IIBM Institute of Business Management

Examination Paper

MIML.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
- 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
- _____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
- An exercise that is crucial for every company in the business of manufacturing and selling its products is called.
 - a. Retailer
 - b. Wholesaler
 - c. Cuistomer
 - d. None of the above
- ____involves manufacturer marketing activities directed at channel intermediaries.
 - a. Pull Strategy
 - b. Push Strategy
 - c. Both (a) & (b)
 - d. None of the above

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CA Tarun Agarwal

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importance of employing different data based selling strategies for different customer groups as well as integrating corporate business marketing and sales level strategies and plans Sales Management includes coverage of the current trends and issues in sales management along with real world examples from the contemporary business world that are used throughout the text to illuminate chapter discussions The new 11th edition includes Emphasis on data driven decision making ethics the use of artificial intelligence the customer experience leadership sales enablement technology and new communication technologies Updated end of chapter cases with application questions along with skill building experiential exercises with discovery investigations and focused role plays which place students in the role of sales manager Updated ethical dilemmas for students to practice ethical decision making Revised Sales Management in Action boxes Multiple vignettes embedded in each chapter featuring sales management professionals and well known companies discussing key topics from that chapter This text is core reading for postgraduate MBA and executive education students studying sales management An updated online instructor's manual with solutions to cases and exercises a revised test bank and updated PowerPoints is available to adopters Sales Management. Simplified. Mike Weinberg, 2015-10-21 Packed with case studies Sales Management Simplified offers a proven formula for prospecting developing and closing deals in your time on your terms Why do sales organizations fall short Every day expert consultants like Mike Weinberg are called on by companies to find the answer and it s one that may surprise you Typically the issue lies not with the sales team but with how it is being led Through their attitude and actions senior executives and sales managers can unknowingly undermine performance Weinberg tells it straight by calling out the problems plaguing sales forces and the costly mistakes made by even the best intentioned sales managers The good news is that with the right guidance results can be transformed In Sales Management Simplified Weinberg teaches managers how to Implement a simple framework for sales leadership Foster a healthy high performance sales culture Conduct productive meetings Put the right people in the right roles Retain top producers and remediate underperformers Point salespeople at the proper targets Blending blunt practical advice with funny stories and examples from the field Sales Management Simplified delivers the tools every sales manager needs to succeed Managing sales doesn t have to be complicated and the solution starts with you Selling & Sales Management Lisa Spiller, 2021-09-01 Packed with engaging examples and case studies from companies including Amazon IBM and Pepsi as well as unique insights from sales professionals across the globe this comprehensive textbook balances research theory and practice to guide students through the art and science of selling in a fast changing and digital age The text highlights the emerging role of storytelling sales analytics and automation in a highly competitive and technological world and includes exercises and role plays for students to practice as they learn about each stage of the selling process As well as its focus on selling the text also provides students with essential sales management skills such as onboarding coaching mentoring and leading salespeople as well as managing sales pipelines territories budgets systems and teams when not in the field Online resources are included to help

instructors teaching with the textbook including PowerPoint slides and a testbank Chapter overviews and teaching notes for the roleplays included in the text and suggested course projects and worksheets are also provided for instructors Suitable for courses on selling and sales management at all college and university levels **Sales Management Fundamentals Sales Management Success** Warren Kurzrock, 2019-10-15 The most up to date and proven Richard Carman Hay, 1929 strategies from the CEO of Porter Henry Co written exclusively for sales managers Sales Management Success Optimizing Performance to Build a Powerful Sales Team contains a leading edge training program that is filled with state of the art approaches specifically designed for sales managers Drawing on the author's experience as the CEO of Porter Henry Co the oldest sales force training company in the world Warren Kurzrock details the 8 most critical abilities and strategies in the sales manager s job The Porter Henry process has proven to routinely help teams and individuals multiply their bottom line results While all major companies provide basic orientations for new sales managers these sessions are usually focused on policy procedure product and marketing information Most companies spend huge amounts of money on sales training new employees but do little for sales manager development Written for sales executives in an appealing upbeat tone the book is well grounded in research and real world experience as well as proven ideas and tools The 8 strategies are supported with illustrative examples and quotes from successful sales executives This must have book Contains the most up to date strategies for sales executives Offers compelling real world examples Includes the ideas and tools that can be put into action immediately Draws on the experience of the CEO of Porter Henry Co Reinforces the immediate application and learning with assessments exercises professional toolbox Sales Management Success Optimizing Performance to Build a Powerful Sales Team offers a well organized real world process for today s sales leader to meet the challenge of a most challenging chaotic Sales Management Control, Territory Design, Sales Force Performance, and Sales Organizational job Effectiveness in the Pharmaceutical Industry Eric Longino, 2009 Limited research exists about the determinants of sales organization effectiveness in pharmaceutical sales organizations To fill this void sales management control sales territory design and sales force performance are conceptualized as antecedents to sales organization effectiveness in pharmaceutical sales organizations. The results of the structural equation model tested suggested that pharmaceutical sales representatives perform better and are more effective when they are satisfied with sales territory design because of its significant relationship with sales force behavioral performance. The present study suggests sales force behavioral performance leads to sales organization effectiveness through its significant relationship to sales force outcome performance These findings are somewhat different to those from similar studies in other industries and identify some important implications for sales leaders in the pharmaceutical industry as well as suggesting a number of important research directions Sales Management-SBPD Publications Dr. F. C. Sharma, 2021-12-22 1 Nature and Scope of Sales Management 2 Salesmen or Sales Executives Functions Roles and Types 3 Sales Organisation 4 Salesmanship 5 Personal Selling 6 Prospecting Approaching

Demonstrating and Displaying 7 Distribution Channels 8 Marketing Middlemen 9 Physical Distribution 10 Recruitment of Sales Force 11 Selection of Sales Force 12 Sales Force Training 13 Sales Force Compensation Remunerating the Sales Persons 14 Controlling Salespeople 15 Sales Budget 16 Sales Quotas 17 Sales Territories Sales Management Robert E. Hinson, Ogechi Adeola, Abednego Feehi Okoe Amartey, 2018-09-01 In a fast moving era of increased international competition frontier markets must devise innovative ways to meet demanding sales targets and maintain profitability These efforts will only succeed when local businesses abandon the concept of sales as a checklist of persuasive arguments that lead a customer to make a purchase and accept that building enduring customer relationships is the key to achieving sales goals To understand what it means to sell successfully sales representatives must develop a solid foundation in selling skills and an understanding of the critical elements needed to achieve sales goals By delving into the foundational concepts related to leveraging sales as a tool for organisational profit the authors give readers important insights into the critical elements of the sales process including consultative selling sales force management qualities of effective leadership in sales and the use of technological tools such as Customer Relationship Management CRM and Sales Force Automation SFA systems This book includes insightful contributions from leading sales and marketing practitioners across the continent of Africa on characteristics of successful salespeople and how to recruit them the crucial role of sales leadership sales team training methods and strategies for developing customer relationship management programs Case studies tie theory to practice and short quizzes help readers test their understanding of the material Written in an accessible and reader friendly format this book is primarily aimed at undergraduate students with a secondary audience comprised of postgraduate students and business practitioners ENDORSEMENTS Successful corporate marketing strategies are formulated around the delivery of value to consumers while maintaining a competitive advantage Sales Management A Primer for Emerging Markets offers innovative ways to locate nurture and develop long term win win relationships with key stakeholders Readers will be rewarded with achievable concepts that will lay the foundation for developing a pattern of profitable sales Highly recommended for undergraduate and graduate students as a well crafted textbook drawing on real world experience for academicians as a reliable teaching tool and for practitioners in the world of business seeking tested guidelines for marketing success Amon Chizema Professor of Corporate Governance Birmingham Business School University of Birmingham UK Sales Management A Primer for Frontier Markets is a must read for future and current managers seeking innovative strategies for ensuring long term repeat business with customers and consumers while maintaining a sustainable competitive advantage Discussions on consultative selling the role of ethics in sales and the stages of the personal selling process have been specifically detailed and grounded in peer reviewed case study findings A highly recommended read for undergraduate and graduate students academicians and business managers pursuing up to date insights into selling customer service marketing management small business management and retailing Patrick Awotwi Commercial Director The

Coca Cola Bottling Company of Ghana and Author of Consider it Sold A Seller's Point of View Sales Management Gerbrand Rustenburg, Arnold Steenbeek, 2019-11-27 This international textbook focuses on the strategic and operational aspects of sales management With new material on coaching and motivating sales teams sales skills and leadership are developed in this unique product Sales Management teaches students how to gradually draw up a comprehensive sales plan a process of analysing learning asking brainstorming writing removing and reformulating This comprehensive text provides core reading for students of sales and sales management globally 08 PGT Commerce Chapter-wise Question Bank - Unit Sales Management by Dr. F. C. 8: Human Resource Management & Marketing Management Dheeraj Kumar Singh, **Sharma (eBook)** Dr. F. C. Sharma, 2020-12-12 An excellent book for commerce students appearing in competitive professional and other examinations 1 Nature and Scope of Sales Management 2 Salesmen or Sales Executives Functions Roles and Types 3 Sales Organisation 4 Salesmanship 5 Personal Selling 6 Prospecting Approaching Demonstrating and Displaying 7 Distribution Channels 8 Marketing Middlemen 9 Physical Distribution 10 Recruitment of Sales Force 11 Selection of Sales Force 12 Sales Force Training 13 Sales Force Compensation Remunerating the Sales Persons 14 Controlling Salespeople 15 Sales Budget 16 Sales Quotas 17 Sales Territories Action Plan For Sales Management Success-Not just what to do but how to do it! Susan A. Enns, 2010-11-05 Fact 25% of sales representatives produce 90 to 95% of all sales Clearly most of the members on your sales team are not selling up to their potential and therefore not generating the revenues they could That means neither of you are making the incomes you could Why is this case It s not that the job can t be done because 25 percent are doing it and doing it well It's because the other 75 percent either are not in the right sales position or they truly don t know how to sell Until now most sales managers have not had access to effective affordable sales training Action Plan For Sales Management Success is a proven turn key program that will become the foundation of your sales management process Action Plan For Sales Success will improve your sales management skills so that you and your team can achieve your true sales potential What You Will Learn 1 The B2B Sales Process The Sales Manager's Role Before you can lead you must know the right direction 2 Eagles or Turkeys Recruiting and Hiring The Right Sales Professional Hiring the wrong sales person will cost you 3 to 5 times their annual compensation plan We ll show you how to recruit and hire right 3 It All Starts Here Your 90 Day Sales Rep Success Plan Welcome to the company here s your price book now go and sell will not make your sales team successful We ll show you what will 4 You Are The Coach Ongoing Management Tools Properly managing your team is critical so that they produce results today and in the future We will give you the proper coaching and reporting tools to make that happen Susan understands the sales process intimately and is able to create a management process around it that drives sales people to accomplish their goals Action Plan For Sales Management Success Proven Methods That Produce Measurable Results Susan understands the sales process intimately and is able to create a management process around it that drives sales people to accomplish their goals Rob M Susan knows her

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Table of Contents Sales Management Npast Exam Paper

- 1. Understanding the eBook Sales Management Npast Exam Paper
 - The Rise of Digital Reading Sales Management Npast Exam Paper
 - Advantages of eBooks Over Traditional Books
- 2. Identifying Sales Management Npast Exam 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 Management Npast Exam Paper
 - User-Friendly Interface
- 4. Exploring eBook Recommendations from Sales Management Npast Exam Paper
 - Personalized Recommendations
 - Sales Management Npast Exam Paper User Reviews and Ratings
 - Sales Management Npast Exam Paper and Bestseller Lists
- 5. Accessing Sales Management Npast Exam Paper Free and Paid eBooks

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