

Q.P. Code :746701

(2½ Hours)

[Total Marks : 75]

16/11/16

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- N.B. :** (1) All questions are compulsory.  
(2) Figures to the right indicate full marks.  
(3) Support your answers with suitable illustrations and diagram wherever necessary.

1. Answer any two questions:-

- (a) Discuss the major developments in Sales Management.
- (b) What is distribution management? Explain the role of intermediaries in distribution management.
- (c) Briefly explain any three structures of sales organisation.

15

2. Answer any two questions:-

- (a) What is sales forecasting? Discuss the qualitative techniques of sales forecasting.
- (b) Explain the various types of selling skills.
- (c) Explain the following concepts
  - (i) Win Win Strategy.
  - (ii) National selling
  - (iii) Activity Quotas

15

3. Answer any two questions:-

- (a) Differentiate between Distributor and Wholesaler.
- (b) What are the factors affecting effective management of distribution channels?
- (c) Discuss Kenneth Thomas five styles of conflict resolution.

15

4. Answer any two questions:-

- (a) Explain the direct supervisory methods of sales force.
- (b) Discuss in brief sales Performance Review.
- (c) Write a detailed note on ethics in sales Management.

15

TURN OVER

# Question Paper Nsales Management

**M Lipman**



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