



## **SECTION-B**

### **Unit-I**

Q2. What is the role of merchandising planning tools, discuss the various techniques?

Q3. In the context of fashion industry, what is sales analysis?

### **Unit-II**

Q4. Write a note on retail pricing and re-pricing.

Q5. Explain the inventory methods in detail. What are the basic profit factors?

### **Unit-III**

Q6. Give a detailed account of six months buying plans.

Q7. Discuss two case studies in merchandising apparel and soft goods.