



SECTION – B
(Subjective Type Questions)

Answer any 3 out of the given 5 questions on Employability Skills. **3 × 2 = 6**

Answer each question in 20-30 words.

6. Name all the elements of communication represented by a figure.
7. List any two Stress Management Techniques.
8. What is the function of the ENTER key ?
9. State four qualities of a successful entrepreneur.
10. What is meant by sustainable development ?

Answer any 4 out of the given 6 questions in 20-30 words each. **4 × 2 = 8**

11. Write a short note on the 4 P's of Marketing.
12. 'Literacy is not an appropriate basis for segmenting a shoe brand.' What are the appropriate bases to segment a shoe brand in the market ?
13. What is meant by 'Qualifying' ? On what basis are the prospects assessed ?
14. What do you mean by Concealed objections ?
15. How does a salesperson acts as an image builder for the company ?
16. List two negotiation skills required by a salesperson.

Sales Nexam Question Paper

**Vaneet Kaur,Nisha
Hastir,Karanjeet,Shikha
Chaudhary,Suman Lata,Deepa
Tiwari,Bhavna Sharma,Nikhil
Mishra,Puja Pathania Gulati,Pooja
Verma,Veenus**

Sales Nexam Question Paper:

Sales Nexam Question Paper Book Review: Unveiling the Magic of Language

In an electronic era where connections and knowledge reign supreme, the enchanting power of language has become much more apparent than ever. Its power to stir emotions, provoke thought, and instigate transformation is actually remarkable. This extraordinary book, aptly titled "**Sales Nexam Question Paper**," written by a highly acclaimed author, immerses readers in a captivating exploration of the significance of language and its profound impact on our existence. Throughout this critique, we will delve into the book's central themes, evaluate its unique writing style, and assess its overall influence on its readership.

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