

Seat No:

[0607]/HSOE235B/2026/BSCHS\_SEM3

SYBSCHS (Third Semester) Examination, 2026  
HSOE235B - RETAIL BUSINESS MANAGEMENT  
(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) Retailing             | [ 1 ] |
| B) Organized Retailing   | [ 1 ] |
| C) Inventory Management  | [ 1 ] |
| D) Social Responsibility | [ 1 ] |
| E) Food Retailing        | [ 1 ] |

Q2. What are the main functions in a retail business? Explain how these functions contribute to overall retail success. [ 5 ]

Q3. Describe how a retail manager can utilize MIS (Management Information Systems) to improve store operations. Provide specific examples. [ 5 ]

Q4. Analyze the impact of organized retailing on the traditional retail landscape in India. [ 5 ]

Q5. Evaluate the role of ethical retailing practices in enhancing brand reputation and consumer loyalty. [ 5 ]

Q6. Design a sustainable retail strategy for a new grocery store. [ 5 ]

Q7. Describe how inventory management practices can be applied to improve efficiency in retail store operations. [ 5 ]

\*\*\*\*\*