



	<table border="1"> <tr> <td>Range of Products</td> <td>Different types of products are sold under one roof.</td> <td>Specific Range of products are sold.</td> </tr> <tr> <td>Services offered</td> <td>Departmental stores lay great emphasis on providing maximum service to their customers</td> <td>Multiple stores provide very limited service confined to guarantees and repairs if the sold out turn out to be defective.</td> </tr> </table>	Range of Products	Different types of products are sold under one roof.	Specific Range of products are sold.	Services offered	Departmental stores lay great emphasis on providing maximum service to their customers	Multiple stores provide very limited service confined to guarantees and repairs if the sold out turn out to be defective.	
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	OR							
	<p>Advantages of retailing through departmental stores:-</p> <p>(i) Attract large number of customers: These stores are usually located at central places, they attract a large number of customers during the best part of the day.</p> <p>(ii) Economy of large- scale operations: As these stores are organised at a very large scale, the benefits of large scale operations, particularly, in respect of purchase of goods are available to them. (any other valid answer)</p>	(1.5X2)						
6	Radio has been an effective media source in a country like India .With the recent rise in private channels (FM) on radio a new chapter has begun for this media. Currently major organisations (like real estate , educational institutions , amusement parks etc) are using this media actively. Also this media is connected very well to the young prospective buyers .	(3)						
7	<p>Contract involving transfer of the possession and ownership (title) of a good or property, or the entitlement to a service, in exchange for money or value is known as a sale .Essential elements that must be present in a valid sale are:</p> <p>(1) competence of both the buyer and seller to enter into a contract,</p> <p>(2) mutual agreement on the terms of exchange,</p> <p>(3) a thing capable of being transferred, and</p> <p>(4) a consideration in money (or its equivalent) paid or promised.</p>	(3)						
8	<p>The difference between a cash sales &amp; and credit sales is the timing of the payment. A cash sales is a transaction where payment is settled immediately. On the other hand, payment for a credit sales is settled at a later date.</p> <p>For example, Ramesh buys grocery and makes payment immediately in cash it will be known as a cash sales. However, if he makes the payment on a later date it will be known as a credit sales.</p>	(3)						
	(a) Hire purchase Method- It is the agreement of hiring goods. Under this method the ownership is transferred after the payment of last instalment.							

