

Q.P. Code :746701

(2½ Hours)

[Total Marks : 75]

- N.B. : (1) All questions are compulsory.
(2) Figures to the right indicate full marks.
(3) Support your answers with suitable illustrations and diagram wherever necessary.

1. Answer any two questions:-

- (a) Discuss the major developments in Sales Management.
- (b) What is distribution management? Explain the role of intermediaries in distribution management.
- (c) Briefly explain any three structures of sales organisation.

15

2. Answer any two questions:-

- (a) What is sales forecasting? Discuss the qualitative techniques of sales forecasting.
- (b) Explain the various types of selling skills.
- (c) Explain the following concepts
 - (i) Win Win Strategy.
 - (ii) National selling
 - (iii) Activity Quotas

15

3. Answer any two questions:-

- (a) Differentiate between Distributor and Wholesaler.
- (b) What are the factors affecting effective management of distribution channels?
- (c) Discuss Kenneth Thomas five styles of conflict resolution.

15

4. Answer any two questions:-

- (a) Explain the direct supervisory methods of sales force.
- (b) Discuss in brief sales Performance Review.
- (c) Write a detailed note on ethics in sales Management.

15

TURN OVER

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Sales Management ,1933 *Advances in Production Management Systems: Innovative and Knowledge-Based Production Management in a Global-Local World* Bernard Grabot,Bruno Vallespir,Gomes Samuel,Abdelaziz Bouras,Dimitris Kiritsis,2014-08-26 The three volumes IFIP AICT 438 439 and 440 constitute the refereed proceedings of the International IFIP WG 5 7 Conference on Advances in Production Management Systems APMS 2014 held in Ajaccio France in September 2014 The 233 revised full papers were carefully reviewed and selected from 271 submissions They are organized in 6 parts knowledge discovery and sharing knowledge based planning and scheduling knowledge based sustainability knowledge based services knowledge based performance improvement and case studies *Tax Management Transfer Pricing Report* ,2000 *The Publishers Weekly* ,1964 *Monthly Catalog of United States Government Publications* ,2004-07

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Table of Contents Question Paper Nsales Management

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

6. Navigating Question Paper Nsales Management eBook Formats
 - ePub, PDF, MOBI, and More
 - Question Paper Nsales Management Compatibility with Devices
 - Question Paper Nsales Management Enhanced eBook Features
7. Enhancing Your Reading Experience
 - Adjustable Fonts and Text Sizes of Question Paper Nsales Management
 - Highlighting and Note-Taking Question Paper Nsales Management
 - Interactive Elements Question Paper Nsales Management
8. Staying Engaged with Question Paper Nsales Management
 - Joining Online Reading Communities
 - Participating in Virtual Book Clubs
 - Following Authors and Publishers Question Paper Nsales Management
9. Balancing eBooks and Physical Books Question Paper Nsales Management
 - Benefits of a Digital Library
 - Creating a Diverse Reading Collection Question Paper Nsales Management
10. Overcoming Reading Challenges
 - Dealing with Digital Eye Strain
 - Minimizing Distractions
 - Managing Screen Time
11. Cultivating a Reading Routine Question Paper Nsales Management
 - Setting Reading Goals Question Paper Nsales Management
 - Carving Out Dedicated Reading Time
12. Sourcing Reliable Information of Question Paper Nsales Management
 - Fact-Checking eBook Content of Question Paper Nsales Management
 - Distinguishing Credible Sources
13. Promoting Lifelong Learning
 - Utilizing eBooks for Skill Development
 - Exploring Educational eBooks
14. Embracing eBook Trends
 - Integration of Multimedia Elements

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- Interactive and Gamified eBooks

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