

QUESTION 1

(10)

MULTIPLE CHOICE

1. Key sales management activities include:

- a) Guiding new product testing
- b) Reviewing sales performance from a previous period, identifying variances, and taking action based on variances
- c) Preparing marketing budgets and allocating budget to service teams
- d) Determining the overall vision for the company
- e) Establishing the promotional mix for the organization
- f) Establishing the company channel affiliate relationships

2. The sales force can play a central role in achieving a marketing orientation strategy, by

- a) Maintaining infrequent contact with customer
- b) Collecting and disseminating market information
- c) Focusing on cutting costs
- d) Following the competition's lead
- e) Limiting the amount of communication with internal organization groups so they can focus on the customer
- f) for change to happen and adapting to it

3. The main efficiency of product specialization is:

It's easy to understand product mix

- a) It shortens the distance between accounts
- b) It promotes better coordination across product groups
- c) It allows sales reps to become experts on specific products
- d) The territories are smaller
- e) It helps reduce travel time

4. The main benefit of market specialization is:

- a) Better understanding of customer needs in specific vertical markets
- b) Standardization of product offerings
- c) Better cost control

Lcci Selling And Sales Management Past Paper

Michael Rajnik



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The Top Books of the Year Lcci Selling And Sales Management Past Paper The year 2023 has witnessed a noteworthy surge in literary brilliance, with numerous engrossing novels enthralling the hearts of readers worldwide. Lets delve into the realm of bestselling books, exploring the engaging narratives that have captivated audiences this year. Lcci Selling And Sales Management Past Paper : Colleen Hoover's "It Ends with Us" This heartfelt tale of love, loss, and resilience has gripped readers with its raw and emotional exploration of domestic abuse. Hoover expertly weaves a story of hope and healing, reminding us that even in the darkest of times, the human spirit can triumph. Lcci Selling And Sales Management Past Paper : Taylor Jenkins Reid's "The Seven Husbands of Evelyn Hugo" This spellbinding historical fiction novel unravels the life of Evelyn Hugo, a Hollywood icon who defies expectations and societal norms to pursue her dreams. Reid's captivating storytelling and compelling characters transport readers to a bygone era, immersing them in a world of glamour, ambition, and self-discovery. Discover the Magic : Delia Owens' "Where the Crawdads Sing" This captivating coming-of-age story follows Kya Clark, a young woman who grows up alone in the marshes of North Carolina. Owens spins a tale of resilience, survival, and the transformative power of nature, captivating readers with its evocative prose and mesmerizing setting. These popular novels represent just a fraction of the literary treasures that have emerged in 2023. Whether you seek tales of romance, adventure, or personal growth, the world of literature offers an abundance of engaging stories waiting to be discovered. The novel begins with Richard Papen, a bright but troubled young man, arriving at Hampden College. Richard is immediately drawn to the group of students who call themselves the Classics Club. The club is led by Henry Winter, a brilliant and charismatic young man. Henry is obsessed with Greek mythology and philosophy, and he quickly draws Richard into his world. The other members of the Classics Club are equally as fascinating. Bunny Corcoran is a wealthy and spoiled young man who is always looking for a good time. Charles Tavis is a quiet and reserved young man who is deeply in love with Henry. Camilla Macaulay is a beautiful and intelligent young woman who is drawn to the power and danger of the Classics Club. The students are all deeply in love with Morrow, and they are willing to do anything to please him. Morrow is a complex and mysterious figure, and he seems to be manipulating the students for his own purposes. As the students become more involved with Morrow, they begin to commit increasingly dangerous acts. The Secret History is an exceptional and suspenseful novel that will keep you guessing until the very end. The novel is a cautionary tale about the dangers of obsession and the power of evil.

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