# **Exam Revision**

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# **Smei Revision Sheet**

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support organizing promotion effort conducting meetings and allocating scarce resources The job is VERY demanding The kinds of topics to encounter in the exams shall closely resemble the responsibilities of a real world Sales Marketing Manager which may include Hiring training and coaching Leading and motivating Setting targets and tracking performance Organizing and planning Resource allocation The exams are not difficult just that coverage is quite comprehensive a wide range of topics are presented in the official topic lists Keep in mind these exams are NOT for absolute beginners If you don t know the basics such as the 4Ps the exams may not be right for you In fact the exam topics reflect the latest changes in the business environment and these changes are not basics at all

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