

Q.P. Code :02240

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

# Sales Management Njune Question Paper 24

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Accounting Dheeraj K. Singh,      **Sales Management** Thomas N. Ingram, Raymond W. LaForge, Ramon A. Avila, Charles H. Schwepker Jr, Michael R. Williams, 2024-01-22 This 11th edition of Sales Management continues the tradition of blending the most recent sales management research with the real life best practices of leading sales organizations and sales professionals Reflecting today's emphasis on analytics and customer experience CX this edition focuses on the importance of employing different data based selling strategies for different customer groups as well as integrating corporate business marketing and sales level strategies and plans Sales Management includes coverage of the current trends and issues in sales management along with real world examples from the contemporary business world that are used throughout the text to illuminate chapter discussions The new 11th edition includes Emphasis on data driven decision making ethics the use of artificial intelligence the customer experience leadership sales enablement technology and new communication technologies Updated end of chapter cases with application questions along with skill building experiential exercises with discovery investigations and focused role plays which place students in the role of sales manager Updated ethical dilemmas for students to practice ethical decision making Revised Sales Management in Action boxes Multiple vignettes embedded in each chapter featuring sales management professionals and well known companies discussing key topics from that chapter This text is core reading for postgraduate MBA and executive education students studying sales management An updated online instructor's manual with solutions to cases and exercises a revised test bank and updated PowerPoints is available to adopters      **SEBI Officer Grade A- General Stream Exam Paper 2: Commerce and Management Practice Sets** Dr Chandresh Agrawal, nandini books, 2025-06-27 SGN The Book SEBI Officer Grade A General Stream Exam Paper 2 Commerce and Management Practice Sets Covers Commerce and Management Objective Questions Asked in Various Competitive Exams Answers For All Questions      **Sales Management**, 1929      *Taxmann's CRACKER for Strategic Cost Management (Paper 16 | SCM) - Featuring Solved Past Papers | Module-wise Trend Analysis for CMA Final | New Syllabus | Dec. 2025/June 2026 Exams* CA Tarun Agarwal, 2025-09-15 Strategic Cost Management CRACKER presents fully solved past examination questions up to June 2025 organised to mirror the CMA Final Group III Paper 16 syllabus 2022 scheme It opens with Module wise Marks Distribution a Previous Exams Trend Analysis June December attempts and a module to CMA Study Material mapping enabling precise outcome oriented preparation Each chapter begins with a concise tabular summary and then proceeds to step by step solutions helping candidates revise concepts efficiently and apply them under exam conditions The Present Publication is the 1st Edition for the Dec 2025 June 2026 Exams This book is authored by CA Tarun Agarwal with the following noteworthy features Fully Solved Past Papers till June 2025 with clear workings and explanatory notes Module wise Marks Distribution Uniform Costing D December o Previous Exams Trend Analysis attempt wise theory practical tagging o Module wise Comparison with Study Material CMA Study Module Nos 1 15 Chapter Design for Rapid Application o Tabular summary of key concepts formulae at the chapter start o Solved Past Exam Questions grouped by topic and mapped

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