Q. 1. State True or False

a. Retailing is one of the large employment sector in India .
b. Customer Relationship is not a part of retail management .
c. The 4 “ P “ s are the basic foundations of a successful in Retail business
d. “Retail in Detail” is one of the most famous principle in retailing.
e. CFS stands for container for shipping.
f. Custom Duty is one of the Direct Taxes in India.
g. Administrative cost is non manufacturing cost
h. Finished goods are the part of inventory.

Q. 2. Write the full form of following abbreviations

a. PPP
b. FDI
c. PEP
d. CCI
e. EVA
f. KPI
g. CFS
h. SCIS

Q. 3. Fill in the blanks

a. Bill of Entry is an important document for ______________
b. FEMA was introduced in the year ____________
c. Change in __________ is one of the factors, influencing Retailing.
d. Sales promotions are used at ______________
e. Security bar codes are used on employee ______________ 
f. VED classification is based on the__________ of the inventory items.
g. FIFO is a primary costs accounting methods for the ____________ of the inventory. 
h. SKU is the basic unit ______________ of stores 

Q. 4. Match column A with Column B. 

<table>
<thead>
<tr>
<th>Column A</th>
<th>Column B</th>
</tr>
</thead>
<tbody>
<tr>
<td>1. Management</td>
<td>A  An enabler to SCM</td>
</tr>
<tr>
<td>2. Logistics Management</td>
<td>B  Art of getting things done through other people</td>
</tr>
<tr>
<td>3. Cross- docking</td>
<td>C  Custom duty</td>
</tr>
<tr>
<td>4. Indirect tax</td>
<td>D  CFS</td>
</tr>
<tr>
<td>5. Receipt against dispatches through ship</td>
<td>E  RTC</td>
</tr>
<tr>
<td>6. Returnable Transport Container</td>
<td>F  Traditional Retailing</td>
</tr>
<tr>
<td>7. Unorganized sector</td>
<td>G  Transparency</td>
</tr>
<tr>
<td>8. Visibility</td>
<td>h  Bill of Lading</td>
</tr>
</tbody>
</table>

PART-B 

(Attempt any three. Each question carries 16 marks) 

Q. 5. a. Discuss the position of retailing in India.  
   b. Explain the functions of a retailer.  

Q. 6. a. Explain the various types of packaging & their functions.  
   b. Discuss the Functions of a warehouse.  

Q. 7. Write short notes on any 2 of the following (8x8 = 16 marks) 
   a. Mom and Pop Stores  
   b. Hypermarket.  
   c. Make or Buy Decision  
   d. Seamless Supply Chain.  

Q. 8. a. What are the sources of Display ideas in Merchandising?  
   b. Discuss the importance of Information Technologies in Retail Supply Chain.  

Q. 9. a. Distinguish between fixed period & fixed order inventory models  
   b. Distinguish between promotion & publicity
Q. 10. CASE STUDY

It is estimated that in India today approximately 30-40% of agricultural products go waste.

Questions:

(a) Give your views on the above case.
(b) Suggest ways and measures by which the Retail Industry in India could obtain a substantial reduction in these wastages.
(c) State how could a macro Cold Chain management help in this task.
(d) State various Stakeholders involved in the cold chain movement in India.

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