

BERJAYA BUSINESS SCHOOL

FINAL EXAMINATION

Student ID (in Figures) :

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Student ID (in Words) : _____

Course Code & Name : **MKT1113 Principles of Marketing**
Trimester & Year : September – December 2019
Lecturer/Examiner : Joseph Choe Kin Hwa
Duration : 2 Hours

INSTRUCTIONS TO CANDIDATES

1. This question paper consists of 2 parts:
PART A (30 marks) : THIRTY (30) multiple choice questions. Shade your answers in the Multiple Choice Answer sheet in the Answer Booklet provided. You are advised to use a 2B pencil.
PART B (70 marks) : FIVE (5) short answer questions. Answer ALL of the questions. Answers are to be written in the Answer Booklet provided.
2. Candidates are not allowed to bring any unauthorized materials except writing equipment into the Examination Hall. Electronic dictionaries are strictly prohibited.
3. This question paper must be submitted along with all used and/or unused rough papers and/or graph paper (if any). Candidates are NOT allowed to take any examination materials out of the examination hall.
4. Only ballpoint pens are allowed to be used in answering the questions, with the exception of multiple choice questions, where 2B pencils are to be used.

WARNING: The University Examination Board (UEB) of BERJAYA University College regards cheating as a most serious offence and will not hesitate to mete out the appropriate punitive actions according to the severity of the offence committed, and in accordance with the clauses stipulated in the Students' Handbook, up to and including expulsion from BERJAYA University College.

Total Number of pages = 8 (Including the cover page)

PART B : SHORT ANSWER QUESTIONS (70 MARKS)

INSTRUCTION(S) : Answer all **FIVE (5)** questions. Write your answers in the Answer Booklet(s) provided.

Question 1

Briefly explain the **FIVE (5)** bases of segmentation for consumer markets.

(10 marks)

Question 2

Describe the **FIVE (5)** stages of marketing process that provides value to both the marketer and the customer.

(15 marks)

Question 3

Consumers make buying decision every day. Illustrate the **FIVE (5)** steps consumer buying decision making process of a product of your choice.

(15 marks)

Question 4

Sales promotions are short-term inducements of value offered to arouse interest and to encourage the purchase of goods and services. Discuss **FIVE (5)** sales promotion tools.

(15 marks)

Question 5

Illustrate with the correct sequence the **SEVEN (7)** stages of new product development for the new Apple iPhone 11.

(15 marks)

END OF QUESTION PAPER