

Std: XII
 Sub: Logistics and Supply Chain Management (WA,WB,WC)
 Paper I: Retail Management (WA)
 Blue Print (Theory)

Sr. No.	Unit	OBJECTIVES												Total Marks	Total Marks Option
		Knowledge			Understanding			Application			Skill				
		O	SA	LA	O	SA	LA	O	SA	LA	O	SA	LA		
1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16
1.	Retail Organisation	1(1)	1(4)	1(8)	-	1(4)	-	1(1)	-	-	-	-	-	18	-
		1(1)	2(4)	1(8)	1(1)	2(4)	-	1(1)	1(4)	-	-	-	-	-	31
2	Retail Strategy	1(1)	1(4)	-	2(1)	1(4)	-	1(1)	1(4)	-	-	-	-	16	-
		1(1)	1(4)	-	2(1)	2(4)	-	1(1)	2(4)	-	-	-	-	-	24
3.	Consumer Behaviour	1(1)	1(4)	-	1(1)	1(4)	-	1(1)	-	-	-	-	-	11	-
		1(1)	1(4)	-	1(1)	1(4)	-	1(1)	1(4)	-	-	-	-	-	15
4.	Inventory Management	1(1)	1(4)	-	1(1)	1(4)	-	2(1)	1(4)	-	-	-	-	16	-
		1(1)	1(4)	-	1(1)	2(4)	-	2(1)	1(4)	-	-	-	-	-	20
5.	Inventory Control	1(1)	1(4)	-	1(1)	1(4)	-	1(1)	-	1(8)	-	-	-	19	-
		1(1)	1(4)	-	1(1)	2(4)	1(8)	-	-	1(8)	-	-	-	-	30
	Total	5(1)	5(4)	1(8)	5(1)	5(4)	-	6(1)	2(4)	1(8)	-	-	-	80	-
		5(1)	6(4)	1(8)	6(1)	9(4)	1(8)	5(1)	5(4)	1(8)	-	-	-	-	120

- N.B.** 1) Figures in the bracket indicate marks
 2) Figures outside the bracket indicate number of questions.
 3) Number of questions

$$\begin{array}{r}
 \text{O} - 16(1) \quad \text{SA} - 12(4) \quad \text{LA} - 2(8) \quad = \quad 80 \\
 \hline
 \text{O} - 16(1) \quad \text{SA} - 20(4) \quad \text{LA} - 3(8) \quad = \quad 120
 \end{array}$$

Std: XII
 Sub: Logistics and Supply Chain Management (WA, WB, WC)
 Paper II: Security and Safety Equipments (WB)
 Blue Print (Theory)

Sr. No.	Unit	OBJECTIVES												Total Marks	Total Marks Option
		Knowledge			Understanding			Application			Skill				
		O	SA	LA	O	SA	LA	O	SA	LA	O	SA	LA		
1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16
1.	Security & Safety Equipments	1(1)	1(4)	1(8)	1(1)	1(4)	-	1(1)	1(4)	-	-	-	-	23	-
		1(1)	2(4)	1(8)	1(1)	2(4)	-	1(1)	1(4)	-	-	-	-	-	-
2	House Keeping	1(1)	1(4)	-	1(1)	1(4)	-	1(1)	1(4)	-	-	-	-	15	-
		1(1)	1(4)	-	1(1)	2(4)	1(8)	1(1)	1(4)	-	-	-	-	-	-
3.	Display of Product	1(1)	1(4)	-	2(1)	1(4)	-	2(1)	1(4)	-	-	-	-	17	-
		1(1)	1(4)	-	2(1)	2(4)	-	2(1)	1(4)	-	-	-	-	-	-
4.	Customer needs and Delivery of Product	-	1(4)	-	-	1(4)	-	1(1)	1(4)	-	-	-	-	13	-
		-	2(4)	-	-	1(4)	-	1(1)	2(4)	-	-	-	-	-	-
5.	Communication & Sales Supervisor	1(1)	-	-	2(1)	-	-	1(1)	-	1(8)	-	-	-	12	-
		1(1)	-	-	2(1)	1(4)	-	1(1)	1(4)	1(8)	-	-	-	-	-
Total		4(1)	4(4)	1(8)	6(1)	4(4)	-	6(1)	4(4)	1(8)	-	-	-	80	-
		4(1)	6(4)	1(8)	6(1)	8(4)	1(8)	6(1)	6(4)	1(8)-	-	-	-	-	120

N.B. 1) Figures in the bracket indicate marks
 2) Figures outside the bracket indicate number of questions.
 3) Number of questions

O - 16(1)	SA - 12(4)	LA - 2(8)	= 80

O - 16(1)	SA - 20(4)	LA - 3(8)	= 120

Std: XII
 Sub: Logistics and Supply Chain Management (WA,WB,WC)
 Paper III: Supply Chain Management (WC)
 Blue Print (Theory)

Sr. No.	Unit	OBJECTIVES												Total Marks	Total Marks Option
		Knowledge			Understanding			Application			Skill				
		O	SA	LA	O	SA	LA	O	SA	LA	O	SA	LA		
1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16
1.	Supply Chain Management	1(1)	1(4)	1(8)	1(1)	1(4)	-	1(1)	1(4)	-	-	-	-	23	-
		1(1)	2(4)	1(8)	1(1)	2(4)	-	1(1)	2(4)	-	-	-	-	-	35
2	Intermediaries in SCM	1(1)	1(4)	-	1(1)	1(4)	-	1(1)	1(4)	-	-	-	-	15	-
		1(1)	2(4)	-	1(1)	2(4)	-	1(1)	1(4)	-	-	-	-	-	23
3.	e- Retailing	1(1)	1(4)	-	1(1)	1(4)	-	1(1)	1(4)	-	-	-	-	15	-
		1(1)	2(4)	-	1(1)	1(4)	-	1(1)	2(4)	-	-	-	-	-	23
4.	Tele Marketing	1(1)	1(4)	-	2(1)	-	-	1(1)	-	-	-	-	-	08	-
		1(1)	1(4)	-	2(1)	-	-	1(1)	1(4)	-	-	-	-	-	12
5.	Tally Operation	1(1)	1(4)	-	1(1)	1(4)	-	1(1)	-	1(8)	-	-	-	19	-
		1(1)	1(4)	-	1(1)	1(4)	1(8)	1(1)	-	1(8)	-	-	-	-	27
Total		5(1)	5(4)	1(8)	6(1)	4(4)	-	5(1)	3(4)	1(8)	-	-	-	80	-
		5(1)	8(4)	1(8)	6(1)	6(4)	1(8)	5(1)	6(4)	1(8)	-	-	-	-	120

- N.B. 1) Figures in the bracket indicate marks
 2) Figures outside the bracket indicate number of questions.
 3) Number of questions

$$O - 16(1) \quad SA - 12(4) \quad LA - 2(8) = 80$$

$$O - 16(1) \quad SA - 20(4) \quad LA - 3(8) = 120$$

Std: XII(Theory)

Sub: Logistics and Supply Chain Management (WA,WB,WC)
Paper I: Retail Management (WA)

Sr.No.	Unit	Marks	Marks with Option
1.	Retail Organisation	18	31
2.	Retail Strategy	16	24
3.	Consumer Behaviour	11	15
4.	Inventory Management	16	20
5.	Inventory Control	19	30
Total		80	120

Weightage to objective

Sr. No.	Objective	Percentage of Mark	Marks	Marks with Option
1	Knowledge	-	33	37
2.	Understanding	-	25	50
3.	Application	-	22	33
4.	Skill	-	-	-
Total		100%	80	120

Weightage to type of Questions

Sr. No.	Type of Question	No. of questions		Percentage of Marks	Marks	Marks with Option
		without Option	with Option			
1	Objective (O)	16	16	20%	16	16
2.	Short Answer (SA)	12	20	60%	48	80
3.	Long Answer (LA)	2	3	20%	16	24
Total				100%	80	120

Std. : XII (Theory)
 Sub: Logistics and Supply Chain Management
 (WA,WB,WC)
 Paper II: Security and Safety Equipments (WB)

Sr.No.	Unit	Marks	Marks with Option
1.	Security & Safety Equipments	23	31
2.	House Keeping	15	27
3.	Display of Product	17	21
4.	Customer needs and Delivery of Product	13	21
5.	Communication & Sales Supervisor	12	20
Total		80	120

Weightage to objective

Sr. No.	Objective	Percentage of Mark	Marks	Marks with Option
1	Knowledge	-	28	36
2.	Understanding	-	22	46
3.	Application	-	30	38
4.	Skill	-	-	-
Total		100%	80	120

Weightage to type of Questions

Sr. No.	Type of Question	No. of questions		No. of questions	Marks	Marks with Option
		without Option	without Option			
1	Objective (O)	16	16	20%	16	16
2.	Short Answer (SA)	12	20	60%	48	80
3.	Long Answer (LA)	2	3	20%	16	24
Total				100%	80	120

Std.: XII (Theory)
 Sub: Logistics and Supply Chain Management (WA,WB,WC)
 Paper III: Supply Chain Management (WC)

Sr.No.	Unit	Marks	Marks with Option
1.	Supply Chain Management	23	35
2.	Intermediaries in SCM	15	23
3.	e- Retailing	15	23
4.	Tele Marketing	08	12
5.	Tally Operation	19	27
Total		80	120

Weightage to objective

Sr. No.	Objective	Percentage of Mark	Marks	Marks with Option
1	Knowledge	-	33	45
2.	Understanding	-	22	38
3.	Application	-	25	37
4.	Skill	-	-	-
Total		100%	80	120

Weightage to type of Questions

Sr. No.	Type of Question	No. of questions		No. of questions	Marks	Marks with Option
		without Option	without Option			
1	Objective (O)	16	16	20%	16	16
2.	Short Answer (SA)	12	20	60%	48	80
3.	Long Answer (LA)	2	3	20%	16	24
Total				100%	80	120

Pattern of Question Paper

Std: XII (Theory)

Logistics and Supply Chain Management (WA,WB,WC)

Paper I: Retail Management (WA)

Time- 3 Hours

Marks-80

Instructions:-

1. All questions are compulsory
2. Figures to the right indicate full marks

Q.1. A) Select the correct alternative and rewrite the sentence (5)

- 1.-----
a)----- b)-----
c)----- d)-----
- 2.-----
a)----- b)-----
c)----- d)-----
- 3.-----
a)----- b)-----
c)----- d)-----
- 4.-----
a)----- b)-----
c)----- d)-----
- 5.-----
a)----- b)-----
c)----- d)-----

B) Match the following pairs (5)

- | 'A' Group | 'B' Group |
|-----------|-----------|
| 1)----- | A)----- |
| 2)----- | B)----- |
| 3)----- | C)----- |
| 4)----- | D)----- |
| 5)----- | E)----- |
| | F)----- |

C) Write True or False (6)

- 1)-----
- 2)-----
- 3)-----
- 4)-----
- 5)-----
- 6)-----

Q. 2: Answer the following questions (Any Three) (12)

- 1)-----
- 2)-----
- 3)-----
- 4)-----
- 5)-----

Q. 3: Write short notes (Any Three) (12)

- 1)-----
- 2)-----
- 3)-----
- 4)-----
- 5)-----

Q 4: Distinguish between the following (Any Three) (12)

- 1)-----
- 2)-----
- 3)-----
- 4)-----
- 5)-----

Q .5.:Answer the following (Any Three) (12)

- 1)-----
- 2)-----
- 3)-----
- 4)-----
- 5)-----

Q .6.:Answer in details (Any Two) (16)

- 1)-----
- 2)-----
- 3)-----

Pattern of Question Paper

Std: XII (Theory)

Logistics and Supply Chain Management (WA,WB,WC)

Paper II: Security and Safety Equipments (WB)

Time- 3 Hours

Marks-80

- Instructions:-**
1. All questions are compulsory
 2. Figures to the right indicate full marks

Q.1. A) Select the correct alternative and rewrite the sentence (5)

1.-----

a)-----

b)-----

c)-----

d)-----

2.-----

a)-----

b)-----

c)-----

d)-----

3.-----

a)-----

b)-----

c)-----

d)-----

4.-----

a)-----

b)-----

c)-----

d)-----

5.-----

a)-----

b)-----

c)-----

d)-----

B) Match the following pairs (5)

‘A’ Group

1)-----

2)-----

3)-----

4)-----

5)-----

‘B’ Group

A)-----

B)-----

C)-----

D)-----

E)-----

F)-----

C) Write True or False (6)

- 1)-----
- 2)-----
- 3)-----
- 4)-----
- 5)-----
- 6)-----

Q. 2: Answer the following questions (Any Three) (12)

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- 2)-----
- 3)-----
- 4)-----
- 5)-----

Q .6.:Answer in details (Any Two) (16)

- 1)-----
- 2)-----
- 3)-----

Pattern of Question Paper

Std: XII (Theory)

Logistics and Supply Chain Management (WA,WB,WC)

Paper III: Supply Chain Management (WC)

Time- 3 Hours

Marks-80

- Instructions:-** 1. All questions are compulsory
2. Figures to the right indicate full marks

Q.1. A) Select the correct alternative and rewrite the sentence (5)

- 1.-----
a)----- b)-----
c)----- d)-----
- 2.-----
a)----- b)-----
c)----- d)-----
- 3.-----
a)----- b)-----
c)----- d)-----
- 4.-----
a)----- b)-----
c)----- d)-----
- 5.-----
a)----- b)-----
c)----- d)-----

B) Match the following pairs (5)

‘A’ Group

- 1)-----
2)-----
3)-----
4)-----
5)-----

‘B’ Group

- A)-----
B)-----
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D)-----
E)-----
F)-----

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- 1)-----
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