

Q.P. Code :02240

[Time: Two & Half Hours]

[Marks:75]

Please check whether you have got the right question paper.

- N.B:
1. All questions are compulsory.
 2. Figures to the right indicate full marks.

- Q.1 Answer (any two) of the following: 15
- a) What is sales management? Explain the role of sales department.
 - b) Explain the importance of distribution management.
 - c) State and explain any two structure of sales organization.
- Q.2 Answer (any two) of the following: 15
- a) Discuss in brief the methods of sales forecasting.
 - b) Explain the reasons for unsuccessful closing of sale.
 - c) Explain the following concept:-
 - 1) Negotiation skills
 - 2) Volume Quota
 - 3) International selling
- Q.3 Answer (any two) of the following: 15
- a) Discuss different choice for selecting distribution system.
 - b) Explain the methods for motivating channel members.
 - c) Write in detail role and function of wholesaler.
- Q.4 Answer (any two) of the following: 15
- a) Write a note on Sales Management Audit.
 - b) Discuss different instruments for channel control
 - c) Explain various ethical issues in sales management.

Sales Management Njune Question Paper 24

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Avila, Charles H. Schwepker Jr, Michael R. Williams, 2024-01-22 This 11th edition of Sales Management continues the tradition of blending the most recent sales management research with the real life best practices of leading sales organizations and sales professionals Reflecting today's emphasis on analytics and customer experience CX this edition focuses on the importance of employing different data based selling strategies for different customer groups as well as integrating corporate business marketing and sales level strategies and plans Sales Management includes coverage of the current trends and issues in sales management along with real world examples from the contemporary business world that are used throughout the text to illuminate chapter discussions The new 11th edition includes Emphasis on data driven decision making ethics the use of artificial intelligence the customer experience leadership sales enablement technology and new communication technologies Updated end of chapter cases with application questions along with skill building experiential exercises with discovery investigations and focused role plays which place students in the role of sales manager Updated ethical dilemmas for students to practice ethical decision making Revised Sales Management in Action boxes Multiple vignettes embedded in each chapter featuring sales management professionals and well known companies discussing key topics from that chapter This text is core reading for postgraduate MBA and executive education students studying sales management An updated online instructor's manual with solutions to cases and exercises a revised test bank and updated PowerPoints is available to adopters

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challenges of modern sales management effectively The Second Edition also delves into how technology such as artificial intelligence is reshaping sales force operations in the post pandemic era *Catalogue of Copyright Entries* ,1926 **ACCA Approved - F5 Performance Management (September 2017 to June 2018 exams)** Becker Professional Education,2017-04-15 ACCA Approved and valid for exams from 01 Sept 2017 up to 30 June 2018 Becker s F5 Performance Management Revision Question Bank has been approved and quality assured by the ACCA s examining team *UGC NET Management [Code-17] Unit-Wise /Topic Wise PYQs (2012-2025) with Detailed Explanations II Management Paper -2 II Best PYQ Book for UGC NET/JRF & SET Exams II 14 year II By Diwakar Education Publication* ,2025-07-30 Description Prepare smart succeed with confidence This meticulously crafted guide is your one stop solution for cracking the UGC NET JRF SET Exams in Management Code 17 Covering 14 years of Previous Year Questions 2012 2025 this book offers unit wise and topic wise segregation in line with the latest NTA syllabus enabling focused and systematic preparation for Paper 2 of the exam Whether you re a first time aspirant or aiming to improve your score this book brings unmatched value through Key Features Comprehensive Coverage of All 10 Units as per the latest UGC NET Management syllabus Solved PYQs from 2012 to 2025 including the most recent exam questions Detailed Explanations and Answer Keys for better conceptual clarity and retention Unit wise Topic wise Arrangement to help you identify strong and weak areas easily In depth Analysis of Trends to help you focus on high yield topics and question patterns Suitable for UGC NET JRF and SET Exams Ideal for both self study and guided coaching Whether you re revising core concepts analyzing trends or practicing application based questions this book serves as a trusted companion in your exam journey Who Should Use This Book UGC NET JRF Management Aspirants Candidates preparing for Assistant Professor or SET Exams in Management MBA Management students aiming to strengthen conceptual understanding Unlock your potential and take the next step in your academic career with the most reliable PYQ collection in Management **UGC NET JRF Management Previous Year Question Paper & Answer** Dheeraj Kumar Singh, 2005 June Paper II 4 7 2005 December Paper II 8 11 2006 June Paper II 12 15 2006 December Paper II 16 19 2007 June Paper II 20 23 2007 December Paper II 24 27 2008 June Paper II 28 31 2008 December Paper II 32 35 2009 June Paper II 36 39 2009 December Paper II 40 43 2010 June Paper II 44 47 2010 December Paper II 48 51 2011 June Paper II 52 56 2011 December Paper II 57 61 2012 June Paper II 62 67 2012 June Paper III 68 76 2012 December Paper II 77 82 2012 December Paper III 83 90 2013 June Paper II 91 97 2013 June Paper III 98 109 2013 September Paper II 110 118 2013 September Paper III 119 129 2013 December Paper II 130 136 2013 December Paper III 137 147 2014 June Paper II 148 155 2014 June Paper III 156 167 2014 December Paper II 168 174 2014 December Paper III 175 184 2015 June Paper II 185 190 2015 June Paper III 191 201 2015 December Paper II 202 210 2015 December Paper III 211 223 2016 July Paper II 224 233 2016 July Paper III 234 247 2016 September Paper II 248 256 2016 September Paper III 257 271 2017 January Paper II 272 279 2017 January Paper III 280 292 2017 November Paper II 293 300 2017 November Paper III 301 312 2018 July Paper II

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