

Exam Code: 122001
(60)

Paper Code: 1302

**Programme: Bachelor of Vocation (Retail
Management) Semester-I**

Course Title: Computer Applications in Retail

Course Code: BVRL-1125 ✓

Time Allowed: 3 Hours

Max Marks: 70

Candidates are required to attempt five questions, selecting atleast one question from each section. The fifth question may be attempted from any section. Each question carries 14 marks.

Section-A

1. Briefly explain the various types of information systems in the hierarchy of an organisation. (14)
2. Write down the important components and benefits of electronic point of sales system in detail. (14)

Section-B

3. What are the various types of database management system? Also explain the various steps involved in the process of designing a database. (14)

4. Enumerate the various modern electronic payment method used at point of sales systems in detail.
(14)

Section-C

5. What do you understand by enterprise resource planning? Briefly explain the various challenges and advantage of ERP system.
(14)
6. Why data warehousing is significant? Also distinguish between data mining and data warehousing in detail.
(14)

Section-D

7. What are the advantages of CRM Deployment? Also describe the various E-CRM tools used in customer relationship management.
(14)
8. Mention the various essential components and challenges of e- tailing in detail.
(14)

Exam Code: 111803

Paper Code: 3286-R

**Programme: Bachelor of Vocation (Retail
Management) Semester-III**

Course Title: E-Commerce

Course Code: BVRL-3322

Time Allowed: 3 Hours

Max. Marks: 80

Note: Attempt five questions in all, selecting at least one question from each section. The fifth question may be attempted from any section. Each question carries 16 marks.

SECTION-A

1. What do you mean by E-Commerce? Explain the history and different types of E-Commerce in detail. (16)
2. Explain the Following :
 - (i) Write the difference between Traditional Commerce and E-Commerce?
 - (ii) Give short note on role and importance of E-Commerce? (8+8=16)

SECTION-B

3. What do you mean by Electronic Data Inter-change? Explain its models with suitable example. (16)
4. Explain the concept of E-Service and its categories in detail. (16)

SECTION-C

5. What is E-Marketing? Explain 4Ps of E-Marketing with its advantages. (16)
6. Explain the requirements of E- Payment System and also explain various types of E- Payment System. (16)

SECTION-D

7. What do you mean by E- Security? Explain the various areas of Internet Security. (16)
8. Give detail note on following:
 - (i) E-Signature
 - (ii) Authentication Precaution for securing E-Commerce (8+8=16)

Exam Code: 111803
(40)

Paper Code: 3290

Programme: Bachelor of Vocation (Retail Management)
Semester-III

Course Title: Computer Applications-Tally and Internet

Course Code: BVRM-3126

Time Allowed: 3 Hours

Max Marks: 60

Note: Candidates are required to attempt five questions, selecting at least one from each section. The fifth question may be attempted from any section. Each question carries 12 marks.

Section-A

1. What do you understand by fundamentals of accounting? Also describe its nature and importance in detail. (12)
2. Define Tally ERP 9. Explain the various steps involved in the process of ledger creation in Tally ERP 9 with suitable examples. (12)

Section -B

3. Define inventory in Tally ERP 9. What are the various steps to be followed the process of creating stock groups and stock items? (12)
4. What do you mean by goods and services tax act? Mention the major types of taxes under GST and how to activate GST in Tally ERP 9? (12)

Section -C

5. What do you mean by Cyber Crime? Briefly explain the nature and types of Cyber Crime? (12)
6. Explain various types of Cyber Frauds and legal safeguards for cyber crimes. (12)

Section -D

7. Discuss the various threats to information security and the precautions to meet these threats in detail. (12)
8. Write down about the concept of proxy servers. Also explain the various types of proxy servers and its working in detail. (12)

Exam Code: 111803
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Paper Code: 3285

**Programme: Bachelor of Vocation (Retail
Management)
Semester-III**

Course Title: Principles of Accounting

Course Code: BVRL-3321

Time Allowed: 3 Hours

Max Marks: 80

Note: Candidates are required to attempt five questions selecting at least one question from each section. The fifth question may be attempted from any section. All questions carries 16 marks.

SECTION A

1. What is Accounting? Explain the limitations of financial accounting. (16)
2. Explain the following:
 - Basis of Accounting System (8)
 - Difference between Book-Keeping and Accounting (8)

SECTION-B

3. What are Accounting Policies? Explain the significance of accounting, policies. (16)
4. Explain the Statement- "Accounting as a Measurement Discipline". (16)

SECTION—C

5. The transactions for the month of March 2023 of M/s Gupta & Co. are furnished here as under.

You are required to enter the same in an appropriate Cash Book:

2023

March 1 Cash in Hand Rs. 415 and Cash at Bank Rs. 2530

March 2 Paid wages by cheque Rs. 950

March 5 Made cash purchases Rs. 150

March 15 Received Rs. 530 by cheque from Krishna and allowed him discount Rs. 20.

March 16 Paid cheque to Mohan Rs. 400 in full settlement of his account Rs. 415.

March 18 Cash Sales amounted to Rs. 150

March 20 Bought furniture for Rs. 300, paid by cheque.

March 22 Bank credited the account with Rs. 200 for interest.

March 25 Received a cheque for Rs. 250 from Suresh and allowed him discount Rs. 10

March 30 Deposited cash into Bank Rs.300.

(16)

6. What is Bank Reconciliation Statement? Why it is prepared? (16)

SECTION—D

7. On 1st April 2019, K Ltd. purchased a machinery for Rs. 33,80,000 on which they spent Rs.7500 for carriage, Rs. 3,000 for brokerage and Rs. 9,500 for installation. On 1st November, 2020 it purchased another machinery for Rs. 1,00,000 and spent Rs. 20,000 on its installation and carriage. On 30th September 2021, the machinery purchased in 2019 was sold in a loss Rs. 77,800. The

company charges depreciation @10% on written down value basis. Accounts are closed on 31st March every year.

Prepare Machinery Account upto 31st March, 2022.

(16)

8. Explain the term financial statements. What is the need of preparing a financial statement? (16)

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Paper Code: 3286

Programme: Bachelor of Vocation (Retail Management)
Semester-III

Course Title: E-Commerce

Course Code: BVRL-3322 ✓

Time Allowed: 3 Hours

Max Marks: 80

Note: Candidates are required to attempt five questions in all, selecting at least one question from each section. The fifth question may be attempted from any section. Each questions carries 16 marks.

SECTION A

1. What is E—Commerce? What are its features? Differentiate between Traditional commerce and E-Commerce ?
2. a. Differentiate between E-Business and E-Commerce
b. Write Short note on Value Chain in E-Business'?

SECTION B

3. Explain the Concept of implementation of EDI and also explain Applications of EDI?

4. What do you mean by e-services? Explain the categories of e-services?

SECTION C

5. What is E-Marketing? What are its 4p's? Differentiate between traditional marketing & e-marketing?
6. Explain the Concept's smart card, digi cash and cyber cash with advantage and disadvantage?

SECTION D

7. What do you mean by E-Security ? Explain the various precautions security in E-Commerce'?
8. Write short note on the following
 - a. Electronic Signature
 - b. Defection and Recovery,

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Paper Code: 3287

**Programme: Bachelor of Vocation (Retail
Management) Semester-III**

Course Title: Store Layout and Design

Course Code: BVRL -3323

Time Allowed: 3 Hours

Max Marks: 80

Note: Candidates are required to attempt five questions, selecting at least one from each section. The fifth question may be attempted from any section. Each question will carry 16 marks.

SECTION-A

1. What do you mean by store layout and design? Explain store maintenance and security with suitable examples. (16)
2. Define Store operations? Explain the process of Merchandising Handling and Controlling in detail. (16)

SECTION -B

3. Explain in detail the significance and management of Store Organization. (16)
4. What is Informal organizational structure? Explain Informal organization with its objectives, policies and procedures. (16)

SECTION-C

5. Define Store Location. Highlight the various points should be kept in mind while deciding the suitable location. (16)
6. Explain the following: (8+8=16)
(a) Trading Area Analysis (b) Catchment Area Analysis

SECTION-D

7. What are the various ways of successful store layout ideas? Explain it with various examples. (16)
8. Briefly explain the principles of effective Organization and structure of internal departmental space in detail. (16)

**Exam Code: 111803
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Paper Code: 3288

**Programme: Bachelor of Vocation (Retail Management)
Semester-III**

Course Title: Retail Logistics Management

Course Code: BVRL-3324

Time Allowed: 3 Hours

Max Marks: 80

Note: Attempt five questions in all, selecting atleast one question from each section. Fifth question may be attempted from any section. Each question carries (16) marks.

SECTION A

1. What do you mean by Logistics? What are the objectives of logistic department? Discuss in detail.
2. What do you mean by Logistic information system? What are the merits and demerits of same?

SECTION B

3. Discuss the role of logistic management in detail. Discuss various software's used for the same.
4. Differentiate logistics and supply claim management. Discuss Logistic frameworks in detail.

SECTION C

5. Discuss the role of IT in Retail. Discuss form of integrated logistics management system.
6. Explain the role of Logistic service firms in detail.

SECTION D

7. What do you mean by distribution channels in global logistic network? Explain its relevance in digital era.
8. Discuss the role of information management for global logistics.

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Paper Code: 3289

**Programme: Bachelor of Vocation (Retail Management)
Semester-III**

**Course Title: Health and Safety Management Issues in
Retail**

Course Code: BVRL-3325 ✓

Time Allowed: 3 Hours

Max Marks: 40

Note: Candidates are required to attempt five questions, selecting at least one from each section. The fifth question may be attempted from any section. Each question will be carry 8 marks.

SECTION-A

1. What is Health Insurance? Elaborate the various health insurance plans and their significance.
2. What do you mean by Lifting and Handling? Explain its various Techniques.

SECTION-B

3. What do you mean by term Industrial Hygiene? Explain its components in detail

4. Explain the companies' policies regarding health management issues.

SECTION-C

5. How to identify Hazards at workplace? Explain risk control procedure in detail.
6. What do you understand by Safety Inspection? Explain the concept of safety inspection checklist and report.

SECTION-D

7. Explain in detail Investigation procedure and its reporting.
8. Elaborate the concept of Emergency Management. Explain emergency response techniques in Emergency Management.