

IIBM Institute of Business Management

Examination Paper

MM.100

Sales and Distribution Management

Section A: Objective Type & Short Questions (30 marks)

- This section consists of Multiple Choices & Short Note type questions.
- Answer all the questions.
- Part one carries 1 mark each & Part Two carries 5 marks each.

Part One:

Multiple Choices:

1. Which of the following comes under role of a salesman?
 - a. Territory Sales
 - b. Direct Sales
 - c. Technical Sales
 - d. All of the above

2. This method is used by the trainers to present more information in a short time to a large number of participants. _____
 - a. Lecture
 - b. Demonstration
 - c. Group discussion
 - d. None of the above

3. _____ is an emerging form of distribution and promotion that combines elements of personal selling and advertising.
 - a. Direct Mail
 - b. Direct Marketing
 - c. Team selling
 - d. None of the above

4. An exercise that is crucial for every company in the business of manufacturing and selling its products is called _____.
 - a. Retailer
 - b. Wholesaler
 - c. Customer
 - d. None of the above

5. _____ involves manufacturer marketing activities directed at channel intermediaries.
 - a. Pull Strategy
 - b. Push Strategy
 - c. Both (a) & (b)
 - d. None of the above

Sales Management Npast Exam Paper

Scott C. Dulebohn



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aug 16 2019 radiator hoses connect the top of the radiator to the top of the engine as well as the bottom of the radiator to the water pump radiator hoses are essentia

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dec 5 2009 so i might as well replace all the hoses the two hoses that feed the core look very rusty and one of them has what looks to be a very very small leak in it it also looks like the previous owner may have capped off the bypass line here are some pics i took the yellow and green lines denote the hoses i m trying to get the names for

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open question i am looking for a coolant diagram for the 2002 ford taurus it seems to have a leak somewhere around the front passenger side behind the headlight and need a diagram of the radiator hoses posted by jweber43 on jul 07 2010 find parts for your 2002 ford taurus check price ebay

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nov 19 2012 check the coolant level feel the heater hoses going to the heater core to see if they are warm or hot if one of them is warm or hot and the other is not remove the heater hoses and flush the heater core out with a water hose bleed the coolant system and you might want to install a new thermostat while you are at it

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jan 14 2014 on my 02 taurus with the heater bypass hoses when the time came to replace the heater hoses i used bulk heater hose with 90 degree elbows tees and a couple 90 degree preformed hoses it may have been a little expensive with all the fittings but it will make future replacements easier

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nov 24 2019 on the following free direct link it has the serpentine belt diagrams for your 2002 ford taurus depending on which of the 3 0l engine options you have plus additional instructional and directional diagrams let me know if this helped or if you have additional information or questions

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