

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

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Sales Management Njune Question Paper 24:

The book delves into Sales Management Njune Question Paper 24. Sales Management Njune Question Paper 24 is a vital topic that needs to be grasped by everyone, from students and scholars to the general public. The book will furnish comprehensive and in-depth insights into Sales Management Njune Question Paper 24, encompassing both the fundamentals and more intricate discussions.

1. The book is structured into several chapters, namely:

- Chapter 1: Introduction to Sales Management Njune Question Paper 24
- Chapter 2: Essential Elements of Sales Management Njune Question Paper 24
- Chapter 3: Sales Management Njune Question Paper 24 in Everyday Life
- Chapter 4: Sales Management Njune Question Paper 24 in Specific Contexts
- Chapter 5: Conclusion

2. In chapter 1, the author will provide an overview of Sales Management Njune Question Paper 24. This chapter will explore what Sales Management Njune Question Paper 24 is, why Sales Management Njune Question Paper 24 is vital, and how to effectively learn about Sales Management Njune Question Paper 24.
3. In chapter 2, this book will delve into the foundational concepts of Sales Management Njune Question Paper 24. This chapter will elucidate the essential principles that need to be understood to grasp Sales Management Njune Question Paper 24 in its entirety.
4. In chapter 3, the author will examine the practical applications of Sales Management Njune Question Paper 24 in daily life. The third chapter will showcase real-world examples of how Sales Management Njune Question Paper 24 can be effectively utilized in everyday scenarios.
5. In chapter 4, the author will scrutinize the relevance of Sales Management Njune Question Paper 24 in specific contexts. The fourth chapter will explore how Sales Management Njune Question Paper 24 is applied in specialized fields, such as education, business, and technology.
6. In chapter 5, this book will draw a conclusion about Sales Management Njune Question Paper 24. This chapter will summarize the key points that have been discussed throughout the book.
- This book is crafted in an easy-to-understand language and is complemented by engaging illustrations. This book is highly recommended for anyone seeking to gain a comprehensive understanding of Sales Management Njune Question Paper 24.

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