#### Paper Code: MBA-MK04

## MBA

Roll No.

# (SEM IV) EVEN SEMESTER EXAMINATION, 2015-16 RETAIL MANAGEMENT

[Time: 3 hrs.]

**Note:-**Attempt All questions.

- 1. Attempt any four of the following: -
  - (a) Define Retailing with example.
  - (b) Define Atmospherics with example.
  - (c) What is Store Design, illustrate with examples.
  - (d) What is Units Per Transaction (UTP) and Average Transaction Value (ATV), explain with example.
  - (e) What is Dynamic Clustering, illustrate with example.
  - (f) Define Visual Merchandising, illustrate with examples.
- 2. Attempt any four of the following: -
  - (a) What is Retail Trolleyology, illustrate with example.
  - (b) Define Cross Merchandising, illustrate with examples.
  - (c) What is Retail Store Image, illustrate with examples?
  - (d) What is Web-Based Store Layout, illustrate with examples?
  - (e) Write a brief on Shopping at World Stores, explain with suitable example.
  - (f) Define Retail Branding, illustrate with examples?

#### 3. Attempt any two of the following: -

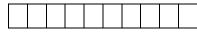
- (a) Write a short note on Retail Information Systems.
- (b) Write a brief on the Retail Merchandising.
- (c) Enlist a minimum of ten precautions to be taken in Site Selection for a Premium Brand Retail Outlet.

### 4. Attempt any two of the following: -

- (a) Differentiate between Single Brand and Multi-Brand Retailing.
- (b) List essentials characteristics of a Discount Based Retailing Organization.
- (c) What are the various techniques of Retail Pricing, illustrate with example?

5. Attempt any two of the following: -

- (a) Write a short note on Types of Retail Layouts, enlist four types of layouts and explain one in detail with example.
- (b) Write a short note on impact of Local Culture on International Retailing.
- (c) Write a short note on impact of E-Commerce on traditional Retailing.



[5x4=20]

[Max. Marks: 100]

[5 x4=20]

[10x2-20]

[10x2=20]

[10x2=20]