



**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.

# Sales Nexam Question Paper

**Marcel A. Müller**

A red circular graphic with a gradient, appearing as a semi-circle or a partial circle, located to the right of the author's name.

## **Sales Nexam Question Paper:**

## Decoding **Sales Nexam Question Paper**: Revealing the Captivating Potential of Verbal Expression

In an era characterized by interconnectedness and an insatiable thirst for knowledge, the captivating potential of verbal expression has emerged as a formidable force. Its ability to evoke sentiments, stimulate introspection, and incite profound transformations is genuinely awe-inspiring. Within the pages of "**Sales Nexam Question Paper**," a mesmerizing literary creation penned by way of a celebrated wordsmith, readers attempt an enlightening odyssey, unraveling the intricate significance of language and its enduring affect our lives. In this appraisal, we shall explore the book is central themes, evaluate its distinctive writing style, and gauge its pervasive influence on the hearts and minds of its readership.

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