



INDIAN INSTITUTE OF MATERIALS MANAGEMENT
Post Graduate Diploma in Materials Management
Paper 18.b (New)

June 2016

Retail Management

Date: 18.06.2016

Max. Marks 100

Time: 2.00 p.m. to 5.00 p.m.

Duration 3 hours

Instructions:

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|--|--------------------------|
| 1. From part "A" answers all questions (compulsory). Each sub-question carries 1 mark. | Total marks = 32. |
| 2. From part "B" answers any three questions out of 5 questions. Each question carries 16 marks. | Total marks =48. |
| 3. Part "C" is a case study (compulsory). | Total marks = 20 |
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PART A

(32 x1 = 32 marks)

Q. 1 Match Column "A" and Col. " B "

"A"		"B"	
a.	Income tax	i.	Applicable on Import
b.	VAT	ii.	Applicable on (Price+ Excise+Vat)
c.	CST	iii.	Direct tax
d.	Excise Duty	iv.	Applicable if goods sold moves in same state
e.	Octroi	v.	Applicable on manufactured goods
f.	Customs duty	vi.	Interstate goods sales tax
g.	Cenvat credit	vii.	Equals to Excise Duty
h.	Counterveiling Duty(CVD)	viii.	Is applicable on CVD & Excise

Q. 2 Expand the following Abbreviations

- i. FDI
- ii. LPG
- iii. HACCP
- iv. 4 "P"s
- v. COMPAT
- vi. FEMA
- vii. DDJ
- viii. BIN

Q. 3. True or False

- i. FIFO is used in valuation of the inventory.
- ii. XYZ Analysis is based on the criteria of consumption value.
- iii. Order fulfilment cost is one of the measures of Logistics matrix.
- iv. Assessment of Duty , in case of Imports is done by Excise Superintendent.
- v. Shrink labels are made from special Paper.
- vi. Security bar code label can not be copied by a copier.
- vii. Over the years the materials cost and Inventory costs have gone up rapidly, costing as much as 40 % to manufacturing firms.
- ix. In decentralised purchasing the purchase authority is given to all Units.

Q 4. Fill in the blanks.

- i. NCLT is National Company ----- Tribunal
- ii. CLB is Company ----- Board.
- iii. SEC is -----& Exchange Commission
- iv. Purchasing receives the ----- to start with its action in Purchasing cycle.
- v. ----- is the monitoring of supplier deliveries of materials.
- vi. Advance Shipping Notification is a----- document that contains the exact materials, quantities,& delivery date, with ref to Purchase Order.
- vii. ----- are huge speciality retailers that dominate single product line or category & compete on the basis of very low prices & enormous product availability.
- viii. ----- is vital & important document which every importer has to submit under section 46.

PART-B

48 Marks

(Attempt any three. Each question carry 16 marks)

Q 5. Describe different classification of retailing .

Q.6 What are the Principles of Retail management ?

Q.7 What are the Cost classifications for assigning costs to Objects ?

Q 8 What are the Inventory Control Techniques & its uses ?

Q.9 Describe cost accounting methods for the valuation of Inventories ?

PART-C

20 Marks

(COMPULSORY)

Q. 10 M/s Edwards Retail Ltd are in the business in retail for last 3 decades & one of the oldest in the world. They want to enter in the Indian market in their vision plan of growth and doubling their turn over in 3 years. They have engaged a young team of Retail Professionals and you are one of them. They have identified 8nos of B class cities to start with for opening 4 malls in each of these cities. All these 8 cities are in the Western India region. They are fully aware of multi national being in this retail business , including latest entry FLIFCART. They have planned to give a tough fight to the existing retail competitors. As such they have focussed on sections like Electronics goods, Home appliances, High technology products. In addition they have made sure that their retail shop is equipped to give customer one place to give all products. This means for them huge no of item/ SKU. This means a very good Inventory management will be required.

Questions

1. What do you suggest Central Purchase or Decentralised purchase or some thing else ?
2. How many warehouses you suggest in this scenario ?
3. How do you organise Logistics for in bound & out bound ?
4. How will you manage Inventories, huge in numbers as well qty ?
5. What ERP Package you suggest for such scenario ?
