

### SECTION-C

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

- Q.3 Explain the features of retail business in the worldwide growth of business. Give examples also.
- Q.4 Discuss the need, importance as well as feature of a good retail method of inventory.
- Q.5 Explain the various features of pricing and Re-Pricing of Retail operations.
- Q.6 State the terms and conditions of sales in Invoice mathematics.
- Q.7 Discuss the concept of Merchandising of profit in Retail. Also mention its uses also.

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**3rd Sem. / DBM Retail**

**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) ABC Analysis.
- b) Work in progress.
- c) Sales price
- d) Merchandise
- e) Name any two retail stores operations.
- f) Price Differentials.
- g) Promotional pricing
- h) Fixed Cost.

- i) Any two term of purchase.
- j) Two reasons for growth of sales.
- k) Two advantages of Rupee planning.
- l) Various types of Inventory.
- m) Two features of Retail mathematics.
- n) Mention two methods of determine Retail Price.
- o) Two features of Rupee Control.
- p) Maximum Level of inventory
- q) Economic order Quantity.
- r) Define the term Mark up to profit.

### SECTION-B

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

Q.2 i) Define the term Re-pricing.

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- ii) Mention the various kind of Inventory.
- iii) Explain the various terms used in sales.
- iv) Features of guarantee.
- v) Need of Trade discount in Business
- vi) What do you understand by term "Quoted pricing"?
- vii) Various activities of Retail sales operations?
- viii) How would you determine Break-even point.
- ix) Benefits of Rupee Control.
- x) Minimum vs maximum level of inventory.
- xi) Define the term Mark up to profit.
- xii) Factors affecting Rupee planning.
- xiii) Is there any need of Rupee control? Explain.
- xiv) Illustrate the concept of ABC analysis.

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