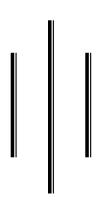
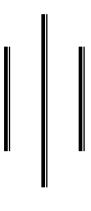
# A COMPARATIVE STUDY ON MARKETING, USAGE TREND AND STATUS OF SPRITE AND DEW IN JANAKPUR



<u>BY</u>

Yam Kumar Shrestha MBS 060/062 T.U. REGD. NO.: 4559-85 Campus Roll No.: 16/060



<u>SUBMITTED TO</u> TRIBHUVAN UNIVERSITY FACULTY OF MANAGEMENT THAKUR RAM MULTIPLE CAMPUS BIRGUNJ, PARSA (NEPAL) 2009

## RECOMMENDATION

This is to certify that the thesis

Submitted by Yam Kumar Shrestha

#### <u>Entitled</u>

"A Comparative Study on Marketing, Usage Trend And Status of Sprite and Dew in Janakpur" has been prepared as approved by this Department in the prescribed format of the Faculty of Management. This thesis is forwarded for examination.

.....

Dr. Deepak Shakya (Reader & Thesis Supervisor) Thakur Ram Multiple Campus, Birgunj .....

Rajeshwor Prasad Acharaya ( Head of Research Committee) Thakur Ram Multiple Campus, Birgunj.

Campus Chief

Kripa Sindhu Chaudhary Thakur Ram Multiple Campus Birgunj, Parsa

Date : .....

## **VIVA-VOICE SHEET**

We have conducted the Viva Voice examination of the thesis presented by

#### Yam Kumar Shrestha

T.U. Regd. No. 4559-85 Campus Roll No. 16/060

#### Entitled

"A Comparative Study on Marketing, Usage Trend And Status of Sprite and Dew in Janakpur" and found the thesis to be original work of the student and written according to the prescribed format. We recommended the thesis to be accepted as partial fulfillment of the Requirement for Master's Degree in Business Studies (M.B.S.)

### **Viva -Voice Committee**

Chair Person (viva Committee)	
Member (Thesis Supervisor)	:
Member (External Expert)	:

Date: .....

# TRIBHUVAN UNIVERSITY

Faculty of Management Thakur Ram Multiple Campus Birgunj, Nepal

## **DECLARATION**

I hereby declare that the work reported in this thesis entitled "A Comparative Study on Marketing, Usage Trend And Status of Sprite and Dew in Janakpur" submitted to the Office of Dean, Faculty of Management, Tribhuvan University is my original work done in the forms of partial fulfillment of the requirement of Master of Business Studies (MBS) under the Guidance of Dr. Deepak Shakya, Thakur Ram Multiple Campus Birgunj, Nepal.

Yam Kumar Shrestha Researcher T.U. Regd. No. 4559-85 Campus Roll No. 16/060

#### ACKNOWLEDGEMENT

The research work entitled "A Comparative Study on Marketing, Usage Trend And Status of Sprite and Dew in Janakpur" is a Master's Degree thesis prepared as partial fulfillment of MBS Course under Tribhuvan University of Nepal. It aims to analyze the study of marketing usage Trend and status of Sprite and Dew in Janakpur.

I would like to express my sincere gratitude to my respective teacher, Rajeswor Acarya, Chairman Research Department Thakur Ram Multiple Campus for his invaluable inspiration inducement and guidance throughout the work. I am thankful to Dr. Deepak Shakya Reader of Thakur Ram Multiple Campus whose proper guidance and direction make it possible to complete this thesis.

I am thankful to my parent for their support in each and every steps of my life. My every achievement is possible their effort, help and blesses. My friend Kiran Newa is ever rememberable for his credible help and co- operation.

I am very much indebted to my all respondents, who provided me necessary information and data required for the study.

Lastly, I would like to thank Mr. Balram Shrestha and Jhamak Regmi for the computer works and print job.

Yam Kumar Shrestha Thakur Ram Multiple

Campus Birgunj Parsa

# **TABLE OF CONTENTS**

CHAPTER-1	Page No
INTRODUCTION	1-13
1.1 Background	1
# Multinational Company	3
1.2 Purpose of Study	8
1.3 Statement of Problem	9
1.4 Importance of the Study	10
1.5 Limitation of Study	10
1.6 Research Design	11
1.7 Population and Sample	11
1.8 Research Methodology	12
1.9 Organization of the Study	12

## **CHAPTER-2**

REVIEW OF LITERATURE	14-53
2.1 Introduction	14
2.2 Conceptual Framework	14
2.2.1 The Market	14
2.2.2 Marketing	15
2.2.3 Marketing System	17
2.2.4 Marketing Environment	17
2.2.5 Role of Marketing Introduction	19
2.2.6 The Marketing Mix	20
2.2.7 Marketing Strategy	26
2.2.8 Status	38
2.2.9 Usage Trend	41
2.3 Review of Related Studies	43

2.4 Review of Related Articles	50
CHAPTER-3	
RESEARCH METHODOLOGY	54-58
3.1 Introduction	54
3.2 Research Design	54
3.3 Population and Sample	54
3.4 Nature and Sources of Data	54
3.5 Data Collection Procedures	57
3.6 Data Processing and Analysis	58

## CHAPTER – 4

DATA PRESENTATION AND ANALYSIS	59-88
4.1 Consumer Survey	59
4.2 Retailer survey	72
4.3 Major findings of the study	83

## CHAPTER – 5

SUMMARY,CONCLUSIONS & RECOMMENDATIONS	89-95
5.1 Summary	89
5.2 Conclusions	90
5.3 Recommendations	94
Bibliography	

## LIST OF TABLES

	P	age No.
Table 3.1:	The size of sample and respondents	55
Table 3.2:	User of Sprite & Dew: Age wise	55
Table 3.3:	Users Sprite & Dew: sex wise	56
Table 3.4:	Users of Sprite & Dew: Education wise	56
Table 3.5:	Users of Sprite & Dew: Occupation wise	57
Table 5.1:	Users' cold drinks using trend and their	
	favorite brand	59
Table 5.2:	Reasons for having cold drinks(status and attitude	) 60
Table 5.3:	Factors that influence consumer to have cold drinks	61
Table 5.4	Suitable place for having Sprite & Dew (Status)	62
Table 5.5:	Size(ml/liter) of Sprite & Dew most preferred	63
Table 5.6	Media exposure of Sprite & Dew along with	
	Sprite & Real	63
Table 5.7	The most effective advertising media	64
Table 5.8	Recall of any advertising of Sprite & Dew	65
Table 5.9	Brand advertisement most recalled	65
Table 5.10	Advertising media having most recall	66
Table 5.11	Buying action after exposure to advertisement	67
Table 5.12	Influences by the advertisement	68
Table 5.13	Reasons for changing brand	68
Table 5.14	Participation in the process of buying soft drinks	69
Table 5.15	Frequency of purchases of cold drinks	70
Table 5.16	Reasons for having Cola-based drinks (Coke-Pepsi)	70
Table 5.17	Advertisement liked most by respondents	71
Table 5.18	Year in Business	72

Table 5.19Brand availability in the retail outlets72

Table 5.20	Retail sales of cold drink per day	73
Table 5.21	Brand that has more sales	74
Table 5.22	Size of bottles sold most	74
Table 5.23	Type of packaging preferred for selling bottle Vs can	75
Table 5.24	Frequency of company salesman's visit to the shop	75
Table 5.25	Quantity of purchase of Sprite & Dew at a time	76
Table 5.26	Satisfaction from the distribution	76
Table 5.27	Retailers' reaction in distribution channel of	
	different brands	77
Table 5.28	Brand preference to sell	77
Table 5.29	Reasons for preference to sell the brand	78
Table 5.30	Influence of advertising on sales	79
Table 5.31	Influence of advertising on sales	80
Table 5.32	Factors for increase in sales of Sprite & Dew	80
Table 5.33	Sales promotion schemes to induce sales	81
Table 5.34	Sale promotion schemes for the retailers	82
Table 5.35	Type of promotion schemes provided by the company	82

# **SOME ABBREVIATIONS USED**

MNC'S	:	Multinational Companies
TNC'S	:	Transitional Corporations
FDI	:	Foreign Direct Investment
BNL	:	Bottlers Nepal Limited
POS	:	Point Of Sale
ETP	:	Effluent Treatments Plants
TCCQS	:	The Standards Of The Coca-Cola Quality

System