

CBSE | DEPARTMENT OF SKILL EDUCATION

RETAIL (SUBJECT CODE 801)

CLASS XII (SESSION 2021-2022)
BLUE-PRINT FOR SAMPLE QUESTION PAPER FOR TERM - II

Max. Time Allowed: 1½ Hours (90 min)

Max. Marks: 30

PART A - EMPLOYABILITY SKILLS (05 MARKS):

UNIT NO.	NAME OF THE UNIT	NO. OF QUESTIONS - VSA (1 MARK EACH)	NO. OF QUESTIONS - SA (2 MARKS EACH)	NO. OF QUESTIONS - LA (4 MARKS EACH)	TOTAL NUMBER OF QUESTIONS
1	Entrepreneurial Skills-IV	2	1	-	3
2	Green Skills-IV	2	1	-	3
TOTAL QUESTIONS		4	2	-	06
NO. OF QUESTIONS TO BE ANSWERED		Any 3	Any 1	-	04
TOTAL MARKS		3 x 1 = 3 Marks	1 x 2 = 2 Marks	-	05 Marks

PART B - SUBJECT SPECIFIC SKILLS (25 MARKS):

UNIT NO.	NAME OF THE UNIT	NO. OF QUESTIONS - VSA (1 MARK EACH)	NO. OF QUESTIONS - SA - I (2 MARKS EACH)	NO. OF QUESTIONS - SA - II (3 MARKS EACH)	NO. OF QUESTIONS - LA (4 MARKS EACH)	TOTAL NUMBER OF QUESTIONS
4	Billing and Accounting Procedure in Retailing	05	04	03	02	14
5	Inventory Handling	02	01	01	01	05
TOTAL QUESTIONS		07	05	04	03	19
NO. OF QUESTIONS TO BE ANSWERED		05	03	02	02	12
TOTAL MARKS		5 x 1 = 05 Marks	3 x 2 = 06 Marks	2 x 3 = 06 Marks	2 x 4 = 08 Marks	25 Marks
TOTAL MARKS		25 + 5 = 30 MARKS				

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Max. Time Allowed: 1 ½ Hours (90 min)

Max. Marks: 30

General Instructions:

1. Please read the instructions carefully
2. This Question Paper is divided into 03 sections, viz., Section A, Section B and Section C.
3. Section A is of 05 marks and has 06 questions on Employability Skills.
 - a) Questions numbers 1 to 4 are one mark questions. Attempt any three questions.
 - b) Questions numbers 05 and 06 are two marks questions. Attempt any one question.
4. Section B is of 17 marks and has 16 questions on Subject specific Skills.
 - a) Questions numbers 7 to 13 are one mark questions. Attempt any five questions.
 - b) Questions numbers 14 to 18 are two marks questions. Attempt any three questions.
5. Section C is of 08 marks and has 03 competency-based questions.
 - a) Questions numbers 19 to 21 are four marks questions. Attempt any two questions.
6. Do as per the instructions given in the respective sections.
7. Marks allotted are mentioned against each section/question.

SECTION A

(3 + 2 = 5 marks)

Answer any 03 questions out of the given 04 questions		1 x 3 = 3
Q.1	Fill in the blank:-The Industrial Revolution gave birth to _____ who use their technical expertise to create and offer machines, tools and methods.	1
Q.2	The word 'entrepreneur' is derived from which French word?	1
Q.3	(EESL), under the Ministry of Power, has launched an 'electric vehicle programme. What is the full form of EESL?	1
Q.4	Which programme, comprising of 8 missions, was launched by Government of India in 2008 to mitigate and adapt to the adverse impact of climate change?	1
Answer any 01 question out of the given 02 questions		1 x 2 = 2
Q.5	What is meant by a 'Startup'?	2
Q.6	What do you understand by Eco –Tourism?	2

SECTION B**(5 + 6 + 6 = 17 marks)**

Answer any 05 questions out of the given 07 questions		1 x 5 = 5
Q.7	It's the responsibility of _____ to see that every cash counter is managed properly.	1
Q.8	_____ is the most important factor for the customer satisfaction and from regulatory obligation point of view.	1
Q.9	Name the book which is used for classification of data in accounting?	1
Q.10	In this system, accounting entries are made only when cash is received or paid, No entry is made when a payment or receipt is merely due. Which system of accounting are we talking about?	1
Q.11	What is the full form of 'LIFO' while dealing with inventory?	1
Q.12	Name the assets which can be converted into cash within 1 year?	1
Q.13	Name the diagrammatic presentation of physical layout of the store and all stock locations.	1
Answer any 03 questions out of the given 05 questions		2 x 3 = 6
Q.14	What is meant by Cost accounting?	2
Q.15	What do you understand by 'Business Entity Concept'?	2
Q.16	What is the difference between 2 Column and 3 column cash book?	2
Q.17	What is meant by a 'Balance Sheet'?	2
Q.18	What is 'New Old Stock'?	2
Answer any 02 questions out of the given 04 questions		3 x 2 = 6
Q.19	Briefly explain any 3 Characteristics of Accounting.	3
Q.20	Differentiate between Debit Note and Credit Note (any 3)	3
Q.21	Describe briefly any 3 limitations of Accounting?	3
Q.22	Briefly explain the reasons for keeping 'stock inventory'.	3

SECTION C**(2 x 4 = 8 marks)****(COMPETENCY BASED QUESTIONS)**

Answer any 02 questions out of the given 03 questions		
Q.23	<p>Supermarket 1 was popular in the neighborhood for competitive pricing and offering heavy discounts. Supermarket 2, around a mile away had normal pricing strategy, and had similar product range and availability. It was noticed that Supermarket 2 had more loyal customers and higher sales. Customers mentioned that they found Supermarket 2 more convenient while billing and check out.</p> <p>Based on the case study given above, answer the following questions:</p> <p>a) Mention any 2 probable reasons what can make customers feel disappointed and impatient in the billing procedure.</p> <p>b) Mention 2 corrective measures to avoid billing error and faster checkout.</p>	2 + 2 = 4 Marks

Q.24	<p>Consider an example of 4 products being sold in a hypermarket- Fresh paneer, Biscuit, Plastic bucket, and Men's trouser.</p> <p>a) Make an inventory plan for these 4 types of products, explaining reasons to hold high/ low inventory and prioritize which type of product stock should be rotated faster and why?</p> <p>b) Which of the above products will have minimum shelf life and the maximum ordering frequency, which one is more liable to fall under damaged inventory category if not handled properly?</p>	2+ 2= 4 Marks
Q.25	<p>A grocery store had a quarterly stock audit. Shrinkage of 10% was recorded, which is quite high as per retail standards.</p> <p>a) What could have gone wrong in the stock audit process? Cite any 2 probable reasons.</p> <p>b) Mention any 4 immediate steps that may be taken to prepare for an inventory audit?</p>	2+2 = 4 Marks