

# 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

**Christian G. Meyer**



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## Whispering the Techniques of Language: An Psychological Journey through **Sales Management Nquestion Papers**

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 $4\text{H}_2 + \text{O}_2 \rightarrow 2\text{H}_2\text{O}$   
 $5\text{Pb} + 2\text{HCl} \rightarrow 2\text{H}_2 + \text{PbCl}_2$   
 $6\text{AlBr}_3 + 3\text{K}_2\text{SO}_4 \rightarrow 4\text{KBr} + \text{Al}_2\text{SO}_4 + 3\text{Br}_2$   
 $4\text{CH}_4 + 7\text{O}_2 \rightarrow 2\text{CO}_2 + 2\text{H}_2\text{O}$   
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 $3\text{HBr} + \text{KHCO}_3 + \text{H}_2\text{O} + \text{KBr} + \text{CO}_2 + \text{GaBr}_3 + 3\text{Na}_2\text{SO}_3 + \text{Ga}_2\text{SO}_3 + 6\text{NaBr} + 3\text{SnO}_2 + 3\text{NF}_3 + 3\text{SnF}_2 + \text{N}_2\text{O}_3$  using the following equation  $2\text{NaOH} + \text{H}_2\text{SO}_4 \rightarrow 2\text{H}_2\text{O} + \text{Na}_2\text{SO}_4$

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