

Ans 71- Before selecting a salesman, various qualities for the job of salesman must be kept in mind.

- These qualities are impressive personality, cheerful disposition, education, health, and physique. Generally, the knowledge of the product and the market etc.

① Advertisement - Ads are given in different newspapers inviting applications. The application may be either on plain paper or printed form issued by the seller.

- The qualifications and other requirements are clearly mentioned in the advertisement.

② Receipt of application - The applications are received until the stipulated time. Incomplete application or which do not conform to the job are rejected.

### ③ Written test and interview |

Candidates whose applications are accepted are called for the written test and those who qualify the test are called for interview. The candidates may be called directly interview without the written test.

### ④ Various psychological test - The

Candidates who qualify the final interview are called psychological test like aptitude, personality and ability tests.

⑤ Medical Examination | Those who qualify the test are sent for medical exam. The candidates passing the medical exam are selected for the salesman jobs.

⑥ Final Placement | - The select candidates are issued the allotment letter to join job in time. The above mentioned selection procedure ensure the best type of candidates for salesman job.