

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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 - The Rise of Digital Reading Ignou M Solved Assignments 2017 Free
 - Advantages of eBooks Over Traditional Books
2. Identifying Ignou M Solved Assignments 2017 Free
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 - 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 M Solved Assignments 2017 Free
 - User-Friendly Interface

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 - Personalized Recommendations
 - Ignou M Solved Assignments 2017 Free User Reviews and Ratings
 - Ignou M Solved Assignments 2017 Free and Bestseller Lists
5. Accessing Ignou M Solved Assignments 2017 Free Free and Paid eBooks
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 - Ignou M Solved Assignments 2017 Free eBook Subscription Services
 - Ignou M Solved Assignments 2017 Free Budget-Friendly Options
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 - Ignou M Solved Assignments 2017 Free Enhanced eBook Features
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 - Adjustable Fonts and Text Sizes of Ignou M Solved Assignments 2017 Free
 - Highlighting and Note-Taking Ignou M Solved Assignments 2017 Free
 - Interactive Elements Ignou M Solved Assignments 2017 Free
8. Staying Engaged with Ignou M Solved Assignments 2017 Free
 - Joining Online Reading Communities
 - Participating in Virtual Book Clubs
 - Following Authors and Publishers Ignou M Solved Assignments 2017 Free
9. Balancing eBooks and Physical Books Ignou M Solved Assignments 2017 Free
 - Benefits of a Digital Library
 - Creating a Diverse Reading Collection Ignou M Solved Assignments 2017 Free
10. Overcoming Reading Challenges
 - Dealing with Digital Eye Strain
 - Minimizing Distractions
 - Managing Screen Time
11. Cultivating a Reading Routine Ignou M Solved Assignments 2017 Free
 - Setting Reading Goals Ignou M Solved Assignments 2017 Free
 - Carving Out Dedicated Reading Time

12. Sourcing Reliable Information of Ignou M Solved Assignments 2017 Free
 - Fact-Checking eBook Content of Ignou M Solved Assignments 2017 Free
 - 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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