| (c) Test marketing | (f) Secondary data |

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Table of Contents Tybcom Question Papers March 2014

1. Understanding the eBook Tybcom Question Papers March 2014
 - The Rise of Digital Reading Tybcom Question Papers March 2014
 - Advantages of eBooks Over Traditional Books
2. Identifying Tybcom Question Papers March 2014
 - Exploring Different Genres
 - Considering Fiction vs. Non-Fiction
 - Determining Your Reading Goals
3. Choosing the Right eBook Platform
 - Popular eBook Platforms
 - Features to Look for in an Tybcom Question Papers March 2014
 - User-Friendly Interface
4. Exploring eBook Recommendations from Tybcom Question Papers March 2014

- Personalized Recommendations
- Tybcom Question Papers March 2014 User Reviews and Ratings
- Tybcom Question Papers March 2014 and Bestseller Lists
- 5. Accessing Tybcom Question Papers March 2014 Free and Paid eBooks
 - Tybcom Question Papers March 2014 Public Domain eBooks
 - Tybcom Question Papers March 2014 eBook Subscription Services
 - Tybcom Question Papers March 2014 Budget-Friendly Options
- 6. Navigating Tybcom Question Papers March 2014 eBook Formats
 - ePub, PDF, MOBI, and More
 - Tybcom Question Papers March 2014 Compatibility with Devices
 - Tybcom Question Papers March 2014 Enhanced eBook Features
- 7. Enhancing Your Reading Experience
 - Adjustable Fonts and Text Sizes of Tybcom Question Papers March 2014
 - Highlighting and Note-Taking Tybcom Question Papers March 2014
 - Interactive Elements Tybcom Question Papers March 2014
- 8. Staying Engaged with Tybcom Question Papers March 2014
 - Joining Online Reading Communities
 - Participating in Virtual Book Clubs
 - Following Authors and Publishers Tybcom Question Papers March 2014
- 9. Balancing eBooks and Physical Books Tybcom Question Papers March 2014
 - Benefits of a Digital Library
 - Creating a Diverse Reading Collection Tybcom Question Papers March 2014
- 10. Overcoming Reading Challenges
 - Dealing with Digital Eye Strain
 - Minimizing Distractions
 - Managing Screen Time
- 11. Cultivating a Reading Routine Tybcom Question Papers March 2014
 - Setting Reading Goals Tybcom Question Papers March 2014
 - Carving Out Dedicated Reading Time
- 12. Sourcing Reliable Information of Tybcom Question Papers March 2014

- Fact-Checking eBook Content of Tybcom Question Papers March 2014
- Distinguishing Credible Sources
- 13. Promoting Lifelong Learning
 - Utilizing eBooks for Skill Development
 - Exploring Educational eBooks
- 14. Embracing eBook Trends
 - Integration of Multimedia Elements
 - Interactive and Gamified eBooks

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