

MS-62

Post-Graduate Diploma in Marketing Management (PGDMM)

ASSIGNMENT

For

January 2025 and July 2025 Sessions

MS-62: Sales Management

**(Last date of submission for January 2025 session is 30th April, 2025
and for July 2025 sessions is 31st October, 2025)**



School of Management Studies

INDIRA GANDHI NATIONAL OPEN UNIVERSITY

MAIDAN GARHI, NEW DELHI – 110 068

ASSIGNMENT

Course Code	:	MS - 62
Course Title	:	Sales Management
Assignment Code	:	MS-62/TMA/JAN/2025
Coverage	:	All Blocks

Note: Attempt all the questions and submit this assignment to the coordinator of your study centre. Last date of submission for January 2025 session is 30th April, 2025 and for July 2025 session is 31st October, 2025.

1. (a) Explain the terms sale and distribution in the context of sales management function.
 Discuss the role of sales and distribution strategy in the exchange process.
 (b) Discuss the term, scope and evolution of personal selling in the Indian context. List out
 and explain the situations conducive for personal selling.

2. (a) What are selling skills? Discuss the various selling skills that you are familiar.
 Highlight how these selling skills help enable sales personnel.
 (b) Distinguish between recruitment and selection. When and why selection process
 assume significance? Highlight the most commonly used selection tools.

3. (a) Elaborate the significance and purpose of training in an organisation. Discuss the
 methods of identifying training needs. What makes sales training a continual activity?
 (b) Explain the need and key objectives of monitoring sales function in an organization.
 Discuss the basic issues that one has to consider in the evaluation of salesmen.

4. (a) Explain the term sales territories. Discuss the steps involved in territory planning and its
 importance.
 (b) Explain the purpose of sales forecast and sales quotas in the context of sales
 management function.
 Discuss the meaning and importance of sales budgeting. What are the various methods
 that a sales manager would consider in preparing the sales budget?