#### (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.

- 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 Ps 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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# **Sales Nexam Question Paper**

**D** Kirk

**Sales Nexam Question Paper:** 

The Enigmatic Realm of Sales Nexam Question Paper: Unleashing the Language is Inner Magic

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