Assignment 12

The due date for submitting this assignment has passed. As per our records you have not submitted this assignment.

Due on 2019-04-24, 23:59 IST.

1) Negotiations is a psychological game play.
   - A) True
   - B) False
   
   No, the answer is incorrect.
   
   Score: 0
   
   Accepted Answers:
   - A) True

2) Market can be invisible.
   - A) True
   - B) False
   
   No, the answer is incorrect.
   
   Score: 0
   
   Accepted Answers:
   - A) True

3) Marketing professionals should never show interest in client's business.
   - A) True
   - B) False
   
   No, the answer is incorrect.
   
   Score: 0
   
   Accepted Answers:
   - B) False

4) Frequent Curtesy visits may spoil the marketing potentials.
   - A) True

Score: 0
Accepted Answers:

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5) One should not sell solutions. On the contrary, selling products is more meaningful.

- A) True
- B) False

No, the answer is incorrect.
Score: 0
Accepted Answers:
B) False

6) Use of Jargons during marketing helps the buyer to be attracted to the products.

- A) True
- B) False

No, the answer is incorrect.
Score: 0
Accepted Answers:
B) False

7) The customer should be encouraged to talk more than the seller.

- A) True
- B) False

No, the answer is incorrect.
Score: 0
Accepted Answers:
A) True

8) Defense mechanism of the buyer is a hindrance to selling.

- A) True
- B) False

No, the answer is incorrect.
Score: 0
Accepted Answers:
A) True

9) In most cases, Logic overrides emotion while buying household goods.

- A) True
- B) False

No, the answer is incorrect.
Score: 0
Accepted Answers:
B) False

10) Embedding USP in product brochure helps

- A) True
- B) False

No, the answer is incorrect.
Score: 0
Accepted Answers:
A) True

11) People buy end-results. Not the product.

- A) True
- B) False

No, the answer is incorrect.
Score: 0
Accepted Answers:
A) True
12. Distribute visiting cards generously to whomever you come across.  
   - A) Yes  
   - B) No  
   No, the answer is incorrect.  
   Score: 0  
   Accepted Answers:  
   B) No

13. Do you agree that the 'Time use' is irreversible?  
   - A) Yes  
   - B) No  
   No, the answer is incorrect.  
   Score: 0  
   Accepted Answers:  
   A) Yes

14. Procrastination is a virtue of buying time for better opportunities.  
   - A) True  
   - B) False  
   No, the answer is incorrect.  
   Score: 0  
   Accepted Answers:  
   B) False

15. One should not practice to say NO.  
   - A) True  
   - B) False  
   No, the answer is incorrect.  
   Score: 0  
   Accepted Answers:  
   B) False