

Exam. Code : 111803

Subject Code : 3441

Bachelor of Vocation (Retail Mangement)

3rd Semester

**PAPER-BVRM-301 : PRINCIPLES OF
ACCOUNTING**

Time Allowed—3 Hours]

[Maximum Marks—50

SECTION—A

Note :— 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 **1** mark.

1. Write short notes :

- (i) Going concern concept
- (ii) Dual aspect concept
- (iii) Revenue expenditure
- (iv) Depreciation
- (v) Business as seprate entity
- (vi) Prepaid income
- (vii) Sole proprietorship
- (viii) Concept of prudence
- (ix) Invoice
- (x) Concept of consistency
- (xi) Trial Balance
- (xii) Bank reconciliation statement.

SECTION—B

Note :— 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 is a Cash book ? Explain different types of cash books.
3. What do you understand by accounting concepts ? Provide a detailed description of different accounting concepts. Support your answer with suitable examples.
4. Pass journal entries for the following transactions of Mr. Ramesh :

2017

- May 1 Started business with cash Rs. 1,00,000
- May 2 Purchased goods from Star & Co. Rs. 20,000
- May 3 Bought office furniture for cash Rs. 20,000
- May 7 Bought from Kumar goods on credit Rs. 30,000
- May 8 Sold goods to Ravi for Rs. 5,000 against a cheque
- May 9 Purchased machine from Biswas for Rs. 60,000 out of which Rs. 40,000 paid by cheque
- May 15 Paid salary to salesman through cheque Rs. 10,000
- May 20 Cash deposited into bank Rs. 10,000
- May 21 Received on sale of investment Rs. 37,000
- May 25 Received cheque from Railways Rs. 1,500

5. Record the following transactions in three columns cash book :

2017

- | | | |
|--------|--|------------|
| Mar 1 | Cash Balance | Rs. 12,000 |
| | Bank balance | Rs. 31,500 |
| Mar 2 | Received from Mr. A Rs. 6,000 in cash, allowed discount of Rs. 300 | |
| Mar 5 | Cash sales | Rs. 6,000 |
| Mar 7 | Furniture purchased by cheque | Rs. 2,400 |
| Mar 10 | Paid Rs. 7,500 to Mr. B. 50% in cash and 50% by cheque | |
| Mar 15 | Paid rent by cheque | Rs. 4,500 |
| Mar 20 | Cash sales | Rs. 45,000 |
| Mar 22 | Paid packing charges | Rs. 1,500 |
| Mar 25 | Paid into bank | Rs. 15,000 |

SECTION—C

Note :— 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 Trading, Profit and Loss Account ? State its purpose and provide a format of the same as per Companies Act, 2013.
8. The Trial Balance of XYZ Manufacturers shows the following balances on 31.03.2017. Closing stock was

valued at Rs. 40,000. Prepare a Trading and Profit and Loss Account for the financial year ended 31.03.2017 and the Balance Sheet as on 31.03.2017.

Debit Balances	Amount (Rs.)	Credit Balances	Amount (Rs.)
Purchases	65,000	Capital account	1,38,500
Sales return	2,000	Sales	1,50,000
Opening stock	1,00,000	Purchase returned	3,000
Plant & machinery	1,00,000	Sundry creditors	40,000
Bank charges	1,000		
Discount allowed	1,000		
Sundry debtors	25,000		
Salaries and wages	20,000		
Freight inward	2,000		
Freight outward	2,500		
Rent	3,000		
Cash at bank	10,000		
Total	3,31,500		3,31,500

9. Ramesh & Co., which specializes in cotton yarn manufacturing, purchased a combing machine for Rs. 5,00,000 on 1st January, 2012 and also spent Rs. 20,000 on its installation. It purchased another machine on 30th May, 2014 for a sum of Rs. 2,00,000. Assuming a rate of depreciation of 15%, show machinery account for 3 years using straight line method of depreciation.

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Bachelor of Vocation (Retail Management) - 3rd Sem.

(2118)

Paper: BVRM-302

E-Commerce

Time allowed: 3 hrs.

Max. Marks: 50

Section-A

Note: Attempt any ten questions from the following. Each question carries 1 mark

1.

- a. What is B2B e-commerce?
- b. Explain role of payment gateways
- c. What is web-hosting?
- d. What is 'body' of a web-page?
- e. What is URL?
- f. Expand Http and Https?
- g. What is e-cheque?
- h. What is CVV in Credit Card
- i. What is check digit in a credit card number?
- j. What is cyber attack?
- k. Explain Firewall
- l. What are IMPS Services?

Section-B

Note: Attempt any two questions from the following. Each question carries 10 marks

2. Suppose you want to start an online business in electronic products. Highlight the key competitive advantages you have when compared with offline electronic store.
3. What is G2C? Explain the significance of various initiatives of the government in the field of G2C
4. What is the concept of EDI? Discuss various models of EDI. Don't you think, the concept of EDI is redundant these days?
5.
 - a. Assume you are offering web-site development services. Recently, a small scale business owner approached you to avail your services. In the light of it, discuss various phases of website development.
 - b. Discuss the impact of Social Media of the society with the help of few examples.

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Section-C

Note: Attempt any two questions from the following. Each question carries 10 marks

6. As an e-marketing consultant, how will you convince your client to use e-marketing to attract more customers to the business.
7. Highlight various advantages and concerns of a selected e-payment method with the help of examples.
8. What is process of affixing digital signature? Explain. Is there any security concern in using digital signature?
9. What are the features of an effective electronic payment system? Explain with the help of examples.

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Subject Code: 3443

Bachelor of Vocation (Retail Management) - 3rd Sem.**(2118)****Paper: BVRM-303****Stores Layout & Design****Time allowed: 3 hrs.****Max. Marks: 50****Section-A****Note:- Attempt any ten parts. Each part carries 1 mark.**

1. Briefly answer the following:
 - (a) Describe the importance of store.
 - (b) Store Maintenance
 - (c) Retailing Strategy
 - (d) Cross Merchandising
 - (e) Store layout
 - (f) Departmentalizing
 - (g) Role of store organisation
 - (h) Trading area analysis
 - (i) Responsibility of store manager
 - (j) Devices used for store security
 - (k) Objectives of informal organisation structure
 - (l) Terms of occupancy

10*1=10

Section-B**Note:- Attempt any two questions. Each question carries 10 marks.**

2. Illustrate the steps involved in purchasing store supplies. 10
3. Describe the various store operations and their importance. 10
4. Differentiate between formal and informal organization. 10
5. What is merchandising? Describe the procedure for handling and controlling merchandising. 2+8

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Section-C

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

- | | | |
|----|---|----|
| 6. | What are the considerations for selecting a location for a store? | 10 |
| 7. | Illustrate catchment area analysis using an example. | 10 |
| 8. | Describe the steps involved in designing a store. | 10 |
| 9. | Using examples illustrate the different types of store layout. | 10 |

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Sr. No. 1629

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Bachelor of Vocation (Retail Management) - 3rd Sem.

(2118)

Paper: BVRM-304

Retail Logistics Management

Time allowed: 3 hrs.

Max. Marks: 50

Note – 1) Attempt any 10 questions from Section-A

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

SECTION-A

1. Answer the following :

- i) Define logistics
- ii) What is the relevance of logistics in retail marketing.
- iii) What are various modes of transportation?
- iv) Differentiate between logistics and physical distribution.
- v) State the importance of warehousing in logistics.
- vi) What is third party logistics ?
- vii) Explain integrated logistics management.
- viii) What is inventory management?
- ix) Differentiate between wholesaler and retailer ?
- x) What is the role of shipping in international logistics ?
- xi) What are various inventory costs ?
- xii) Name three logistics companies.

(10x1)

1.

P.T.O

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(2)

SECTION-B

2. Explain the emerging concept of logistics. Discuss different stages of evolution of logistics.
3. Explain objectives of logistics. Also discuss the working of logistics.
4. Explain the achievement of competitive advantage through logistics framework.
5. Explain the integrated logistics management model and process. (2x10)

SECTION-C

6. Discuss the role of IT in logistic service firms.
7. What considerations are taken into account while designing global operations ? How retail logistics network are designed ?
8. Discuss the challenges faced by retail logistics management. What steps should be taken to solve the problems ?
9. Explain various types of 3PLs. What are the advantages of 3PLs ? (2x10)

1629(2118)100

Sr. No. 1630

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Subject Code: 3445

Bachelor of Vocation (Retail Management) - 3rd Sem.**(2118)****Paper: BVRM-305****Health & Safety Management Issues in Retail****Time allowed: 3 hrs.****Max. Marks: 50****Section A: Attempt any 10 questions. Each question carries 1 mark.**

1. Explain:
 - i) Health
 - ii) Safety systems
 - iii) Health issues
 - iv) Health insurance
 - v) Health hazards
 - vi) Health management
 - vii) Safety inspection
 - viii) Hazard identification
 - ix) Emergency response
 - x) Risk control procedure
 - xi) Safety checklist
 - xii) Safety committee

Section B: Attempt any 2 questions. Each question carries 10 marks.

2. Explain the health and safety management system used in retail.
3. Explain the types of health issues in retail.
4. What are the legal requirements for health management issues in retail?
5. Explain the hazards and risks in working in departmental stores.

Section C: Attempt any 2 questions. Each question carries 10 marks.

6. What is the need for safety inspection? Explain the safety inspection procedure.
7. What are the legal requirements to deal with emergencies and accidents in retail stores?
8. Write a note on emergency response techniques.
9. Explain the guidelines for forming a health and safety committee.

1630(2118)100

28/12/18(4)

Exam. Code : 111803

Subject Code : 3446

Bachelor of Vocation (Retail Management)

3rd Semester

COMPUTER APPLICATIONS-TALLY & INTERNET

Paper-BVRM-306

Time Allowed—3 Hours]

[Maximum Marks—50

Note :— Attempt any **five** questions out of **8**. Each question is of **10** marks.

1. Mention what are the types of Tally ERP 9 vouchers. Also give the shortcut for creating these vouchers.
2. What are the conditions for CST Act to become applicable and what are the objectives of CST Act ? What are Form F and Form C used for, in case of Central Sales Tax (CST) ?
3. How to create masters in tally ERP 9 and its importance ?
4. Differentiate LAN, MAN and WAN network topologies.
5. What are different ways to prevent system from virus and threats ? Explain in detail.

कन्या महा विद्यालय पुस्तकालय

6. What are different types of physical media ? Compare Optical fibre vs Coaxial cables.
7. Explain bus, star, ring and tree network topology in detail.
8. A manufacturer printed the price of his goods as \$ 120 per article. He allowed a discount of 30% to the wholesaler who in his turn allowed a discount of 20% on the printed price to the retailer. If the prescribed rate of sales tax on the goods is 10% and the retailer sells it to the consumer at the printed price then find the value added tax paid by the wholesaler and the retailer.