

IIBM Institute of Business Management

Examination Paper

MM.100

Sales and Distribution Management

Section A: Objective Type & Short Questions (30 marks)

- This section consists of Multiple Choices & Short Note type questions.
- Answer all the questions.
- Part one carries 1 mark each & Part Two carries 5 marks each.

Part One:

Multiple Choices:

1. Which of the following comes under role of a salesman?
 - a. Territory Sales
 - b. Direct Sales
 - c. Technical Sales
 - d. All of the above

2. This method is used by the trainers to present more information in a short time to a large number of participants. _____
 - a. Lecture
 - b. Demonstration
 - c. Group discussion
 - d. None of the above

3. _____ is an emerging form of distribution and promotion that combines elements of personal selling and advertising.
 - a. Direct Mail
 - b. Direct Marketing
 - c. Team selling
 - d. None of the above

4. An exercise that is crucial for every company in the business of manufacturing and selling its products is called _____.
 - a. Retailer
 - b. Wholesaler
 - c. Customer
 - d. None of the above

5. _____ involves manufacturer marketing activities directed at channel intermediaries.
 - a. Pull Strategy
 - b. Push Strategy
 - c. Both (a) & (b)
 - d. None of the above

Sales Management Npast Papers

G Psacharopoulos



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Table of Contents Sales Management Npast Papers

1. Understanding the eBook Sales Management Npast Papers
 - The Rise of Digital Reading Sales Management Npast Papers
 - Advantages of eBooks Over Traditional Books
2. Identifying Sales Management Npast Papers
 - Exploring Different Genres
 - Considering Fiction vs. Non-Fiction
 - Determining Your Reading Goals
3. Choosing the Right eBook Platform
 - Popular eBook Platforms
 - Features to Look for in an Sales Management Npast Papers
 - User-Friendly Interface
4. Exploring eBook Recommendations from Sales Management Npast Papers
 - Personalized Recommendations

- Sales Management Npast Papers User Reviews and Ratings
- Sales Management Npast Papers and Bestseller Lists
- 5. Accessing Sales Management Npast Papers Free and Paid eBooks
 - Sales Management Npast Papers Public Domain eBooks
 - Sales Management Npast Papers eBook Subscription Services
 - Sales Management Npast Papers Budget-Friendly Options
- 6. Navigating Sales Management Npast Papers eBook Formats
 - ePub, PDF, MOBI, and More
 - Sales Management Npast Papers Compatibility with Devices
 - Sales Management Npast Papers Enhanced eBook Features
- 7. Enhancing Your Reading Experience
 - Adjustable Fonts and Text Sizes of Sales Management Npast Papers
 - Highlighting and Note-Taking Sales Management Npast Papers
 - Interactive Elements Sales Management Npast Papers
- 8. Staying Engaged with Sales Management Npast Papers
 - Joining Online Reading Communities
 - Participating in Virtual Book Clubs
 - Following Authors and Publishers Sales Management Npast Papers
- 9. Balancing eBooks and Physical Books Sales Management Npast Papers
 - Benefits of a Digital Library
 - Creating a Diverse Reading Collection Sales Management Npast Papers
- 10. Overcoming Reading Challenges
 - Dealing with Digital Eye Strain
 - Minimizing Distractions
 - Managing Screen Time
- 11. Cultivating a Reading Routine Sales Management Npast Papers
 - Setting Reading Goals Sales Management Npast Papers
 - Carving Out Dedicated Reading Time
- 12. Sourcing Reliable Information of Sales Management Npast Papers
 - Fact-Checking eBook Content of Sales Management Npast Papers

- Distinguishing Credible Sources
- 13. Promoting Lifelong Learning
 - Utilizing eBooks for Skill Development
 - Exploring Educational eBooks
- 14. Embracing eBook Trends
 - Integration of Multimedia Elements
 - Interactive and Gamified eBooks

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