

**B.Sc. RETAIL AND FASHION MERCHANDISE
(BSCRFM)**

Term-End Examination

00481

December, 2017

BFR-020 : RETAIL BUYING

Time : 3 hours

Maximum Marks : 70

Note : Attempt any *seven* questions. All questions carry equal marks.

1. What factors would you consider while selecting a source for merchandise ? Also write a note on periodic evaluation of merchandise resources ? 10

2. Differentiate between line functions and staff functions of the merchandising department of a retail organisation. Also write a note on key competencies a retail merchandiser must possess. 5+5=10

3. Discuss various methods of acquisition of merchandise for a private label development programme. 10

4. How will you differentiate resident buying offices on the basis of their ownership ? What factors should be kept in mind while selecting a resident buying office ? 10
5. Differentiate between 'discount store' and 'off-price store'. Also discuss various factors their merchandisers should keep in mind while planning their purchases. 10
6. What do you understand by Anticipation ? An invoice of the amount ₹ 1,000 dated 8th June '17 carries the term 5/10/net 30, anticipation allowed. The prime rate is established at 12%. Find the net amount paid to the vendor if the invoice is paid on 13th June '17. 10
7. Define a buying cycle and discuss its various stages. How do seasonal and regional factors affect the timings of purchase and formation of buying cycles ? 5+5=10
8. Elaborate upon the need of sourcing merchandise from abroad. Write a short note on the government's role in importing merchandise. 10

9. Write short notes on : *2×5=10*

(a) Catalogue Retailing

(b) Home Shopping Networks

10. Write a detailed note on three methods of centralized purchases, with proper examples. *10*
