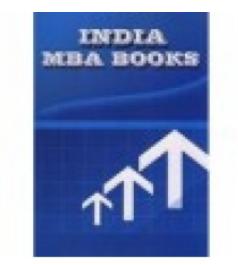
Sales and Distribution Management



Brand: Mehta Solutions **Product Code:** 20IMG24GM4 **Weight:** 0.00kg

Price: Rs600

Short Description M D U UNIVERSITY Sales and Distribution Management

Description

Sales and Distribution Management SOLVED PAPERS AND GUESS

Product Details: M D U UNIVERSITY Sales and Distribution Management

Format: BOOK

Pub. Date: NEW EDITION APPLICABLE FOR Current EXAM

Publisher: MEHTA SOLUTIONS

Edition Description: 2019-20

RATING OF BOOK: EXCELLENT

ABOUT THE BOOK

FROM THE PUBLISHER

If you find yourself getting fed up and frustrated with other **M D U UNIVERSITY** book solutions now mehta solutions brings top solutions for **M D U UNIVERSITY Sales and Distribution Management REPORT book** contains previous year solved papers plus faculty important questions and answers specially for **M D U UNIVERSITY.** questions and answers are specially design specially for **M D U UNIVERSITY** students .

Please note: All products sold on mbabooksindia.com are brand new and 100% genuine

- Case studies solved
- New addition fully solved
- last 5 years solved papers with current year plus guess

PH: 07011511310, 09899296811 FOR ANY problem

FULLY SOLVED BOOK LASY 5 YEARS PAPERS SOLVED PLUS GUESS

Sales and Distribution Management

UNIT-3 Sales Management: Role of Sales Management in Marketing, Nature and Responsibilities of Sales Management, Modern Roles and Required Skills for Sales Managers. Theories of Selling, Sales Planning: Importance, approaches and process of sales planning; Sales forecasting; Sales budgeting. Sales Organization: Purpose, principles and process of setting up a sales organization; Sales organizational structures; Fled sales organization:

- determining size of sales torce. UNIT-1 Territory Management: Need, procedure for setting up sales territories; Time management; Routing, Sales O Purpose, types o quota, administration of sales quotas. Managing the Sales-force: Recruitment, selection, training, compensation, motivating and teading the sales-force sales meetings and contests.
- training, compensation, motivating and leading the sales-torce; ower sime-ing-up in the sale of the sa
- Details
- 1. Books by courier
- 2. Delivery in 5-7 days
- 3. Courier india only
- 4. Rating of product : largest selling