

Q.P. Code :02240

[Time: Two & Half Hours]

[Marks:75]

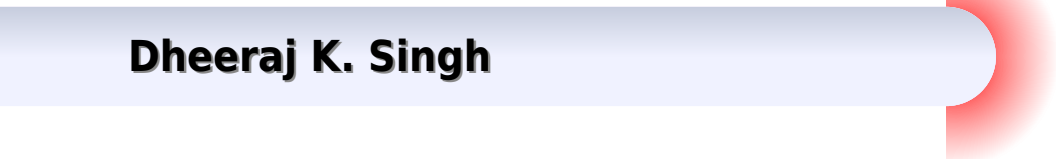
Please check whether you have got the right question paper.

- N.B:
1. All questions are compulsory.
 2. Figures to the right indicate full marks.

- Q.1 Answer (any two) of the following: 15
- a) What is sales management? Explain the role of sales department.
 - b) 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.

Sales Management Njune Question Paper 24

Dheeraj K. Singh



Sales Management Njune Question Paper 24:

Embracing the Tune of Phrase: An Psychological Symphony within **Sales Management Njune Question Paper 24**

In some sort of consumed by monitors and the ceaseless chatter of instant transmission, the melodic elegance and mental symphony developed by the published word often diminish into the background, eclipsed by the persistent noise and disturbances that permeate our lives. Nevertheless, situated within the pages of **Sales Management Njune Question Paper 24** a charming fictional prize filled with fresh feelings, lies an immersive symphony waiting to be embraced. Crafted by a masterful composer of language, that captivating masterpiece conducts visitors on a psychological journey, skillfully unraveling the concealed tunes and profound impact resonating within each cautiously crafted phrase. Within the depths of this moving assessment, we shall discover the book is main harmonies, analyze its enthralling writing model, and submit ourselves to the profound resonance that echoes in the depths of readers souls.

<https://crm.avenza.com/public/detail/default.aspx/Open%20House%20Parent%20Sheet.pdf>

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