



# School of Studies in Business Management Shaheed Mahendra Karma Vishwavidyalaya

Bastar, Jagdalpur, District-Bastar, Chhattisgarh 494 001  
Ph-07782 229224, Fax-07782 229037, www.bvvjdp.ac.in

No/1394/MBA/SMKV/2025-26

Date: 13/02/2026

## NOTICE

This is to inform M.B.A-II semester students that the department is conducting “**One Day in the Shoes of a Salesman**” activity as a part of the 1<sup>st</sup> Internal Assessment Examination on February 17, 2026.

### Participation Details:

Students are required to visit any retail store and observe a salesman at work. The observation should be documented in a detailed report covering the following points:

1. Introduction of the retail store (name, location, type of products/services)
2. Observe and write 5 complete sales scenarios (customer interaction, product presentation, handling objections, closing sale, post-sale service offered)
3. Positive and negative aspects observed during the sales process
4. Suggestions for improvement in the sales approach
5. Key learnings from the observation

Submission Guidelines: Students must submit a detailed report on the above points, including Jiotag photos, by February 19, 2026.

*Rashmi*  
13/02/26

HOD

SoS in Business Management  
Shaheed Mahendra Karma Vishwavidyalaya, Bastar  
Jagdalpur, District-Bastar (C.G.)

No/1395/MBA/SMKV/2025-26

Date: 13/02/2026

Copy to:

1. P.A. to Hon'ble Vice Chancellor, Shaheed Mahendra Karma Vishwavidyalaya, Bastar, for kind information.
2. Registrar, Shaheed Mahendra Karma Vishwavidyalaya, Bastar, for kind information.

*Rashmi*  
13/02/26

HOD

SoS in Business Management  
Shaheed Mahendra Karma Vishwavidyalaya, Bastar  
Jagdalpur, District-Bastar (C.G.)