

Vocational Practical Question Bank

First & Second Year

Retail Management

Course Code : 211



State Institute of Vocational Education

O/o the Commissioner of Intermediate Education

Andhra Pradesh, Hyderabad

&

Board of Intermediate Education,

Andhra Pradesh, Hyderabad

First Year

RETAIL MANAGEMENT**First Year (P.C. 211/21)****Subject : Business Organization****Paper - I****Time : 3 Hours****Max. Marks : 50****Section - I****(1 x 8 = 8 Marks)**

1. How to fill the application form to open a medical shop.
2. Fill the application for registration of partnership firm.
3. What are the main points will be include in partnership deed?
4. If you are a minor partner, what are the benefits and losses in partnership business
5. If you are a Head of family in JHF Business, What are your characteristics?
6. Fill the application form for establishing Small scale industry.

Section - II**(1 x 8 = 8 Marks)**

7. Draw the proforma of incorporation of company.
8. What are the items include in Memorandum of association?
9. What are the items include in Articles of association?
10. What are the items include in Prospectus?
11. When joint stock company issuing a lieu of prospectus.
12. If you are a promoter, what steps you are taking to establish Joint Stock Company?

Section - III**(1 x 8 = 8 Marks)**

13. Fill the proforma of Co-Operative Society.
14. Write briefly about different types of Co—Operative Society.
15. Draw the proforma of registration for Co-Operative Society.
16. What is the method obtains for membership in Co-Operative

Society and what are the rights of member?

17. If you are a member in Co-Operative Society, how to approach to public to get funds.
18. If you are a chairman of Vijayawada sports club, how to utilize the funds for development of sports activities.

Section - IV **(1 x 8 = 8 Marks)**

19. Fill the application form to open a bank Account.
20. Fill the application form to fixed deposit in to the bank.
21. Draw the proforma of Demand Draft.
22. What is meant by overdraft. Write an application to the bank manager for Over Draft facility?
23. What is the procedure to take life insurance policy?
24. What are the steps to taken for taking Marine insurance policy?

Section - V **(1 x 8 = 8 Marks)**

25. Fill the proforma of delivery receipts.
26. Fill the application form for road permit.
27. Explain about various types of ware houses.
28. What are the steps you are taken non-durable goods?
29. What is the importance of electronic media?
30. Narrate the advantages of print media.

Section - VI

Record 5 Marks

Viva 5 Marks

RETAIL MANAGEMENT**First Year****MODEL QUESTION PAPER****Subject : Business Organization****Paper - I****Time : 3 hours****Max. Marks : 50****Section - I****1 x 8 = 8 marks**

2. Fill the application for registration of partnership firm.

Section - II**1 x 8 = 8 Marks**

9. What are the items include in Articles of association?

Section - III**1 x 8 = 8 Marks**

13. Fill the proforma of Co-Operative Society.

Section - IV**1 x 8 = 8 Marks**

20. Fill the application form to fixed deposit in to the bank.

Section - V**1 x 8 = 8 Marks**

28. What are the steps you are taken non-durable goods?

Section - VI**Record****5 Marks****Viva****5 Marks**

Note : The Serial numbers of the questions mentioned above are the serial numbers in question bank. In practical examiantion only the serial number of the questions will be given, the examiner shall decode it with question bank and give the questions.

RETAIL MANAGEMENT**First Year****PRACTICAL SCHEME OF VALUATION KEY****Subject : Business Organization****Paper - I****Time : 3 hours****Max. Marks : 50****Section - I, II, III, IV, V****(5 x 8 = 40 marks)**

- | | | |
|-------------------|---|---------|
| 1. Introduction | : | 2 marks |
| 2. Structure | : | 2 marks |
| 3. Main Objective | : | 2 marks |
| 4. Conclusion | : | 2 marks |

Section - VI

- | | | |
|------------------|---|---------|
| Record | : | 5 Marks |
| Viva Voce | : | 5 Marks |

RETAIL MANAGEMENT**First Year (P.C. 211/22)****Subject : Accountancy & Computers****Paper - II****Time : 3 Hours****Max. Marks : 50****Section - I****(1 x 10 = 10 Marks)**

1. Demonstrate deleting of files, folders, un-deleting of files and folders.
2. Create text file using wordpad or notepad
3. Format the text document with all the features available in wordpad.
4. Demonstrate creating of folders and create a text file in notepad.
5. Demonstrate changing date and time, screen settings, printer settings.
6. Change the wall paper on the desktop, Screen saver and change the date.

Section - II**(1 x 10 = 10 Marks)**

7. Identify any 8 tools in MS-Word screen.
8. Demonstrate any 5 the text formatting commands in MS-Word.
9. Demonstrate page formatting commands in MS-Word
10. Demonstrate Mail - Merge in MS-Word
11. Demonstrate cut, copy, paste, paste special, and check spelling
12. Insert an image from clip art and rotate it

Section - III**(1 x 10 = 10 Marks)**

13. Identify any 8 tools in MS-Excel Screen
14. Demonstrate how to change the cell border, cell background color, cell foreground color and center the content.
15. Write and Demonstrate the procedure for changing the width of row and column in Excel.
16. List and Demonstrate any four formula functions in Excel.

17. Write and demonstrate to add, subtract, multiply and divide two cell values in Ms-Excel.
18. Write and Demonstrate the procedure for creating a chart in Excel.

Section - IV**(1 x 10 = 10 Marks)**

19. Write and Demonstrate the steps to create file in MS-Word, type some text and save the file.
20. Write and Demonstrate the steps to create file in MS-Excel, type some text and save the file.
21. List and Demonstrate four arithmetic operators used in MS-Excel.
22. Write and Demonstrate the steps for changing the left margin, right margin, top margin and bottom margin in MS-Word.
23. Write and Demonstrate the Steps for changing the page color and page borders in MS-Word.
24. Insert five shapes in MS-Word and fill colors within it.

Section - V

Record	5 Marks
Viva Voce	5 Marks

RETAIL MANAGEMENT**First Year****MODEL QUESTION PAPER****Subject : Accountancy & Computers****Paper - II****Time : 3 hours****Max. Marks : 50****Section - I****1 x 10 = 10 Marks**

3. Format the text document with all the features available in wordpad.

Section - II**1 x 10 = 10 Marks**

10. Demonstrate Mail - Merge in MS-Word

Section - III**1 x 10 = 10 Marks**

15. Write and Demonstrate the procedure for changing the width of row and column in Excel.

Section - IV**1 x 10 = 10 Marks**

19. Write and Demonstrate the steps to create file in MS-Word, type some text and save the file.

Section - V**Record****5 Marks****Viva****5 Marks**

Note : The Serial numbers of the questions mentioned above are the serial numbers in question bank. In practical examination only the serial number of the questions will be given, the examiner shall decode it with question bank and give the questions.

RETAIL MANAGEMENT**First Year****PRACTICAL SCHEME OF VALUATION****Subject : Accountancy & Computers****Paper - II****Time : 3 hours****Max. Marks : 50****Section - I, II, III, IV****(4 x 10 = 40 marks)**

- | | | |
|------------------|---|---------|
| 1. Introduction | : | 2 marks |
| 2. Structure | : | 2 marks |
| 3. Demonstration | : | 6 marks |

Section - V

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|------------------|---|---------|
| Record | : | 5 Marks |
| Viva Voce | : | 5 Marks |

RETAIL MANAGEMENT**First Year (P.C. 211/23)****Subject : Retail Marketing****Paper - III****Time : 3 Hours****Max. Marks : 50****Section - I****1 x 8 = 8 Marks**

1. What are the different categories of consumable products that being offered for sale in Big Bazaar.
2. What are the different categories of non-consumable products that are being offered for sale in Reliance Mart ?
3. What are the different categories of Grassories that are being offered for sale in Heritage fresh ?
4. List out the how many types of TV's are available in Reliance Electronics.
5. List out how many types of Fans are available in Electronic Retail store.
6. List out how many types of Mobiles are available in Big C.

Section - II**1 x 8 = 8 Marks**

7. How to check the lock or seal in inventory room.
8. What is the procedure you are following material entered in to stock register ?
9. If you found discrepancies in inventory room, what you can do .
10. Fill up the inventory transfer out form.
11. Demonstrate safe lifting and carrying techniques.
12. How to handle glass goods dispatch.

Section - III**1 x 8 = 8 Marks**

13. Identify the different equipments used in Reliance Mart.

14. Identify, distinguish features of 3 Roses 100 grams tea powder packing.
15. Identify the package features HP LCD computers.
16. Identify the package feature Vijaya Sunflower Oil packets.
17. How the soap products is arranged in Big Bazaar.
18. How the cool drinks is rocked in a Heritage foods.

Section - IV**1 x 8 = 8 Marks**

19. Explain the store location of CMR shopping mall.
20. Draw the store design of the Big Bazaar.
21. Draw the store design of the Reliance Mart.
22. Draw the sore design of the Heritage Foods.
23. Draw the store design of the Pantaloons.
24. Draw the store design of the Spencer Hyper Market.

Section - V**1 x 8 = 8 Marks**

25. Explain the sales promotions schemes of TV.
26. Explain the sales promotions schemes for Mobiles.
27. Explain the sales promotions schemes for All Clear Shampoo.
28. Explain the distribution channel of Santoor soap.
29. Explain the distribution channel of Priya Pickles.
30. Explain the distribution channel of any one of the AP News papers.

Record

5 Marks

Viva Voce

5 Marks

RETAIL MANAGEMENT**First Year****MODEL QUESTION PAPER****Subject : Retail Marketing****Paper - III****Time : 3 hours****Max. Marks : 50****Section - I****1 x 8 = 8 Marks**

3. What are the different categories of Grassories that are being offered for sale in Heritage fresh ?

Section - II**1 x 8 = 8 Marks**

8. What is the procedure you are following material entered in to stock register ?

Section - III**1 x 8 = 8 Marks**

14. Identify, distinguish features of 3 Roses 100 grams tea powder packing.

Section - IV**1 x 8 = 8 Marks**

22. Draw the sore design of the Heritage Foods.

Section - V**1 x 8 = 8 Marks**

30. Explain the distribution channel of any one of the AP News papers.

Section - VI

Record

5 Marks

Viva Voce

5 Marks

Note : The serial numbers of the questions mentioned in are the serial numbers in question bank. In practical examination only the serial number of the questions will given, the examiner shall decode it with question bank and give the questions.

RETAIL MANAGEMENT**First Year****PRACTICAL SCHEME OF VALUATION****Subject : Retail Marketing****Paper - III****Time : 3 hours****Max. Marks : 50****Section - I, II, III, IV****(4 x 10 = 40 marks)**

- | | | |
|------------------|---|---------|
| 1. Introduction | : | 2 marks |
| 2. Structure | : | 2 marks |
| 3. Demonstration | : | 6 marks |

Section - V

- | | | |
|------------------|---|---------|
| Record | : | 5 Marks |
| Viva Voce | : | 5 Marks |