

### SECTION-C

**Note:** Long answer type questions. Attempt any three questions. 3x10=30

- Q.3 What are the various methods of determining the price in Retail?
- Q.4 What is Merchandising in Retail. Explain in detail.
- Q.5 What is Rupee planning in detail?
- Q.6 What is invoice and explain the various terms of sale in Invoice?
- Q.7 Explain the various types of inventory control techniques.

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**3rd Sem. / DBM**

**Subject : Retail Mathematics**

Time : 3 Hrs.

M.M. : 100

### SECTION-A

**Note:** Very Short Answer type questions. Attempt any 15 parts. (15x2=30)

- Q.1 a) Define Merchandise.  
b) Define Inventory.  
c) Raw-Material.  
d) Work-in-Progress  
e) Retailing.  
f) Cost Price.  
g) Sale Price.  
h) Guarantee.

- i) Discount.
- j) Trade discount.
- k) ABC Analysis.
- l) Variable Price.
- m) BEP.
- n) Markup.
- o) Perishable Goods.
- p) Profit.
- q) Invoice.
- r) Contribution.

### SECTION-B

**Note:** Short answer type questions. Attempt any ten parts 10x4=40

- Q.2
- i) What is Merchandising?
  - ii) What is Rupee planning?

(2)

073335

- iii) What is Fixed cost?
- iv) How is price of a product determined in Retailing.
- v) What are the various terms of sales.
- vi) What do you mean by Re-pricing?
- vii) What do you mean by Re-order point?
- viii) Who is a Retailer?
- ix) Who is wholeseller?
- x) What are various types of inventory.
- xi) What is Retailing?
- xii) What is Break-up Point?
- xiii) What do you mean by invoice?
- xiv) What is Penetration pricing?
- xv) Who do you mean by cost plus markup pricing?

(3)

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