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: What is sales management? Explain the role of sales department.	15
b)	Explain the importance of distribution management.	
	State and explain any two structure of sales organization.	
Q.2 a)	Answer (any two) of the following: Discuss in brief the methods of sales forecasting.	15
ь)	Explain the reasons for unsuccessful closing of sale.	
c)	Explain the following concept:- 1) Negotiation skills 2) Volume Quota 3) International selling	
Q.3 a)	Answer (any two) of the following: Discuss different choice for selecting distribution system.	15
	Explain the methods for motivating channel members.	
	Write in detail role and function of wholesaler.	
Q.4 a)	Answer (any two) of the following: Write a note on Sales Management Audit:	15
b)	Discuss different instruments for channel control	
c)	Explain various ethical issues in sales management.	

Sales Management Njune Question Paper 24

Thirumalaisamy P. Velavancorresponding

Sales Management Njune Question Paper 24:

Sales Management Njune Question Paper 24 Book Review: Unveiling the Power of Words

In a global driven by information and connectivity, the ability of words has be more evident than ever. They have the capability to inspire, provoke, and ignite change. Such could be the essence of the book **Sales Management Njune Question Paper 24**, a literary masterpiece that delves deep into the significance of words and their affect our lives.

Compiled by a renowned author, this captivating work takes readers on a transformative journey, unraveling the secrets and potential behind every word. In this review, we shall explore the book is key themes, examine its writing style, and analyze its overall impact on readers.

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