

MNM3702

(478523)

October/November 2014

MARKETING RESEARCH

Duration 2 Hours

70 Marks

EXAMINERS :

FIRST .	MS EC NELL
SECOND .	MRS Y HEFER
EXTERNAL .	MR WS GRIMES

Closed book examination.

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This examination paper consists of six (6) pages plus the instructions for completing a mark-reading sheet.

INSTRUCTIONS TO CANDIDATES

The total mark for this paper is 70. The marks received will be recalculated to a percentage out of 100

The paper consists of **SECTION A** and **SECTION B**

Section A

Answer all the questions in this section on the mark-reading sheet as well as in your answer book.

Hand in the mark-reading sheet with your examination answer book, and make sure that you have completed part 1 (general) of the mark-reading sheet.

Section B

Answer any two (2) questions in this section in your answer book. If you answer more than two questions, only the first two answers will be marked in the order in which they appear in the answer book.

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[TURN OVER]

SECTION A: COMPULSORY

Answer all the questions in this section on the mark-reading sheet as well as in your answer book.

In your answer book, write down the correct option number (1, 2, 3 or 4) next to the question number for each of the following multiple-choice questions. For example, question 1: 4; question 2: 3 etcetera. Please make sure that the options indicated on the mark-reading sheet correspond with those in your answer book.

QUESTION 1

Which one of the following options would be a good motivation to conduct research?

1. the need to make everyday decisions
2. the need to make immediate decisions
3. resources available to implement the research
4. sufficient existing information

(2)

QUESTION 2

Complete certainty about the marketing problem that has been encountered, means that

- 1 formal research is required.
2. preliminary research is required
- 3 greater clarity is needed for the problem at hand.
4. absolute ambiguity about the research exists.

(2)

QUESTION 3

The difference between a marketing problem and a research problem is that

1. there is no difference.
2. the research problem is determined through a problem audit and background analysis and the marketing problem is not
3. the research problem determines what information is needed to solve the marketing problem.
4. the marketing problem determines what has to be done to solve the research problem.

(2)

[TURN OVER]

QUESTION 4

The ultimate objective of this research design is to acquire insight into and develop an understanding of . studies rather than to collect accurate, replicable data.

- 1 pilot
- 2 exploratory
3. descriptive
- 4 casual

(2)

QUESTION 5

Which type of data has already been collected for some other purposes?

- 1 internal data
- 2 primary data
- 3 secondary data
4. external data

(2)

QUESTION 6

If existing data is no longer sufficient to solve a problem and fresh data needs to be gathered, a decision needs to be made to engage in the collection of data.

1. primary
- 2 external secondary
- 3 internal secondary
- 4 electronic secondary

(2)

QUESTION 7

Which survey method would be the most appropriate for the following need for primary data?
As a marketing manager of a hardware chain, you need to establish how customers have experienced a newly established call centre that gives free advice on DIY projects around the house, to anyone calling in.

- 1 personal interviews
2. telephone interviews
3. mail surveys
4. web-based surveys

(2)

QUESTION 8

Which research method would be the most appropriate where communication is not possible between the researcher and respondent

- 1 experimentation
2. observation
- 3 mail surveys
- 4 web-based surveys

[TURN OVER]

(2)

QUESTION 9

What is the correct sequence of steps to prepare and process raw primary data into useful information?

- 1 The data must be validated, cleaned, edited and coded, tabulated and captured onto a computer file.
- 2 The data must be cleaned, validated, edited and coded, tabulated and captured onto a computer file
- 3 The data must be cleaned, edited and coded, validated and captured onto a computer file and tabulated
4. The data must be validated, edited and coded and captured onto a computer file, tabulated and cleaned

(2)

QUESTION 10

How would the researcher know that the instructions on the questionnaire are clear and understandable?

1. The researcher needs to make sure the flow of the questionnaire is natural and conversational.
- 2 The researcher needs to make the instructions clear and understandable.
3. The researcher needs to pre-test the questionnaire.
4. The researcher needs to ensure that the respondent is able to follow the questionnaire format.

(2)

SUBTOTAL: [20]**[TURN OVER]**

SECTION B (COMPULSORY)

Read the short case study below and answer any **two (2)** of the three (3) questions that follow. Section B **counts 50 marks**. If you answer more than two questions, only the first two answers will be marked in the order in which they appear in your answer book. For example, if you answer all the questions in the order, 1, 2 and 3, only the answers to questions 1 and 2 will be marked. If you answer all the questions in the order, 3, 1 and 2, only the answers to questions 3 and 1 will be marked. Structure your answers by using appropriate headings and subheadings.

Marketing communication

Social media is changing the way in which consumers interact with media brands and companies. Everyone will be taking social media more seriously in the future.

More companies converse with more consumers on Facebook (there is no single traditional media channel that holds captive the sheer number of consumers that this social phenomenon has [600 million users and growing]), more businesses and their executives are on Twitter and other networking platforms, and more money are spent on service providers which generate effective brand solutions and creative, profitable, ideas to companies.

Consumers are no longer just content generators, they are also content curators and do not necessarily want their "walls turned into malls". Therefore companies have to learn from best practice and understand consumer needs in much more precise ways than ever before.

Social gaming is predicted to become the "Super Bowl of Marketing". Companies must come up with clever ways to incentivise social media participants in games with rewards.

After reading this article, a small company – Samantha's Boutique that specialises in a niche market and sells high-priced women's designer wear – has asked you as a marketing researcher to research how they can use Facebook to their advantage.

QUESTION 1

- 1.1 The owner of Samantha's Boutique has asked you to define marketing research for her (3)
- 1.2 Samantha's Boutique has realised that they can use Facebook to enhance the value of the company's marketing information system. Discuss **five** criteria that are important to ensure that the **information obtained through marketing research add value to the decision-making process** (Five marks for theory and five marks for the practical application thereof) (10)

[TURN OVER]

- 1.3 When you draft your research plan, you first have to **identify the data requirements** and **determine the sources**.
- a. Discuss the **two broad groups of data requirements** (three marks each). (6)
- b. Discuss the **three categories of information** (two marks each) that you will need to collect to solve the research problem. (6)
- [25]

QUESTION 2

- 2.1 Explain to the owner of Samantha's Boutique **five characteristics** of the **survey method**. (5)
- 2.2 Samantha's Boutique has decided to collect primary data by means of **web-based surveys**. Discuss the **advantages** (five marks) and **disadvantages** (five marks) of **web-based surveys** that they will have to take into consideration. (10)
- 2.2 To get as much information as possible, you are thinking of using **structured questions with unstructured responses** for a web-based survey. Discuss **four advantages** and **four disadvantages** of structured questions with unstructured responses (8 marks). Make a decision and **motivate** why you would or would not use the specific question/response format based on theory (2 marks) (10)
- [25]

QUESTION 3

- 3.1 Name and discuss the **six steps** of the **sampling process** to Samantha's Boutique and **provide practical examples** of how she can use it in her research on whether to open a Facebook page or not (2 marks for each step and up to 3 marks will be awarded for practical application.) (15)
- 3.2 Discuss the **three types of research designs** (three marks each = nine marks) that Samantha's Boutique can consider to use in her marketing research project and motivate the most appropriate one (one mark) (10)
- [25]

SUBTOTAL: [50]**TOTAL MARK: [70]**

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For use by examination invigilator
Vir gebruik deur eksamenopsiener

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PART 2 (ANSWERS/ANTWOORDE) DEEL 2

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