

**Code No: MB1649/R16**

**MBA IV Semester Regular/ Supplementary Examinations, May-2019**  
**PROMOTIONAL DISTRIBUTION MANAGEMENT**

**Time: 3 Hours**

**Max. Marks: 60**

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*Answer Any **FIVE** Questions*  
*All Questions Carry Equal Marks*  
*Question No. 8 is Compulsory*

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| 1. a | Explain the sales promotion objectives with a suitable example.                              | 6M |
| b    | Discuss the factors influencing the sales promotion with a suitable example.                 | 6M |
| 2. a | Summarize the Sales promotion strategies of a shoe company.                                  | 6M |
| b    | List out the Types of Promotional activities used for sale of a four wheeler.                | 6M |
| 3. a | Elaborate the concepts of total distribution costs with suitable example.                    | 4M |
| b    | Explain the strategic issues in physical distribution of a retail sector.                    | 8M |
| 4. a | Discuss the challenges and opportunities of distribution management of a soft drink company. | 6M |
| b    | Identify the Major logistics functions of a book store in a metro city.                      | 6M |
| 5. a | Explain the Nature and importance of marketing Channels.                                     | 6M |
| b    | Discuss the problems in distribution of a food retail industry.                              | 6M |
| 6. a | Discuss the different patterns in wholesaling of grocery items.                              | 6M |
| b    | Explain the implementation and integration of channel design of a fast food industry.        | 6M |
| 7. a | Elaborate the ethical issues faced by sales managers of retail sector with suitable example. | 6M |
| b    | Discuss the challenges in managing an international distribution strategy.                   | 6M |

**8. CASE STUDY**

**12M**

The Reebok brand got a black eye in India last year when an accounting scandal there resulted in parent company Adidas firing Reebok India managing director Subhinder Singh Prem and Chief Operating Officer Vishun Bhagat as well as shutting down hundreds of its stores. Now the brand is trying to make a comeback in the world's second-most-populated country. Adidas is "repositioning Reebok as a premium fitness brand in India as part of a major revival drive," This year alone, Reebok India will open 50 'fit-hub' stores in India which will be more than half of the 80 such outlets that the sportswear brand has at present globally, mostly in US, Australia, Korea and Russia. "What happened in the past which was behind us. We are now growth -focused and we will start with our new retail format of 'fit hub' stores in India," Adidas Group India Managing Director Eric Haskell says .The Reebok fit-hub stores offer fitness and training products besides advice, guidance and information on community based fitness events. "This year 50 fit hub stores will be opened. The plan is to open 100 such stores by first quarter of 2014," Haskell said, adding out of the 100 stores, 50 will be new and the remaining half will be renovated ones. Most of the fit-hub stores would come up in metro cities but few new stores would also be located in tier-II cities, he added. The company plans to convert all the existing 490 Reebok stores in India to fit-hub stores in next couple of years. "It should not take longer than two to three years," Haskell said.

**Questions**

- i. Critically analyze firm's new strategy.
- ii. Reebok has huge residual equity in the country, suggest how it can be leveraged with communication.

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