



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

M Carnoy



Sales Nexam Question Paper:

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

In a fast-paced digital era where connections and knowledge intertwine, the enigmatic realm of language reveals its inherent magic. Its capacity to stir emotions, ignite contemplation, and catalyze profound transformations is nothing in short supply of extraordinary. Within the captivating pages of **Sales Nexam Question Paper** a literary masterpiece penned with a renowned author, readers embark on a transformative journey, unlocking the secrets and untapped potential embedded within each word. In this evaluation, we shall explore the book's core themes, assess its distinct writing style, and delve into its lasting impact on the hearts and minds of those that partake in its reading experience.

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