

Course list



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Management of Field Sales

₹1,000.00

Search

Prof. Jayanta
Chatterjee
IIT Kanpur

***Additional GST and optional Exam fee are applicable.**

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self paced courses
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Description	Additional information	Certification Process
Course Details	Reviews (0)	

Course Details

Week 1 : Evolution of Field Sales, Relationship driven Selling-Fundamentals, Value based Selling strategies, Communication for Sales, Theoretical Foundation Product Life Cycle (PLC) and chasm



Week 2 : Products and Solutions, Approaches for Solution Selling, Buying Process Fundamentals-I, Buying Process Fundamentals- II, Opportunity classifications

Week 3 : Account based sales management, Adaptive Selling strategy, Consultative Interactions for the sales person, Pitching and Presentation, Sales Negotiation

Week 4 : Adaptive Sales Closing, Service management post-sales, Managing Sales Teams, Sales Automation, Personal Development for the Sales manager





Roll No: NPTEL19MG27S11181178

To: MALLAMUTHU GOUNDER MAHALINGAM COLLEGE
POLLACHI



1/1321

Score	Type of Certificate
>=90	Elite+Gold
75-89	Elite+Silver
>=60	Elite
40-59	Successfully completed the course
<40	No Certificate

No. of credits recommended by NPTEL:1



NPTEL Online Certification

(Funded by the Ministry of HRD, Govt. of India)



This certificate is awarded to
ARUN.B
for successfully completing the course
Management of Field Sales

with a consolidated score of **40** %

Online Assignments	8.33/25	Proctored Exam	31.5/75
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Total number of candidates certified in this course: 417



Prof. T. V. Prabhakar
Chairman
Centre for Continuing Education, IITK

Jan-Feb 2019
(4 week course)



Prof. Satyaki Roy
NPTEL Coordinator
IIT Kanpur



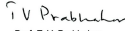
Indian Institute of Technology Kanpur



Roll No: NPTEL19MG27S11181178

To validate and check scores: <http://nptel.ac.in/noc>

 Roll No: NPTEL19MG27S11181383 To: MALLAMUTHU GOUNDER MAHALINGAM COLLEGE POLLACHI	
 2/1321	
No. of credits recommended by NPTEL:1	
Score	Type of Certificate
>=90	Elite+Gold
75-89	Elite+Silver
>=60	Elite
40-59	Successfully completed the course
<40	No Certificate

 NPTEL Online Certification (Funded by the Ministry of HRD, Govt. of India)		
This certificate is awarded to ANITHA MALAR S for successfully completing the course Management of Field Sales with a consolidated score of 44 % Online Assignments 7.50/25 Proctored Exam 36/75 Total number of candidates certified in this course: 417		
 Prof. T. V. Prabhakar Chairman Centre for Continuing Education, IITK	Jan-Feb 2019 (4 week course)	 Prof. Satyaki Roy NPTEL Coordinator IIT Kanpur
 Indian Institute of Technology Kanpur		
Roll No: NPTEL19MG27S11181383		To validate and check scores: http://nptel.ac.in/noc



Roll No: NPTEL19MG27S21181287

To: MALLAMUTHU GOUNDER MAHALINGAM COLLEGE
POLLACHI



3/11/21

Score	Type of Certificate
>=90	Elite+Gold
75-89	Elite+Silver
>=60	Elite
40-59	Successfully completed the course
<40	No Certificate

No. of credits recommended by NPTEL:1



NPTEL Online Certification

(Funded by the Ministry of HRD, Govt. of India)

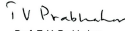


This certificate is awarded to
SUKUMAR.K
for successfully completing the course
Management of Field Sales

with a consolidated score of **40** %

Online Assignments	10.83/25	Proctored Exam	29/75
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Total number of candidates certified in this course: 417



Prof. T. V. Prabhakar
Chairman
Centre for Continuing Education, IITK

Jan-Feb 2019
(4 week course)



Prof. Satyaki Roy
NPTEL Coordinator
IIT Kanpur



Indian Institute of Technology Kanpur



Roll No: NPTEL19MG27S21181287

To validate and check scores: <http://nptel.ac.in/noc>



Roll No: NPTEL19MG27S21181430

To: MALLAMUTHU GOUNDER MAHALINGAM COLLEGE
POLLACHI



4/1321

Score	Type of Certificate
>=90	Elite+Gold
75-89	Elite+Silver
>=60	Elite
40-59	Successfully completed the course
<40	No Certificate

No. of credits recommended by NPTEL:1



NPTEL Online Certification

(Funded by the Ministry of HRD, Govt. of India)



This certificate is awarded to
ANIRUTHA.K
for successfully completing the course

Management of Field Sales

with a consolidated score of **42** %

Online Assignments	10.83/25	Proctored Exam	31.5/75
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Total number of candidates certified in this course: 417



Prof. T. V. Prabhakar
Chairman
Centre for Continuing Education, IITK

Jan-Feb 2019
(4 week course)



Prof. Satyaki Roy
NPTEL Coordinator
IIT Kanpur



Indian Institute of Technology Kanpur



Roll No: NPTEL19MG27S21181430

To validate and check scores: <http://nptel.ac.in/noc>



Roll No: NPTEL19MG27S21181437

To: MALLAMUTHU GOUNDER MAHALINGAM COLLEGE
POLLACHI



S/11321

Score	Type of Certificate
>=90	Elite+Gold
75-89	Elite+Silver
>=60	Elite
40-59	Successfully completed the course
<40	No Certificate

No. of credits recommended by NPTEL:1



NPTEL Online Certification

(Funded by the Ministry of HRD, Govt. of India)



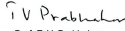
This certificate is awarded to
JAGADEESWARAN N
for successfully completing the course

Management of Field Sales

with a consolidated score of **47** %

Online Assignments	10.83/25	Proctored Exam	36/75
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Total number of candidates certified in this course: 417



Prof. T. V. Prabhakar
Chairman
Centre for Continuing Education, IITK

Jan-Feb 2019
(4 week course)



Prof. Satyaki Roy
NPTEL Coordinator
IIT Kanpur



Indian Institute of Technology Kanpur



Roll No: NPTEL19MG27S21181437

To validate and check scores: <http://nptel.ac.in/noc>



Roll No: NPTEL19MG27S21181470

To: MALLAMUTHU GOUNDER MAHALINGAM COLLEGE
POLLACHI



6/11321

Score	Type of Certificate
>=90	Elite+Gold
75-89	Elite+Silver
>=60	Elite
40-59	Successfully completed the course
<40	No Certificate

No. of credits recommended by NPTEL:1



NPTEL Online Certification

(Funded by the Ministry of HRD, Govt. of India)



This certificate is awarded to
K.NAVEENKUMAR
for successfully completing the course

Management of Field Sales

with a consolidated score of **40** %

Online Assignments	11.67/25	Proctored Exam	28.5/75
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Total number of candidates certified in this course: 417



Prof. T. V. Prabhakar
Chairman
Centre for Continuing Education, IITK

Jan-Feb 2019
(4 week course)



Prof. Satyaki Roy
NPTEL Coordinator
IIT Kanpur



Indian Institute of Technology Kanpur



Roll No: NPTEL19MG27S21181470

To validate and check scores: <http://nptel.ac.in/noc>