PART A

Q. 1 Expand the following abbreviations

8 marks

a. FDI
b. USP
c. GAAP
d. LPG
e. SEC
f. CCI
g. TPR
h. FEMA

Q. 2 Match column A with column B

8 marks

<table>
<thead>
<tr>
<th>Column A</th>
<th>Column B</th>
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</thead>
<tbody>
<tr>
<td>a. FEMA</td>
<td>a. DGS&amp;D</td>
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<tr>
<td>b. Rate contract</td>
<td>b. Accounting of stores</td>
</tr>
<tr>
<td>c. CCI</td>
<td>c. Modification of Agreements</td>
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<tr>
<td>d. Manufacture of goods</td>
<td>d. 1999</td>
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<td>e. SKU's</td>
<td>e. Additional customs duty</td>
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<td>f. CVD</td>
<td>f. Reducing Waste</td>
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<tr>
<td>g. Lean concept</td>
<td>g. Intrastate sales transaction</td>
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<tr>
<td>h. VAT</td>
<td>h. Excise duty</td>
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</table>
Q. 3 True or False 8 marks
a. CST is levied on interstate sales transaction
b. Special Additional Duty to custom duty counterbalances CST/VAT
c. BoE is not required to be filled for import clearance
d. Unorganised retail format is pavement vendors
e. VED analysis of inventory is based on value of spare parts
f. Antistatic bags are less reliable than topically treated bags
g. Temper-Evident bands promote a sense of security
h. Sunk cost should be considered relevant to future decision making

Q. 4. Fill in the blanks 8 marks
a. VED analysis of inventory is done based on ________________

b. Deducting tax at source is called__________________

c. Violation of FEMA is a _____________ Offence

d. LIFO system of inventory costing is used for ________________

e. Retailing in India provides the ______________ largest employment in India

f. Committing to buy at future date is ______________

g. Packing and design provide …____________, … to goods

h. ________________are generally placed for continuous usage, low value & MRO items.

PART-B 48 Marks
(Attempt any three. Each question carry 16 marks)

Q. 5 Write short notes on any four
a. Merchandising
b. Cross Docking
c. Collaborative Planning
d. EOQ
e. Forecasting for replenishment

Q. 6 Examine the problems and prospects of retailing business in India in the context of Globalization
Q. 7 Explain the various indirect taxes in India.
Q. 8 What are the reasons for the popularity and growth of retail industry in India.
Q. 9 Describe organized and un-organized retail format. State the concept of “Shopping Mall” in India.
Q 10. CASE STUDY

Let’s assume Siemens Limited (a foreign company) is planning to enter the Indian electronics market.

Answer the following questions:

(a) Name the other Retailers in this market in India.

(b) State who among the players in India are better placed to face the competition from this new entrant and maintain their growth; and

(c) Do you think that intense competition in the Retail Electronics Business is likely to cause consolidation? Explain with reasons.

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