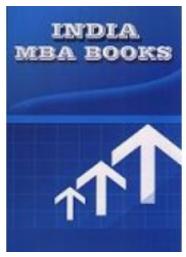
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PREVIEW OF CHAPTERS SYLLABUS

Marketing Research

Unit – I

The Marketing Research System - Definition of MR - Basic and Applied Research – The Marketing Research Process - Types of Research - Steps in Marketing Research Process - Research Design - Data Sources - Marketing Information System – International Market Research.

Unit - II

Sampling Process in Marketing Research–Sampling Design and Procedure – Sampling Methods – Non probabilistic sampling Techniques – Probabilitic sampling Techniques - Sample Size determination - Sampling Errors.

Unit - III

Measurement & Scaling in Marketing Research: Measurement concept – Sources of variation in Measurement, Validity & reliability of Measurement - Attitude measurement – Scaling Procedure

Unit - IV

Data Instruments - Data Collection- Online data collection -Collection of Secondary Data - Collection of Primary Data Methods - Field Operations - Errors and Difficulties in Data Processing, Coding and Editing. Data Analysis - -Hypothesis Testing - Report Writing - Presentation of Data.

Unit - V

Application of Marketing Research: Product Research – Motivation research – Advertising Research – Sales Control Research – Rural Marketing research - Export Marketing research.

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