



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

Sr.No.	Unit	Marks	Marks with Option
1.	Retail Organisation	15	20
2.	Retail Strategy	20	30
3.	Consumer Behaviour	10	15
4.	Inventory Management	15	25
5.	Inventory Control	20	30
<b>Total</b>		<b>80</b>	<b>120</b>

Weightage to objective

Sr. No.	Objective	Percentage of Mark	Marks	Marks with Option
1	Knowledge	-	30	45
2.	Understanding	-	20	30
3.	Application	-	20	30
4.	Skill	-	10	15
<b>Total</b>		<b>100%</b>	<b>80</b>	<b>120</b>

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)	-	-	-	-	-
2.	Short Answer (SA)	8	12	50%	40	60
3.	Long Answer (LA)	4	6	50%	40	60
<b>Total</b>				<b>100%</b>	<b>80</b>	<b>120</b>

**Std: XII (Practical)**  
**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. Explain the following (Any Two) (10)**

- A) -----
- B) -----
- C) -----

**Q.2. Solve the following questions (Any Two) (10)**

- A) -----
- B) -----
- C) -----

**Q.3. Give short notes (Any Two) (10)**

- A) -----
- B) -----
- C) -----

**Q.4. Give Proforma/Chart (Any Two) (10)**

- A) -----
- B) -----
- C) -----

**Q.5. Solve the Following Examples (Any Two) (20)**

- A) Example on LIFO  
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- B) Example on FIFO  
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C) Explanation on Retail Businesses in India with their Investment.

**Q.6 Write Study Visit Report (Any Two) (20)**

- A) Visit based on Inventory Procedure and documents used.
- B) Visit to Mall/Co-operative store/Bazar Samittee
- C) Visit based on Inventory Accounting or Any other related subject



Std.:XII (Practical)

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	20	30
2.	House Keeping	15	25
3.	Display of Product	15	20
4.	Customer needs and Delivery of Product	15	25
5.	Communication & Sales Supervisor	15	20
<b>Total</b>		<b>80</b>	<b>120</b>

Weightage to objective

Sr. No.	Objective	Percentage of Mark	Marks	Marks with Option
1	Knowledge	-	45	70
2.	Understanding	-	20	30
3.	Application	-	-	-
4.	Skill	-	15	20
<b>Total</b>		<b>100%</b>	<b>80</b>	<b>120</b>

Weightage to type of Questions

Sr. No.	Type of Question	No. of questions		Percentage of Marks	Marks	Marks with Option
		Mark	Marks with Option			
1	Objective (O)	-	-	-	-	-
2.	Short Answer (SA)	12	18	75%	60	90
3.	Long Answer (LA)	2	3	25%	20	30
<b>Total</b>				<b>100%</b>	<b>80</b>	<b>120</b>

**Std: XII (Practical)**

**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. Explain the following (Any Two) (10)**

A) -----

B) -----

C) -----

**Q.2. Solve the following questions (Any Two) (10)**

A) -----

B) -----

C) -----

**Q.3. Distinguish in between (Any Two) (10)**

A) -----

B) -----

C) -----

**Q.4. Give Short Notes (Any Three) (15)**

A) -----

B) -----

C) -----

D) -----

E) -----

**Q.5. Give Proforma/Chart/Diagram (Any Three) (15)**

A) -----

B) -----

C) -----

D) -----

**Q.6 Write Study Visit Report (Any Two) (20)**

A) Visit based on safety and surveillance Equipments

B) Visit to house keeping Agency

C) Visit based on Retail Store



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 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	25	40
2.	Intermediaries in SCM	10	15
3.	e- Retailing	10	15
4.	Tele Marketing	15	20
5.	Tally Operation	20	30
<b>Total</b>		<b>80</b>	<b>120</b>

Weightage to objective

Sr. No.	Objective	Percentage of Mark	Marks	Marks with Option
1	Knowledge	-	40	60
2.	Understanding	-	20	30
3.	Application	-	20	30
4.	Skill	-	-	-
<b>Total</b>		<b>100%</b>	<b>80</b>	<b>120</b>

Weightage to type of Questions

Sr. No.	Type of Question	No. of questions		Percentage of Mark	Marks	Marks with Option
		without Option	with Option			
1	Objective (O)	-	-	-	-	-
2.	Short Answer (SA)	8	12	50%	40	60
3.	Long Answer (LA)	4	6	50%	40	60
<b>Total</b>				<b>100%</b>	<b>80</b>	<b>120</b>



**Std: XII (Practical)**

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

**Paper III: Security and Safety Equipments (WC)**

**Time- 3 Hours**

**Marks-80**

**Instructions:- 1. All questions are compulsory**

**2. Figures to the right indicate full marks**

**Q.1. Explain the following (Any Two) (10)**

A) -----

B) -----

C) -----

**Q.2. Solve the following questions (Any Two) (10)**

A) -----

B) -----

C) -----

**Q.3 Give Short Notes (Any Two) (10)**

A) -----

B) -----

C) -----

**Q.4. Give Chart/Proforma with explanation (Any Two) (10)**

A) -----

B) -----

C) -----

**Q.5. Solve the Examples based on Tally operation (Any Two) (20)**

A) -----

B) -----

C) -----

**Q.6 Write Study Visit Report (Any Two) (20)**

A) Visit to Company Involved in Supply Chain Management.

B) Visit to e-Retailing Company/IT Company/Tele Marketing Co.

C) Visit to Computer Institute for Tally Operation