



SECTION – B
(Subjective Type Questions)

Answer any 3 out of the given 5 questions on Employability Skills. $3 \times 2 = 6$
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. $4 \times 2 = 8$

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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Table of Contents Sales Nexam Question Paper

1. Understanding the eBook Sales Nexam Question Paper
 - The Rise of Digital Reading Sales Nexam Question Paper
 - Advantages of eBooks Over Traditional Books
2. Identifying Sales Nexam Question Paper
 - 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 Nexam Question Paper
 - User-Friendly Interface
4. Exploring eBook Recommendations from Sales Nexam Question Paper
 - Personalized Recommendations
 - Sales Nexam Question Paper User Reviews and Ratings
 - Sales Nexam Question Paper and Bestseller Lists

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