

# Effective Marketing

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## Assessment 9

**Total Marks: 30**

Q.1. Short Questions: (21)

- i. How important it is for a business to assess the market trends within a given market?
- ii. Discuss different types of market research techniques.
- iii. Explain the factors that affect buyer behavior.
- iv. Assess the validity and reliability of market research findings.
- v. What is meant by “target market”?
- vi. Outline the key points which a marketing plan must contain.
- vii. Why it is important for a business to plan the market strategy keeping in view the target market/ customer?

**Case study** (9)

Mobile phones produced by a large American company are not selling well, as they were. What information the company research to help it decide on its future?

- i) Prepare a marketing research plan for the above situation.