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Ther are â€lâ€lâ€l..types of general approaches to selling. Five

A â€l..is the specific portion of a firm's total physical market that is assigned to a certain salesman. sales territory

Cultural norms and values is a type of sales forceâ€lâ€lâ€lâ€lâ€lâ€l

Salary plus group bonus is a type of  $\hat{a} {\in} | \hat{a} {\in} | compensation.$  ombination

Reducing selling expenses is one of the reasons why firms haveâ€lâ€l.. sales territory

â€l..is a type of compensation are usually received at the end of the selling period recognized by the firm and the sales person. Straight salary

There are  $\hat{a} \in \hat{a} \in \hat{a}$  processes that can be used to control salepeople. Four

………are used to assist salespeople to sell a product/service. Sales incentives

There are ………steps in the selling process. Seven

A typical sales budget will contain the revenue and  $\hat{a}{\in}{\mid}...$  sides. Expenditure

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