

Government College for Women, Nawakadal Srinagar.

B.COM 3<sup>rd</sup> SEMESTER

Session: July 2020

COURSE TITLE (CODE): PERSONAL SELLING & SALESMANSHIP (PSSSEC)

Maximum Marks: 30

Minimum Marks: 12

NOTE: Attempt All Questions.

Q.1. Discuss various qualities of a Good Salesman?

Q.2. Explain the whole process of personal- selling?

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