

SECTION-B

UNIT-I

2. What are merchandising planning tools? Discuss in detail.
3. Elaborate the ABC Analysis of sales giving suitable examples.

UNIT-II

4. What are different methods of inventory control? Discuss.
5. Discuss the different types of retail pricing strategies.

UNIT-III

6. What do you know about six monthly buying plan? Discuss its advantages and disadvantages.
7. What is stock turn and replenishment? What factors should be kept in mind while replenishing the stock in a retail store.

NOTE : Disclosure of Identity by writing Mobile No. or Making of passing request on any page of Answer Sheet will lead to UMC against the Student.