
Second Year

RETAIL MANAGEMENT**Second Year (P.C. 211/71)****Subject : Retail Management****Paper - I****Time : 3 Hours****Max. Marks : 50****Section - I****1 x 8 = 8 Marks**

1. Explain the Accounting procedure in Big Bazaar.
2. Identify the different types of equipment used in a Heritage Foods.
3. If you are a Cashier in an Electronic Mart how to handle the cash and payment modes.
4. How to Tally transfer out of stock one place to another place of Reliance Fresh.
5. Fill the transfer out form.
6. How to identify and rectify which promote microbial growth.

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

7. Chart out the establishment structure of Kalyan jewelers.
8. Chart out the establishment structure Malaber Gold.
9. Chart out the establishment structure Joyalukkas.
10. If you visit a Big Bazaar, what are the problems faced by you.
11. If you visit a Big Bazaar, list out the non-consumable goods.
12. Visit a Heritage Fresh; explain you observed functions performed by the Supervisor.

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

13. Visit a Reliance Electronics and make the list of security check points.
14. Visit a Big Bazaar list out the various safety equipments.
15. Visit a CMR shopping Mall list out the various system equipments.

16. If you a more super market list out the rules regulations followed by the staff.
17. If you visit a more Malabar Gold list out the rules and regulations followed by the staff.
18. If you visit a more Kalyan jewelers list out the rules and regulations followed by the staff.

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

19. If you a visit a Kalamandir showroom, write how they display their products.
20. If you a visit a chandan Brothers showroom, write how they display their products.
21. If you a visit kalanjali showroom, write they display their products.
22. Explain briefly about Naptol telemarketing.
23. Explain briefly Amway telemarketing.
24. Explain briefly about e-bay internet business.

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

25. Draw the proforma of Trading A/C.
26. Draw the proforma of profit and loss A/C.
27. Draw the proforma of Balance sheet.
28. If you are an Event manager how to conduit the college day.
29. If you are an Event manager how to conduit the farewell day.
30. If you are an Event manager how to conduit the retirement function.

Record

5 Marks

Viva Voce

5 Marks

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

4. How to Tally transfer out of stock one place to another place of Reliance Fresh.

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

12. Visit a Heritage Fresh; explain your observed functions performed by the Supervisor.

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

18. If you visit a more Kalyan jewelers list out the rules and regulations followed by the staff.

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

21. If you a visit kalanjali showroom, write they display their products.

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

30. If you are an Event manager how to conduit the retirement function.

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**Second Year**

PRACTICAL SCHEME OF VALUATION

Subject : Retail Management**Paper - I**

Time : 3 hours**Max. Marks : 50**

Section I**Section - I, II, III, IV,V****(1 x 8 = 40 Marks)**

- | | | |
|------------------|---|---------|
| 1. Introduction | : | 2 marks |
| 2. Structure | : | 2 marks |
| 3. Demonstration | : | 4 marks |

Record : 5 Marks

Viva Voce : 5 Marks

RETAIL MANAGEMENT**Second Year (P.C. 211/72)****Subject : Accountancy & Tally - II****Paper - II****Time : 3 Hours****Max. Marks : 50****Section - I****1 x 8 = 8 Marks**

1. Write and Demonstrate the procedure of creating a company.
2. Write and Demonstrate the procedure of creating a company.
3. Write and Demonstrate the procedure of creating a company.
4. Write and Demonstrate the procedure of creating a company.
5. Write and Demonstrate the procedure of creating a company.
6. Write and Demonstrate the procedure of creating a company.

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

7. Write and Demonstrate the procedure of creating a ledger under the group of Direct expenses.
8. Write and Demonstrate the procedure of creating a ledger of a customer named Rajeev in appropriate ledger group.
9. Write and Demonstrate the procedure of creating a ledger of a vendor named Reliance Industries in appropriate ledger group.
10. Write and Demonstrate the procedure of creating a ledger of a bank named SBI in appropriate ledger group.
11. Write and Demonstrate the procedure of creating a ledger of a sales customer 'Manohar' in appropriate ledger group.
12. Write and Demonstrate the procedure of creating a ledger under the group Direct income.

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

13. Write and Demonstrate the procedure of creating a payment voucher in tally.
14. Write and Demonstrate the procedure of creating a receipt voucher in tally.

15. Write and Demonstrate the procedure of creating a sales transaction in tally.

16. Write and Demonstrate the procedure of changing the date of a sales transaction as today's date.

17. Write and Demonstrate the procedure of creating a purchase voucher in tally.

18. Write and Demonstrate the procedure of creating a receipt voucher.

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

19. Write and Demonstrate the procedure of displaying the list of all ledgers in tally.

20. Write and Demonstrate the procedure of displaying the ledger report of any customer.

21. Write and Demonstrate the procedure of displaying the balance sheet report of the company.

22. Write and Demonstrate the procedure of displaying the profit and loss report of the company.

23. Write and Demonstrate the procedure of displaying the cash flow report in tally.

24. Write and Demonstrate the procedure of displaying the trial balance report of the company.

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

25. Write and Demonstrate the procedure of displaying the Fund flow statement in Tally.

26. Write and Demonstrate the procedure of displaying the Cash flow statement in Tally.

27. Write and Demonstrate the procedure of displaying the Sales register in Tally.

28. Write and Demonstrate the procedure of displaying the Purchase register in Tally.

29. Write and Demonstrate the procedure of printing the balance sheet in Tally.

30. Write and Demonstrate the procedure of printing the Profit and Loss Statement in Tally.

RETAIL MANAGEMENT

Second Year

MODEL QUESTION PAPER

Subject : Accountancy & Tally - II

Paper - II

Time : 3 hours

Max. Marks : 50

Section - I

1 x 8 = 8 Marks

5. Write and Demonstrate the procedure of creating a company.

Section - II

1 x 8 = 8 Marks

11. Write and Demonstrate the procedure of creating a ledger of a sales customer 'Manohar' in appropriate ledger group.

Section - III

1 x 8 = 8 Marks

17. Write and Demonstrate the procedure of creating a purchase voucher in tally.

Section - IV

1 x 8 = 8 Marks

22. Write and Demonstrate the procedure of displaying the profit and loss report of the company.

Section - V

1 x 8 = 8 Marks

29. Write and Demonstrate the procedure of printing the balance sheet in Tally.

Record

5 Marks

Viva Voce

5 Marks

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RETAIL MANAGEMENT**Second Year**

PRACTICAL SCHEME OF VALUATION

Subject : Accountancy & Tally - II**Paper - II**

Time : 3 hours**Max. Marks : 50**

Section - I, II, III, IV, V**(1 x 8 = 8 Marks)**

- | | | |
|----------------------|---|---------|
| 1. Writing Procedure | : | 2 marks |
| 2. Demonstration | : | 6 marks |

Section V

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

RETAIL MANAGEMENT**Second Year (P.C. 211/73)****Subject : Elements of Salesmanship****Paper - III****Time : 3 Hours****Max. Marks : 50****Section - I****1 x 8 = 8 Marks**

1. Survey with friends to find out their feelings about selling as a career.
2. Survey with relatives to find out their feelings about selling as a career.
3. Survey with neighbors to find out their feelings about selling as a career.
4. What do you observe personal qualities prescribed by the Enaadu News Paper for sales man ?
5. What do you observe personal qualities prescribed by the Sakshi News Paper for sales man ?
6. What do you observe personal qualities prescribed by the Andhra Pradesh Jyothi News Paper for sales man ?

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

7. If you are a News Paper sale man, what is your duty and responsibilities.
8. If you are TV showroom sales man, what is your duty and responsibilities.
9. If you are a Maruthi car sale man, what is your duty and responsibilities.
10. If you are Two wheeler sales man in Hero showroom, how to convince the customer to purchase a motor cycle.
11. How to explain the display of Bata products in Bata showroom.
12. How to demonstrate to the customers about Onida Split A.C.

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

13. If you are a sales man explain the features of DELL laptops.
14. If you are a sales man explain the features of SAMSUNG Galaxy mobile.
15. If you are a sales man explain the features of Maruthi Swift car.
16. If you are a sales man explain the features of HP computers.
17. If you are a sales man explain the features of Yamaha Scoter.
18. If you are a sales man explain the features of Cycle.

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

19. Mention the promotional schemes of Big Bazaar.
20. Mention the promotional schemes of kalian Jewelers.
21. Mention the promotional schemes of Malaber Gold.
22. Visit a CMR Shopping Mall, what do you observe receiving and great the customers.
23. If you are a sales man in Mobile shop what steps are you taken for selling ?
24. If you are a sales man how to promote a new Bath soap from Wipro Company.

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

25. Write the discussion between customer and sales man for purchasing clothes in CMR shops.
26. If you are a sales man how to explain the package features tetra packet.
27. If you are a sales man list out the competitors of the Hero Company in the two wheeler vehicles.
28. Prepare a report on establish a retail store at your city.
29. Prepare a chart of Big Bazaar store layout.
30. Visit a Reliance Fresh and describe a silent features.s

Record

5 Marks

Viva

5 Marks

RETAIL MANAGEMENT

Second Year

MODEL QUESTION PAPER

Subject : Elements of Salesmanship

Paper - III

Time : 3 hours

Max. Marks : 50

Section - I

1 x 8 = 8 Marks

4. What do you observe personal qualities prescribed by the Enaadu News Paper for sales man ?

Section - II

1 x 8 = 8 Marks

10. If you are Two wheeler sales man in Hero showroom, how to convince the customer to purchase a motor cycle.

Section - III

1 x 8 = 8 Marks

14. If you are a sales man explain the features of SAMSUNG Galaxy mobile.

Section - IV

1 x 8 = 8 Marks

24. If you are a sales man how to promote a new Bath soap from Wipro Company.

Section - V

1 x 8 = 8 Marks

27. If you are a sales man list out the competitors of the Hero Company in the two wheeler vehicles.

Section - VI

Record

5 Marks

Viva Voce

5 Marks

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RETAIL MANAGEMENT**Second Year**

PRACTICAL SCHEME OF VALUATION

Subject : Elements of Salesmanship**Paper - III**

Time : 3 hours**Max. Marks : 50**

Section - I, II, III, IV.V**(1 x 8 = 8 Marks)**

- | | | |
|------------------|---|---------|
| 1. Introduction | : | 2 marks |
| 2. Structure | : | 2 marks |
| 3. Demonstration | : | 4 marks |

Section - VI

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