

02604

MANAGEMENT PROGRAMME

Term-End Examination

December, 2010

MS-62 : SALES MANAGEMENT

Time : 3 hours

*Maximum Marks : 100
(Weightage 70%)*

Note :

- (i) *Answer any three questions from Section-A.*
 - (ii) *Section-B is compulsory.*
 - (iii) *All questions carry equal marks.*
-

SECTION - A

1. (a) Sales and Distribution Management supplement each other. Discuss with suitable illustration.
- (b) Explain the term Sales Presentation. What are the " Do's and Dont's " that a salesman should consider while planning for a successful business presentation ?

Question Paper Of Sales Management November 2014

Mike Jess



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Table of Contents Question Paper Of Sales Management November 2014

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

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