

SCHEME OF VALUATION

Ist PUC

Subject ÷ RETAIL BUSINESS

Subject Code ÷ 62

I Multiple choice Questions + 01 Marks = 10 Questions

II Two word Questions + 02 Marks = 30 Questions = 10 Questions

III Three Marks Questions + 03 Marks = 06 Questions = 18 Marks

IV Five Marks Questions + 06 Marks = 02 Questions = 12 Marks

TOTAL Marks = 60 Marks

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Multiple choice Questions?

- 1 (c) background / ಹಿನ್ನೆಲೆ
- 2 (a) Purchase requisition / ಖರೀದಿ ಆವಂಕ
- 3 (a) Credit limits / ಸಾಲದ ಮಿತಿ
- 4 (b) High credit worthiness / ಹೆಚ್ಚಿನ ಕ್ರೆಡಿಟ್
- 5 (B) Capital / ಬಂಡವಾಳ
- 6 (a) Competitiveness / ಪ್ರತಿಸ್ಪರ್ಧಾತ್ಮಕತೆ
- 7 (a) B2B / B2B
- 8 (b) Direct Promotion / ನೇರ ಪ್ರಚಾರ
- 9 (a) Distributor / ಮಧ್ಯವರ್ತಿ / Dealer / Producer
- 10 (a) Bad debts / ಕೆಳಗಿನ ಬಾಕಿ

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① What is credit Sales?

Credit Sale refers to Sale that involve Extending credit to the Customer. The Customer take product now & agree to pay for the later.

(12) What is credit requisition

A credit requisition is a request for credit. A valid credit requisition includes the Amount and type of Product requested.

(13) * Future EMI Payment paid

* Balance maintained in Saving Accounts

* EMI Paid Before the due date

(14) Credit Worthiness is a valuation performed by the retailer that determines the possibility of a customer to default based on his/her earlier debt obligations

(15) What is Requisition?

It is performed by people that request for Small Bank loans.

Student request for college

Joining etc

(16) Sales Promotion ? It is a technique used by Manufacturers to promote their products / Services in the marketing Area.

Sales Promotion technique is using technology to promote like Internet, Social media, Etc

(17) Positive Credit Reporting means the credit Reporting to some are about the customer to be positive

(18) * Back ground of the customer
* CIBIL Score Information
* Bank Account details
verification etc

(19) Loyal Customer A customer buy a product in particular Store & Buy any Product from the particular Store only

Discount Customer A customer always seeking Discount Products in market.

(20) Wandering Customer A customer always searching for their necessities / this type of customer always roaming the markets / malls.

Etc.
Need based customer A need based customer only buy the products / service for their necessity is

(21) Customer Service