

02604

MANAGEMENT PROGRAMME

Term-End Examination

December, 2010

MS-62 : SALES MANAGEMENT

Time : 3 hours

*Maximum Marks : 100
(Weightage 70%)*

Note :

- (i) *Answer any three questions from Section-A.*
 - (ii) *Section-B is compulsory.*
 - (iii) *All questions carry equal marks.*
-

SECTION - A

1. (a) Sales and Distribution Management supplement each other. Discuss with suitable illustration.
- (b) Explain the term Sales Presentation. What are the " Do's and Dont's " that a salesman should consider while planning for a successful business presentation ?

Sales Management Question Paper November 2013

S Ben Porath



Sales Management Question Paper November 2013:

Adopting the Beat of Phrase: An Psychological Symphony within **Sales Management Question Paper November 2013**

In a world taken by monitors and the ceaseless chatter of immediate transmission, the melodic splendor and mental symphony created by the prepared term usually diminish into the back ground, eclipsed by the persistent sound and disruptions that permeate our lives. Nevertheless, situated within the pages of **Sales Management Question Paper November 2013** an enchanting literary value filled with organic thoughts, lies an immersive symphony waiting to be embraced. Crafted by a masterful composer of language, this captivating masterpiece conducts viewers on a mental trip, well unraveling the hidden melodies and profound influence resonating within each carefully constructed phrase. Within the depths of the touching examination, we shall discover the book is central harmonies, analyze its enthralling publishing style, and surrender ourselves to the profound resonance that echoes in the depths of readers souls.

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