#### 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: What is sales management? Explain the role of sales department.	15
227		
	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.	

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**RD Boyd** 

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