

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

Victor M. Corman



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From 2005 June to 2011 December 2005 June Paper II 4 07 2005 December Paper II 08 11 2006 June Paper II 12 16 2006
December Paper II 17 22 2007 June Paper II 23 26 2007 December Paper II 27 30 2008 June Paper II 31 35 2008 December
Paper II 36 40 2009 June Paper II 41 44 2009 December Paper II 45 48 2010 June Paper II 49 53 2010 December Paper II 54
58 2011 June Paper II 59 63 2011 December Paper II 64 68 Part B From 2012 June to 2023 March 2012 June Paper II 5 9
2012 June Paper III 10 16 2012 December Paper II 17 21 2012 December Paper III 22 27 2013 June Paper II 28 32 2013 June
Paper III 33 41 2013 September Paper II 42 47 2013 September Paper III 48 55 2013 December Paper II 56 60 2013
December Paper III 61 69 2014 June Paper II 70 75 2014 June Paper III 76 83 2014 December Paper II 84 88 2014 December
Paper III 89 97 2015 June Paper II 98 103 2015 June Paper III 104 112 2015 December Paper II 113 118 2015 December
Paper III 119 127 2016 July Paper II 128 134 2016 July Paper III 135 145 2016 September Paper II 146 153 2016 September
Paper III 154 164 2017 January Paper II 165 172 2017 January Paper III 173 183 2017 November Paper II 184 192 2017
November Paper III 193 206 2018 July Paper II 207 221 2018 December Paper II 222 237 2019 June Paper II 238 249 2019
December Paper II 250 263 2020 October Shift I 264 277 2020 October Shift II 278 290 2021 25th November Shift I 291 304
2021 25th November Shift II 305 319 2021 26th November Shift I 320 334 2022 29th September Shift I 335 349 2022 29th
September Shift II 350 364 2022 14th October Shift I 365 380 2023 4th March Shift I 381 394 2023 4th March Shift II 395
408

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4 2012 December Paper III 21 26 5 2013 June Paper II 27 31 6 2013 June Paper III 32 39 7 2013 September Paper II 40 44 8
2013 September Paper III 45 52 9 2013 December Paper II 53 57 10 2013 December Paper III 58 65 11 2014 June Paper II
66 70 12 2014 June Paper III 71 77 13 2014 December Paper II 78 82 14 2014 December Paper III 83 90 15 2015 June Paper
II 91 95 16 2015 June Paper III 96 104 17 2015 December Paper II 105 109 18 2015 December Paper III 110 118 19 2016
July Paper II 119 125 20 2016 July Paper III 126 135 21 2016 September Paper II 136 142 22 2016 September Paper III 143
152 23 2017 January Paper II 153 159 24 2017 January Paper III 160 169 25 2017 November Paper II 170 176 26 2017
November Paper III 177 187 27 2018 July Paper II 188 199 28 2018 December Paper II 200 211 29 2019 June Paper II 212
221 30 2019 December Paper II 222 233 31 2020 October Shift I 234 246 32 2020 October Shift II 247 258 33 2021 25th
November Shift I 259 271 34 2021 25th November Shift II 272 284 35 2021 26th November Shift I 285 297 36 2022 29th
September Shift I 298 310 37 2022 29th September Shift II 311 324 38 2022 14th October Shift I 325 338 39 2023 4th
March Shift I 339 351 40 2023 4th March Shift II 352 365 41 2023 13th June Shift I 366 378 42 2023 13th June Shift II 379
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Table of Contents Sales Management Njune Question Paper 24

1. Understanding the eBook Sales Management Njune Question Paper 24
 - The Rise of Digital Reading Sales Management Njune Question Paper 24
 - Advantages of eBooks Over Traditional Books
2. Identifying Sales Management Njune Question Paper 24
 - 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 Sales Management Njune Question Paper 24
 - User-Friendly Interface
4. Exploring eBook Recommendations from Sales Management Njune Question Paper 24
 - Personalized Recommendations

- Sales Management Njune Question Paper 24 User Reviews and Ratings
- Sales Management Njune Question Paper 24 and Bestseller Lists
- 5. Accessing Sales Management Njune Question Paper 24 Free and Paid eBooks
 - Sales Management Njune Question Paper 24 Public Domain eBooks
 - Sales Management Njune Question Paper 24 eBook Subscription Services
 - Sales Management Njune Question Paper 24 Budget-Friendly Options
- 6. Navigating Sales Management Njune Question Paper 24 eBook Formats
 - ePub, PDF, MOBI, and More
 - Sales Management Njune Question Paper 24 Compatibility with Devices
 - Sales Management Njune Question Paper 24 Enhanced eBook Features
- 7. Enhancing Your Reading Experience
 - Adjustable Fonts and Text Sizes of Sales Management Njune Question Paper 24
 - Highlighting and Note-Taking Sales Management Njune Question Paper 24
 - Interactive Elements Sales Management Njune Question Paper 24
- 8. Staying Engaged with Sales Management Njune Question Paper 24
 - Joining Online Reading Communities
 - Participating in Virtual Book Clubs
 - Following Authors and Publishers Sales Management Njune Question Paper 24
- 9. Balancing eBooks and Physical Books Sales Management Njune Question Paper 24
 - Benefits of a Digital Library
 - Creating a Diverse Reading Collection Sales Management Njune Question Paper 24
- 10. Overcoming Reading Challenges
 - Dealing with Digital Eye Strain
 - Minimizing Distractions
 - Managing Screen Time
- 11. Cultivating a Reading Routine Sales Management Njune Question Paper 24
 - Setting Reading Goals Sales Management Njune Question Paper 24
 - Carving Out Dedicated Reading Time
- 12. Sourcing Reliable Information of Sales Management Njune Question Paper 24
 - Fact-Checking eBook Content of Sales Management Njune Question Paper 24

- 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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