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14MBAMM407

**Fourth Semester MBA Degree Examination, June/July 2016**  
**Sales Management**

Time: 3 hrs.

Max. Marks: 100

**SECTION - A**

*Note : Answer any FOUR questions from Q.No.1 to Q.No.7.*

- 1 Write a note on selling and business style. (03 Marks)
- 2 Define sales management. (03 Marks)
- 3 Mention the factors that influence the size of a sales territory. (03 Marks)
- 4 Describe the importance of sales motivation. (03 Marks)
- 5 What are driving forces of international marketing? (03 Marks)
- 6 Mention the market selection process. (03 Marks)
- 7 What is online trading? Give examples. (03 Marks)

**SECTION - B**

*Note : Answer any FOUR questions from Q.No.1 to Q.No.7.*

- 1 What is personal selling? Explain the types of personal selling. (07 Marks)
- 2 Explain the methods in setting sales quota and if you are a sales manager of a FMCG, which type of sales quota will you refer for your organisation? (07 Marks)
- 3 Elucidate the qualities and responsibilities of sales manager. (07 Marks)
- 4 Explain the methods used in training programs. (07 Marks)
- 5 Brief about the role of sales manager in the international market. (07 Marks)
- 6 Explain the challenges in International sales management. (07 Marks)
- 7 What are the ways to make internet selling safe? (07 Marks)

**SECTION - C**

*Note : Answer any FOUR questions from Q.No.1 to Q.No.7.*

- 1 Elaborate the trends in sales management. (10 Marks)
- 2 Explain the types of sales organization in detail. (10 Marks)
- 3 Explain the concept of sales presentation and describe the methods of handling customer objections. (10 Marks)

Important Note : 1. On completing your answers, compulsorily draw diagonal cross lines on the remaining blank pages.  
2. Any revealing of identification, appeal to evaluator and/or equivoques written eg. 4+4 = 30, will be treated as malpractice.

# Sales Management N6 June Question Paper 2014

**JE Gale**



**Sales Management N6 June Question Paper 2014:**

## Whispering the Strategies of Language: An Emotional Journey through **Sales Management N6 June Question Paper 2014**

In a digitally-driven earth wherever monitors reign great and quick conversation drowns out the subtleties of language, the profound secrets and mental nuances hidden within phrases frequently go unheard. However, set within the pages of **Sales Management N6 June Question Paper 2014** a captivating literary treasure blinking with organic thoughts, lies a fantastic quest waiting to be undertaken. Penned by a talented wordsmith, this marvelous opus invites viewers on an introspective journey, delicately unraveling the veiled truths and profound impact resonating within the very material of each and every word. Within the mental depths of this emotional evaluation, we will embark upon a honest exploration of the book is key subjects, dissect its interesting writing type, and fail to the effective resonance it evokes heavy within the recesses of readers hearts.

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