

Total No. of Questions: 7

Total No. of Printed Pages: 1

AISSMS College of Hotel Management and Catering Technology, Pune

Seat No:

[0607]/HSOE235B/2026/BSCHS\_SEM3

(BSCHS\_SEM3) Examination, 2026  
HSOE235B – Retail Business Management  
(Rev. 2023 Pattern)

Time: 1 Hr. 30 Mins.

Maximum Marks: 25

**Instructions: -**

- (i) Solve any five questions.
- (ii) All questions carry equal marks.
- (iii) Draw diagrams wherever necessary.

**Q1.** Explain the terms:

- A) Scope of Retailing [ 1 ]
- B) Any one type of Retail Organization [ 1 ]
- C) Future Trends of Retail in India [ 1 ]
- D) MIS in Store Operation [ 1 ]
- E) Inventory Management [ 1 ]

**Q2.** Illustrate two core functions performed by a modern retailer (e.g., breaking bulk, providing information), providing a practical example for each. [ 5 ]

**Q3.** Analyze the suitability of Hypermarket and Specialty Store formats for selling high-end luxury goods, justifying your choice for each. [ 5 ]

**Q4.** Evaluate the potential impact of two major future trends of retail in India (e.g., technology adoption, Omni channel) on the long-term profitability of the traditional organized retail sector. [ 5 ]

**Q5.** Explain and contrast: Supermarkets and Convenience Stores, focusing on their size, product assortment, and target customer. [ 5 ]

**Q6.** As a Retail Store Manager, develop a brief plan detailing your primary responsibilities related to Housekeeping and Safety & Security for a store operation. [ 5 ]

**Q7.** Analyze the statement: "An effective Environmental Orientation (e.g., waste reduction) in a retail business is not just an ethical requirement but a strategic necessity." [ 5 ]

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