

# DYNAMICS OF RETAILING (401)

## CLASS X (NSQF)

2018-19

TIME: 2 HOURS

Max. Marks: 50

### BLUEPRINT OF SAMPLE QUESTION PAPER

| UNIT NO.   | UNIT NAME                            | SECTION -A                                 |                            |                        | SECTION -B                | TOTAL           |
|--|--------------------------------------|--|----------------------------|------------------------|---------------------------|-----------------|
|  |                                      | MCQ / FILL IN THE BLANKS/ DIRECT QUESTIONS | VERY SHORT ANSWER QUESTION | SHORT ANSWER QUESTIONS | LONG/ ESSAY TYPE QUESTION |                 |
|  |                                      | 1 MARK EACH                                | 2 MARKS EACH               | 3 MARKS EACH           | 5 MARKS EACH              |                 |
| I  | Retail Operations                    | 2  | 1                          | 1                      | -                         | 4               |
| II   | Merchandise Planning                 | 1  | 1                          | 1                      | 1                         | 4               |
| III  | Store Operations                     | 1  | 1                          | 1                      | 1                         | 4               |
| IV   | Billing/Transport/ And Delivery      | 2  | 1                          | 1                      | 1                         | 5               |
| V  | Security Operations and Housekeeping | 1  | 1                          | 1                      | 1                         | 4               |
| VI   | Communication at work place          | 2  | 1                          | 1                      | 1                         | 5               |
| VII  | Health Care and personal grooming    | 3  | 1                          | 1                      | -                         | 5               |
| <b>TOTAL QUESTIONS</b>                                 |                                      | <b>12</b>                                  | <b>7</b>                   | <b>7</b>               | <b>5</b>                  | <b>31</b>       |
| <b>NO. OF QUESTIONS TO BE ATTEMPTED BY A CANDIDATE</b> |                                      | <b>Any 10</b>                              | <b>Any 5</b>               | <b>Any 5</b>           | <b>Any 3</b>              | <b>23</b>       |
| <b>TOTAL MARKS</b>                                     |                                      | <b>10x1 = 10</b>                           | <b>5 x 2 = 10</b>          | <b>5 x 3 = 15</b>      | <b>5 x 3 = 15</b>         | <b>50 MARKS</b> |

1. This question paper contains 31 questions out of which the candidate needs to attempt only 23 questions.
2. Question paper will be divided into two sections:
  - (i) **SECTION A:**
    - **Multiple Choice Questions/ Fill in the blanks/ Direct questions:** There will be 12 questions of 1 mark each. A candidate needs to attempt any 10 questions (**Marks 10 x 1 = 10**).
    - **Very short answer type questions:** There will be 7 questions of 2 marks each. A candidate needs to attempt any 5 question. (**Marks 5 x 2 = 10**).
    - **Short answer type questions:** There will be 7 questions of 3 marks each. A candidate needs to attempt any 5 questions (**Marks 5 x 3 = 15**).
  - (ii) **SECTION B:**
    - **Long answer/ Essay type questions:** There will be 15 questions of 5 marks each. Students need to attempt any 3 questions (**Marks 3 x 5 =15**).