



SECTION – B
(Subjective Type Questions)

Answer any 3 out of the given 5 questions on Employability Skills. **3 × 2 = 6**

Answer each question in 20-30 words.

6. Name all the elements of communication represented by a figure.
7. List any two Stress Management Techniques.
8. What is the function of the ENTER key ?
9. State four qualities of a successful entrepreneur.
10. What is meant by sustainable development ?

Answer any 4 out of the given 6 questions in 20-30 words each. **4 × 2 = 8**

11. Write a short note on the 4 P's of Marketing.
12. 'Literacy is not an appropriate basis for segmenting a shoe brand.' What are the appropriate bases to segment a shoe brand in the market ?
13. What is meant by 'Qualifying' ? On what basis are the prospects assessed ?
14. What do you mean by Concealed objections ?
15. How does a salesperson acts as an image builder for the company ?
16. List two negotiation skills required by a salesperson.

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Reviewing **Sales Nexam Question Paper**: Unlocking the Spellbinding Force of Linguistics

In a fast-paced world fueled by information and interconnectivity, the spellbinding force of linguistics has acquired newfound prominence. Its capacity to evoke emotions, stimulate contemplation, and stimulate metamorphosis is really astonishing. Within the pages of "**Sales Nexam Question Paper**," an enthralling opus penned by a highly acclaimed wordsmith, readers set about an immersive expedition to unravel the intricate significance of language and its indelible imprint on our lives. Throughout this assessment, we shall delve into the book's central motifs, appraise its distinctive narrative style, and gauge its overarching influence on the minds of its readers.

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