

5. "Inventory management for slow moving expensive items should focus more on lead time reduction than anything else". Critically examine the statement.

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MS - 6: MARKETING FOR MANAGERS

1. a) Define Marketing and discuss its scope, prospects and challenges for Brick and Mortar marketers in the era of on-line/e- business marketer being successful.

b) Elaborate the key elements of marketing mix and explain their significance in strategy formulation by taking an example of a product and a service offering of your choice.

2. a) What do you understand by the term Market Planning? When and why the activity of planning emerges in an enterprise. Elaborate with an example.

b) Every product and service offering is faced with competition in the market place the level of competition varies with the product/ service category. In the light of the above what role can marketing research play in helping the firm to maintain and retain its position consistently. Discuss.

3. a) What do you understand by the term "Product"? Discuss at length with suitable illustrations.

b) As a Marketing Manager of a consistently growing FMCG company you are advised by the Top management to generate New Product Ideas for a line of wellness products. What methods you would adapt for generating new ideas and why? Discuss briefly the possible New Product Development Strategy for the proposed wellness product category.

4. a) In the above question pertaining to wellness product category and new product development strategy suggest the following and justify giving reasons

i) Brand name and packaging

ii) Pricing strategy

iii) Advertising and Publicity

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Table of Contents Ignou Solved Assignments 2017 About Us

1. Understanding the eBook Ignou Solved Assignments 2017 About Us
 - The Rise of Digital Reading Ignou Solved Assignments 2017 About Us
 - Advantages of eBooks Over Traditional Books
2. Identifying Ignou Solved Assignments 2017 About Us
 - 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 Ignou Solved Assignments 2017 About Us
 - User-Friendly Interface
4. Exploring eBook Recommendations from Ignou Solved Assignments 2017 About Us
 - Personalized Recommendations

- Ignou Solved Assignments 2017 About Us User Reviews and Ratings
- Ignou Solved Assignments 2017 About Us and Bestseller Lists
- 5. Accessing Ignou Solved Assignments 2017 About Us Free and Paid eBooks
 - Ignou Solved Assignments 2017 About Us Public Domain eBooks
 - Ignou Solved Assignments 2017 About Us eBook Subscription Services
 - Ignou Solved Assignments 2017 About Us Budget-Friendly Options
- 6. Navigating Ignou Solved Assignments 2017 About Us eBook Formats
 - ePub, PDF, MOBI, and More
 - Ignou Solved Assignments 2017 About Us Compatibility with Devices
 - Ignou Solved Assignments 2017 About Us Enhanced eBook Features
- 7. Enhancing Your Reading Experience
 - Adjustable Fonts and Text Sizes of Ignou Solved Assignments 2017 About Us
 - Highlighting and Note-Taking Ignou Solved Assignments 2017 About Us
 - Interactive Elements Ignou Solved Assignments 2017 About Us
- 8. Staying Engaged with Ignou Solved Assignments 2017 About Us
 - Joining Online Reading Communities
 - Participating in Virtual Book Clubs
 - Following Authors and Publishers Ignou Solved Assignments 2017 About Us
- 9. Balancing eBooks and Physical Books Ignou Solved Assignments 2017 About Us
 - Benefits of a Digital Library
 - Creating a Diverse Reading Collection Ignou Solved Assignments 2017 About Us
- 10. Overcoming Reading Challenges
 - Dealing with Digital Eye Strain
 - Minimizing Distractions
 - Managing Screen Time
- 11. Cultivating a Reading Routine Ignou Solved Assignments 2017 About Us
 - Setting Reading Goals Ignou Solved Assignments 2017 About Us
 - Carving Out Dedicated Reading Time
- 12. Sourcing Reliable Information of Ignou Solved Assignments 2017 About Us
 - Fact-Checking eBook Content of Ignou Solved Assignments 2017 About Us

- 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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abbruchquoten 424 abbruchrate reduzierung 424 abhängiger

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