

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

Karin Nielsen-Saines



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from taproot photosynthetic roots roots that are green and photosynthesize providing sugar to the plant they are similar to phylloclades

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web taproots and fibrous roots are the two main types of root systems in a taproot system a main root grows vertically downward with a few lateral roots fibrous root systems arise at the base of the stem where a cluster of roots forms a dense network that is shallower than a taproot the growing root tip is protected by a root cap

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web figure pageindex 1 types of root systems in the figure above label any adventitious roots prop roots and storage roots label each system as either netted or taproot except the topmost root system which is an underground stem

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