

# END TERM EXAMINATION

FIFTH SEMESTER [BBA (CAM)] DECEMBER-2009

Paper Code: BBA(CAM) 301

Paper ID: 19301

Time : 3 Hours

Subject: Sales and Distribution Management  
(2005-2007)

Maximum Marks : 75

*Note: Attempt any five questions, selecting atleast one question from each unit. All questions carry equal marks.*

## Unit-I

✓ Q1. What are the steps in Sales Management Cycle? How would the market analysis help in designing of sales strategy? (15)

✓ Q2. What is personal selling? What are the various approaches and styles of selling? (15)

## Unit-II

✗ Q3. Explain the various theories of selling, so as to highlight their differences. (15)

✓ Q4. What are the various financial and non-financial motivational techniques commonly used for motivating the sales force? (15)

## UNIT-III

Q5. What are the various methods of controlling and reimbursing the expenses of sales personnel? (15)

✓ Q6. (a) What are the major decisions taken for planning a sales meeting? (7)  
(b) What is a sales contest? What are the various objectives that can be accomplished through sales contests? (8)

## Unit-IV

Q7. What is relationship marketing? Explain the concept of marketing strategy in such a way that the role of relationship marketing in today's scenario is highlighted. (15)

✓ Q8. Define ethics in business? What are the various factors influencing the ethics of sales people. (15)

# Sales Management Nquestion Papers

**SA Adler**



## **Sales Management Nquestion Papers:**

The book delves into Sales Management Nquestion Papers. Sales Management Nquestion Papers is a crucial topic that must be grasped by everyone, ranging from students and scholars to the general public. This book will furnish comprehensive and in-depth insights into Sales Management Nquestion Papers, encompassing both the fundamentals and more intricate discussions.

1. This book is structured into several chapters, namely:
    - Chapter 1: Introduction to Sales Management Nquestion Papers
    - Chapter 2: Essential Elements of Sales Management Nquestion Papers
    - Chapter 3: Sales Management Nquestion Papers in Everyday Life
    - Chapter 4: Sales Management Nquestion Papers in Specific Contexts
    - Chapter 5: Conclusion
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