

Exam. Code : 111803

Subject Code : 4989

Bachelor of Vocation Retail Management

3rd Semester

PRINCIPLES OF ACCOUNTING

Paper—BVRM-301

Time Allowed—3 Hours] [Maximum Marks—50

SECTION—A

This section consists of 12 very short answer questions. Attempt any 10 questions. Answer to each question should be in about five lines. Each question carries one mark.

1. Write short notes :

- (i) Financial accounting
- (ii) Written down value method of charging depreciation
- (iii) Capital expenditure
- (iv) Concept of conservatism
- (v) Petty cash book
- (vi) Prepaid expenditure
- (vii) Partnership firm

(viii) Concept of going concern

(ix) Journal

(x) Accounting standards

(xi) Accrual versus cash basis of accounting

(xii) Accrued income.

SECTION—B

This section consists of 4 questions. Attempt any 2 questions. Answer to each question should be in about five pages. Each question carries 10 marks.

2. What do you understand by subsidiary books ? Describe different types of subsidiary books.
3. What do you understand by "Source Document" ? Give some examples and explain with the help of examples how they act as source documents.
4. Record the following transactions in the journal of Anand:

2017 Aug 1 Anand bought office with Rs. 1,00,000

Aug 2 Purchased goods from Sachin worth Rs. 45,000

Aug 7 Purchased furniture from King Enterprise Rs. 23,000.

Aug 9 Goods returned to Sachin Rs. 4,400

Aug 13 Goods sold to Gopi for Rs. 6,500

Aug 15 Paid to Sachin Rs. 23,500 and received discount of Rs. 700

Aug 17 Goods returned by Gopi Rs. 850

Aug 25 Cash returned from Gopi Rs. 6,000

Aug 27 Paid rent by cheque Rs. 5,400

Aug 30 Paid to Sachin Rs. 2,600.

5. Prepare Trial balance as on 31.12.2016 from the following balances of Mr. Sohan :

	Rs.		Rs.
Capital	1,70,000	Creditors	6,500
Drawings	2,000	Salaries	19,100
Purchases	47,000	Sales return	1,700
Purchase return	1,200	Carriage inwards	700
Bills receivable	2,900	Bills payable	3,500
Debtors	8,000	Sales	72,000
Printing and stationery	2,500	Insurance	1,100
Stock	14,950	Machinery	25,000
Wages	2,500	Rent	800
Land	1,25,000	Electricity charges	1,200
Interest received	850	Commission received	400

SECTION—C

This section consists of 4 questions. Attempt any 2 questions. Answer to each question should be in about five pages. Each question carries 10 marks.

6. What do you understand by depreciation ? Explain different methods of charging depreciation.
7. What is a Balance Sheet ? State its purpose; provide a format of the same as per Companies Act, 2013.
8. From the following trial balance of XYZ Ltd., prepare a trading, profit & loss account :

Particulars	Rs.	Particulars	Rs.
Purchases	16,20,000	Sales	31,20,000
Salary and wages	10,50,000	Returns outward	36,000
Office expense	12,000	Discounts received	18,000
Trading expense	24,000	Interest received	9,000
Factory expense	33,000	Capital	5,34,000
Carriage inwards	24,000		
Return inward	36,000		
Discounts allowed	12,000		
Commission	6,000		
Stock	1,80,000		
Income tax	1,20,000		
Cash in hand	6,00,000		
	37,17,000		37,17,000

Closing stock is valued at Rs. 4,05,000.

9. From the following information of ABC Ltd, prepare Machinery account for three years ending March 31, 2017 by charging depreciation @ 20% per annum applying Written Down Value method :

Date	Transaction	Rs.
Mar 1, 2016	Purchased second hand machine I	1,20,000
Mar 1, 2016	Spent for repairs	30,000
Oct 1, 2016	Purchased a new machine II	3,00,000
April 1, 2017	Spent for repairs on new machine II	3,000
Sep 1, 2017	Sold machine I	67,500

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Bachelor of Vocation Retail Management 3rd Semester

STORES LAYOUT AND DESIGN

Paper—BVRM-303

Time Allowed—3 Hours]

[Maximum Marks—50

SECTION—A

Note :— Attempt any ten parts. Each part carries 1 mark.

1. Briefly answer the following :

- (a) Cross merchandising
- (b) Difference between location and site
- (c) Non-consumable stores
- (d) Store organisation
- (e) Departmental locations
- (f) Store maintenance
- (g) Convenience goods
- (h) Point of purchase
- (i) Specialised markets
- (j) Departmental locations
- (k) List down the benefits of trading area analysis
- (l) Merchandise budget. 10×1=10

SECTION—B

Note :— Attempt any two questions. Each question carries 10 marks.

2. Describe the key functions of those involved in store operations.
3. Explain in detail the procedure followed by retailer in merchandise handling and controlling

4. What are the electronic devices used in stores security ?
Explain with examples.
5. What are the objectives, policies and procedures followed in an informal organization ? $10 \times 2 = 20$

SECTION—C

Note :— Attempt any **two** questions. Each question carries **10** marks.

6. What are the key considerations in selection of store location ?
7. Explain trading area analysis. What are the methods commonly employed in trade area analysis ?
8. What do you understand by store layout ? Discuss the factors affecting store layout.
9. What are different types of store layout ? Discuss each one with an imaginary layout. $10 \times 2 = 20$

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Bachelor of Vocation Retail Management 3rd Semester

RETAIL LOGISTICS MANAGEMENT

Paper—BVRM-304

Time Allowed—3 Hours]

[Maximum Marks—50

Note :— (1) Attempt any ten questions from Section-A.

(2) Attempt any two questions each from Section-B and Section-C.

SECTION—A

1. Answer the following :

- (i) Objectives of Logistics
- (ii) Retail Logistics
- (iii) Value advantages
- (iv) Inventory
- (v) Material Handling
- (vi) Reverse Logistics
- (vii) Global Logistics
- (viii) Packaging
- (ix) Customer Service
- (x) Global Operation
- (xi) Transportation
- (xii) Logistics Network.

10×1=10

SECTION—B

- 2. Explain in detail the history and evolution of logistics.
- 3. Discuss the role of logistics management.
- 4. Explain in detail the working of logistics.

5. Discuss the integrated logistics management model.

2×10=20

SECTION—C

6. How information technology is playing an important role in logistics ?
7. Write a detailed note on retail logistics network.
8. Highlight the role of logistic service firms and third party logistics.
9. Write a detailed note on design for global operations.

2×10=20

SECTION—A

1. Answer the following :

- (i) Objectives of Logistics
- (ii) Retail Logistics
- (iii) Value advantages
- (iv) Inventory
- (v) Material Handling
- (vi) Reverse Logistics
- (vii) Global Logistics
- (viii) Packaging
- (ix) Customer Service
- (x) Global Operation
- (xi) Transportation
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SECTION—B

2. Explain in detail the history and evolution of logistics.
3. Discuss the role of logistics management.
4. Explain in detail the working of logistics.

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**Bachelor of Vocation Retail Management 3rd Semester
HEALTH & SAFETY MANAGEMENT ISSUES IN
RETAIL**

Paper—BVRM-305

Time Allowed—3 Hours]

[Maximum Marks—50

SECTION—A

Note :— Attempt any **ten** questions. Each question carries **1** mark.

1. Write short notes on the following :
 - (a) Health and safety management system
 - (b) Handling Techniques
 - (c) Health Insurance
 - (d) Hazards in Supermarket
 - (e) Safety Inspection
 - (f) Accident
 - (g) Risk
 - (h) Work procedure
 - (i) Speciality store
 - (j) Alarm Raise as a procedure for evacuation
 - (k) Safety Committee
 - (l) Investigation

SECTION—B

Note :— Attempt any **two** questions out of **four**. Each question carries **10** marks.

2. Discuss safe work procedure.

3. What are the different types of health insurance plans along with their benefits ?
4. What are the various health issues in retail sector ?
5. Describe the company policies regarding health management issues.

SECTION—C

Note :— Attempt any **two** questions out of **four**. Each question carries **10** marks.

6. How hazards are identified ? Describe the risk control procedure.
7. Explain the different methods to deal with emergencies and accidents.
8. Write a note on procedure for evacuation.
9. What are the guidelines for forming a health and safety committee ?

SECTION—B

Note :— Attempt any **two** questions out of **four**. Each question carries **10** marks.

2. Discuss safe work procedure.

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Subject Code : 4994

Bachelor of Vocation (Retail Management) 3rd Semester

**COMPUTER APPLICATIONS—TALLY AND
INTERNET**

Paper—BVRM—306

Time Allowed—3 Hours] [Maximum Marks—50

Note :—Section A has 12 questions, attempt any 10, each question carries 1 mark. Section B has **FOUR** questions, attempt any **TWO**, each question carries 10 marks. Section C has **FOUR** questions, attempt any **TWO**, each question carries 10 marks.

SECTION—A

1. (a) How you can view profit and loss statement in Tally ERP 9 ?
(b) What is Tally Vault ?
(c) What is Service Tax ?
(d) How can you copy and paste text from Tally ?
(e) What is TDS ?
(f) What is difference between Internet and Intranet ?
(g) Explain Bus network topology.
(h) What is VIRUS ?

- (i) What is Firewall ?
- (j) What is Proxy Server ?
- (k) What is Gopher ?
- (l) What is WAIS ?

SECTION—B

- 2. What are features of Tally ERP 9 ? What are the two pre-defined ledgers available in Tally ERP 9 ?
- 3. Explain the procedure to install and setup Tally.
- 4. Explain various Security controls available in Tally.
- 5. What is Service Tax ? How various taxes are calculated using Tally ?

SECTION—C

- 6. Which are various advantages and disadvantages of E-Mail ?
- 7. Which are various network topologies ? Explain the merits and demerits of each.
- 8. Which are various advantages and limitations of Internet ?
- 9. Explain various types of threats to PC.

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Subject Code : 4995

Bachelor of Vocation Retail Management 3rd Semester

ENVIRONMENTAL STUDIES-I

Paper-ESL-221

Time Allowed—3 Hours] [Maximum Marks—50

Section-A (15 marks) : Attempt any **three** questions. Answer to the questions should be restricted to **2** pages.

Section-B (20 marks) : Attempt any **two** questions restricting your answers to **4** pages.

Section-C (15 marks) : Attempt any **one** question restricting your answer to **5** pages.

SECTION-A

Write short notes on any three of the following :

1. Benefits of forests
2. Impacts of land degradation
3. Ecological pyramids
4. The impacts of acid rain
5. Water borne diseases.

3×5=15

SECTION-B

6. Write about the role of an individual for conservation of natural resources.
7. Give a description of structure and function of a lake ecosystem.
8. Write a note on methods of wasteland reclamation.
9. Write about various measures to create better health of the society. $2 \times 10 = 20$

SECTION-C

10. Write a detailed note on importance of environmental education and awareness in protection and conservation of environment.
11. What are renewable and non renewable energy resources ?
Give a detailed account of various alternative energy resources to meet the growing demand of energy.

$1 \times 15 = 15$

Exam. Code : 111805

Subject Code : 5016

Bachelor of Vocation (Retail Management)

5th Semester

PERSONALITY AND SOFT SKILLS

DEVELOPMENT

Paper—BVRM-501

Time Allowed—Three Hours] [Maximum Marks—50

SECTION—A

1. Short answer type questions. Attempt any TEN questions out of given TWELVE questions in Section A.
 - (i) What do you mean by personality development ?
 - (ii) What are values and beliefs ?
 - (iii) Differentiate between 'Type A' and 'Type B' personality types.
 - (iv) What do you mean by classical conditioning ?
 - (v) What do you mean by attitude alteration ?
 - (vi) What do you mean by narcissistic personality disorder ?
 - (vii) State some of the soft skills required for business executives.
 - (viii) State seven C's of effective communication.
 - (ix) Differentiate between social etiquette and business etiquette.

(x) What do you mean by supervisory and team building skills ?

(xi) What are good customer service skills ?

(xii) What do you mean by adaptation ? 10

SECTION—B

Note :— Attempt any **TWO** questions.

2. Define Personality. Discuss in detail various factors affecting personality.
3. What do you mean by personality traits ? Explain different types of personality traits.
4. Discuss how your personality type influences your careers choices and success by giving suitable examples.
5. What are symptoms of personality disorders and how are they caused ? What are available treatments to cure personality disorders ? 20

SECTION—C

Note :— Attempt any **TWO** questions.

6. What is an effective business communication ? Explain the barriers to effective communication.
7. What is business etiquette ? Why etiquette is important in business ? Discuss various business etiquette skills required by a manager in an organization.
8. Explain various hard and soft skills required in telemarketing services.
9. State principles of good customer service. Discuss in detail how would you deal with a dis-satisfied customer. 20