

**RETAIL (CODE NO. 801)**  
**CLASS XII (SESSION 2019-2020)**

RETAIL (CODE NO. 801) Class XII (Session 2019-2020)	
Theory (Part A & B)	60 marks
Practical (Part C)	40 marks
<b>Total Marks</b>	<b>100 marks</b>

**THEORY**

❖ **PART A: EMPLOYABILITY SKILLS**

- Unit 1: Communication Skills
- Unit 2: Self-Management Skills
- Unit 3: Basic ICT Skills
- Unit 4: Entrepreneurial Skills
- Unit 5: Green Skills

❖ **PART B:**

- Unit 1 - Display of Products and Satisfy Customer Needs
- Unit 2 – Non-store Retailing
- Unit 3 - Retail Point-of-Sale: An Overview
- Unit 4 – Billing and Accounting Procedures in Retailing
- Unit 5 – Inventory Handling

**PRACTICAL**

❖ **PART C:**

- Project
- Viva
- Practical File/ PowerPoint Presentation