# Fourth Semester MBA Degree Examination, June/July 2016 Sales Management

Time: 3 hrs.

Max. Marks:100

#### SECTION - A

# Note: Answer any FOUR questions from Q.No.1 to Q.No.7.

(60%)

- Write a note on selling and business style.
- Define sales management.
- Mention the factors that influence the size of a sales territory.
- Describe the importance of sales motivation.
- 25 What are driving forces of international marketing?
- Mention the market selection process.
- What is online trading? Give examples.

- 600 Marks) (03 Marries)
- (03 Nurses)
- (03 Miarks)
- (100) Defininglesch
- (0.3 Minuries)
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#### SECTION - B

# Note: Answer any FOUR questions from O.No.1 to O.No.7.

What is personal selling? Explain the types of personal selling.

- (97 Marks)
- Explain the methods in setting sales quota and if you are a sales manager of a FMCG, which 2 type of sales quota will you refer for your organisation? (97 Marks)
- 3 Elucidate the qualities and responsibilities of sales manager.
- Explain the methods used in training programs.
- Brief about the role of sales manager in the international market.
- Important Note : 1. On completing your answers, comparisonly draw diagonal errors lines on the romaining blanc pages.

  2. Any revnaling of identification, appeal to evaluater and for equations written eg. 42-4 = 20, will be treated as malpracties. Explain the challenges in International sales management.
  - What are the ways to make internet selling safe?

# (07 Marks)

697 Markah

- (07 Marks)
- 697 Minuriesh (07 Mlariks)

#### SECTION - C

# Note: Answer any FOUR questions from Q.No.1 to Q.No.7.

Elaborate the trends in sales management.

(10 Marks)

2 Explain the types of sales organization in detail.

- (10 Miarks)
- Explain the concept of sales presentation and describe the methods of handling customer objections. (10 Miarks):

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**C** Cleary

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#### Table of Contents Sales Management N6 June Question Paper 2014

- 1. Understanding the eBook Sales Management N6 June Question Paper 2014
  - The Rise of Digital Reading Sales Management N6 June Question Paper 2014
  - Advantages of eBooks Over Traditional Books
- 2. Identifying Sales Management N6 June Question Paper 2014
  - 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 N6 June Question Paper 2014
  - User-Friendly Interface
- 4. Exploring eBook Recommendations from Sales Management N6 June Question Paper 2014
  - Personalized Recommendations
  - Sales Management N6 June Question Paper 2014 User Reviews and Ratings
  - Sales Management N6 June Question Paper 2014 and Bestseller Lists
- 5. Accessing Sales Management N6 June Question Paper 2014 Free and Paid eBooks
  - Sales Management N6 June Question Paper 2014 Public Domain eBooks
  - Sales Management N6 June Question Paper 2014 eBook Subscription Services
  - Sales Management N6 June Question Paper 2014 Budget-Friendly Options
- 6. Navigating Sales Management N6 June Question Paper 2014 eBook Formats

- o ePub, PDF, MOBI, and More
- Sales Management N6 June Question Paper 2014 Compatibility with Devices
- Sales Management N6 June Question Paper 2014 Enhanced eBook Features
- 7. Enhancing Your Reading Experience
  - Adjustable Fonts and Text Sizes of Sales Management N6 June Question Paper 2014
  - Highlighting and Note-Taking Sales Management N6 June Question Paper 2014
  - Interactive Elements Sales Management N6 June Question Paper 2014
- 8. Staying Engaged with Sales Management N6 June Question Paper 2014
  - Joining Online Reading Communities
  - Participating in Virtual Book Clubs
  - Following Authors and Publishers Sales Management N6 June Question Paper 2014
- 9. Balancing eBooks and Physical Books Sales Management N6 June Question Paper 2014
  - Benefits of a Digital Library
  - Creating a Diverse Reading Collection Sales Management N6 June Question Paper 2014
- 10. Overcoming Reading Challenges
  - Dealing with Digital Eye Strain
  - Minimizing Distractions
  - Managing Screen Time
- 11. Cultivating a Reading Routine Sales Management N6 June Question Paper 2014
  - $\circ$  Setting Reading Goals Sales Management N6 June Question Paper 2014
  - Carving Out Dedicated Reading Time
- 12. Sourcing Reliable Information of Sales Management N6 June Question Paper 2014
  - Fact-Checking eBook Content of Sales Management N6 June Question Paper 2014
  - 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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