

B.M.S --- SEMESTER – 5

NAME OF SUBJECT : Sales And Distribution Management

NAME OF FACULTY : Vivek Bhatia

DATE OF ASSIGNMENT GIVEN : November 25, 2020

DATE OF SUBMISSION : December 5, 2020

ASSIGNMENT TOPIC:

(COMMON OR INDIVIDUAL TOPIC AS PER ROLL NO WISE DECIDED BY SUBJECT TEACHER)

*Individual Topics given and explained to students what is expected of them.
List of Assignment title is attached with the student name and roll number.*

INSTRUCTIONS FOR THE ASSIGNMENT/PROJECT IN SUBJECT :

Assignment to be submitted as PPT or Word File or PDF File.

They have to discuss the following in their assignments:

Sales Strategy of the Company

Sales Structure of their Sales Team

Distribution System and Structure that is currently being followed

Shortcomings as observed by the student

Suggestions on how it could be improved or enhanced.

INSTRUCTIONS FOR THE PRESENTATION/VIVA IN SUBJECT :

- **IT SHOULD BE INDIVIDUAL.**
- **TIME FOR INDIVIDUAL VIVA/PRESENTATION BETWEEN 3 TO 5 MIN.**
- **IT SHOULD BE COMPLETED MAX WITHIN 5 LECS. (300 MIN/60 STUD)**
- **IT SHOULD BE STRICKLY AS PER FOLLOWING SHEDULE.**
- **CHANGE IN SHEDULE OF PRESENTATION/VIVA ALLOWED AT THE PRIOR PERMISSION OF COORDINATOR/ EXAM COMMITTEE.**

| ROLL NO | DATE & DAY | DURING TIME OF LEC | EXTRA TIME/REMARK IF ANY |
|----------------|-----------------------|---------------------------|---------------------------------|
| | -NA- | | |



Signature: Faculty



Signature: Coordinator

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