



# TAMIL NADU OPEN UNIVERSITY

Chennai - 15

## School of Management Studies

### ASSIGNMENT

Programme Code No :164

Programme Name : BBA Retail Management

Course Code & Name: BBAR – 11& PRINCIPLES OF MANAGEMENT

Batch : The candidate admitted before CY 2020

No.of Assignments : 2

Maximum CIA Marks : 25 ( Average of Total No. of Assignments )

#### ASSIGNMENT – 1

Max : 25 marks

#### **Answer any one of the question not exceeding 1000 words**

1. Discuss the evolution of management theories.
2. Explain the decision making process. Also discuss how decision making under different conditions are made.
3. Explain the different types of organization structure with their merits and demerits.

#### ASSIGNMENT – 2

Max : 25 marks

#### **Answer any one of the question not exceeding 1000 words**

1. Explain the factors that determine Span of Control.
2. Explain the steps in Manpower Planning and Selection process.
3. Identify and explain the modern techniques of Managerial Control.



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Programme Code No :164

Programme Name :BBA Retail Management

Course Code & Name: BBAR – 12 & MANAGERIAL ECONOMICS

Batch : The candidate admitted before CY 2020

No.of Assignments : 2

Maximum CIA Marks : 25 ( Average of Total No. of Assignments )

#### ASSIGNMENT – 1

Max: 25 marks

**Answer any one of the question not exceeding 1000 words**

1. Explain the concepts of Managerial Economics.
2. Identify the various factors of Production Function and Explain the Law of Production Function.
3. Elaborate the Law of Supply and determinants of the Law of Supply.

#### ASSIGNMENT – 1

Max: 25 marks

**Answer any one of the question not exceeding 1000 words**

1. Describe the Price- out put determination in Perfect and Monopoly markets.
2. Explain the uses of Break - Even Analysis.
3. Explain the New Economic Reform with its major features.



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### ASSIGNMENT

Programme Code No :164

Programme Name :BBA Retail Management

Course Code & Name: BBAR – 13 & FINANCIAL & MANAGEMENT ACCOUNTING

Batch : The candidate admitted before CY 2020

No.of Assignments : 3

Maximum CIA Marks : 25 ( Average of Total No. of Assignments )

### ASSIGNMENT – 1

Max : 25 marks

**Answer any one of the question not exceeding 1000 words**

1. Describe the Accounting Concepts and elaborate the rationale behind each concept.
2. Give the necessary journal entries to rectify the following errors.
  - I. A sum of Rs.500 paid of Easwaran has been debited to Easwaran & Sons account.
  - II. Repairs to furniture Rs50 has been debited to furniture account.
  - III. The proprietor paid Rs.105 as premium on his life policy and this has been entered in the insurance account.
  - IV. Kesavan returned us goods worth Rs.120. This was wrongly entered in the Purchase Returns Account. The account of Kesavan has been written up correctly.
  - V. An amount realised from cash sales Rs.75 was wrongly entered as commission received in the cashbook.
  - VI. Received from Alagan Rs.120 and from Alagiri Rs.420 but entered that Rs.420 was received from Alagan and Rs.120 was received from Alagiri.
3. From the following trial balances extracted from the books of S.Sujan Singh prepare a trading and profit and loss account for the year ended 30<sup>th</sup> September 1989 and a balance sheet as on that date:

<b>DEBIT BALANCES:</b>	<b>Rs.</b>	<b>P.</b>	<b>CREDIT BALANCES:</b>	<b>Rs.</b>	<b>P.</b>
Drawings	6,480	00	Capital A/C	90,000	00
Land and Buildings	25,000	00	Bad Debt provision	2,470	00
Plant and Machinery	14,270	00	(as on 1-10-1988)		
Furniture and Fixtures	1,250	00	Sales	91,230	00
Carriage inward	4,370	00	Discount account	120	00
Wages	21,470	00	Purchases returns	8,460	00
Salaries	4,670	00	Sundry creditors	12,170	00
Sales Returns	1,760	00	Apprentice premium	500	00
Bank charges	140	00			
Coal, gas and water	720	00			
Rate and taxes	840	00			
Purchases	42,160	00			
Bills Receivable	1,270	00			
Trade Expenses	1,990	00			
Sundry Debtors	37,800	00			
Stock ( 1 <sup>st</sup> October 1988)	26,420	00			
Fire and Insurance	490	00			
Cash at Bank	30,000	00			
Cash in Hand	850	00			

Charge Depreciation on land and building account at 2½ %, on plant and machinery account at 10%, and on furniture and fixture and fixtures account at 10%. Make a provision of 5% ,an sundry debtors for doubt full debts. Carry forward the unexpired amounts for fire insurance Rs.125, rate and taxes Rs. 240 and apprentice premium Rs.400. Charge 5%, interest on capital interest on drawing is Rs. 300. The value of stock as an 30<sup>th</sup> September 1989 was Rs. 29,390.

### ASSIGNMENT – 2

Max : 25 marks

**Answer any one of the question not exceeding 1000 words**

1. Discuss the functions, scope, and limitation of management Account.
2. From the following information you are required to prepare a Balance Sheet

Current ratio 1.75

Liquid ratio 1.25

Stock turnover ratio 9

[Cost of sales / CL. Stock]

Gross profit ratio 25%

Debt collection period	1 ½ months
Reserves & surplus to capital	0.2
Turnover on Fixed Assets	1.2
[Based on Cost of sales]	
Capital gearing ratio	0.6
Fixed assets to Net worth	1.25
Sales for the year	1, 20,000

3. From the following of 'B' Ltd prepare sources and uses of Funds flow statement for 1987.

<b>ASSETS</b>		
Cash	75,000	35,000
Accounts receivable	90,000	98,000
Merchandise inventory	1,20,000	87,000
Long term investment	10,000	15,000
Land	30,000	20,000
	3,25,000	2,55,000
<b>LIABILITIES AND STOCK HOLDERS</b>		
Equity accounts payable	45,000	50,000
Notes payable [ short term]	35,000	20,000
Notes payable [due dec. 1998]	20,000	.....
Capital stock	1,50,000	1,25,000
Retained earnings	75,000	60,000
	3,25,000	2,55,000

### ASSIGNMENT – 3

Max : 25 marks

**Answer any one of the question not exceeding 1000 words**

1. From the following Profit and Loss a/c, you are required to calculate cash from operation.

Profit and Loss a/c for the year ending 30<sup>th</sup> June 2000

	Rs.		Rs.
To Salaries	5,000	By Gross profit	25,000
To Rent	1,000	By Profit on sale of land	5,000
To Depreciation	2,000		3,000
To Loss on sale of plant	1,000	By Income tax refund	
To Goodwill written off	4,000		
To proposed dividend	5,000		
To Net Profit	10,000		
	33,000		33,000

2. From the following information relating to Sri Ram lit., calculate.

- a. P/V Ratio.
- b. Break Even Point.
- c. Margin of safety.

Total Fixed cost	Rs.45, 000
Total variable cost	Rs.75, 000
Total sales	Rs.1, 50,000

3. Parker Ltd. manufactures two brands of pen Hero, & Zero. The sales department of the company has three departments in different areas of the country. The sales budgets for the year ending 31<sup>st</sup> December 1985 were: Hero Department 13, 00,000: Department 14, 00,000. It is estimated that by forced sales promotion the sale of 'Zero' in department. I will increase by 1,75,000. It is also expected that by increasing production and arranging extensive advertisement, Department III will be enabled to increase the 'sale of 'Zero' by 50,000. It is recognized that the estimated sales by department II represent and unsatisfactory target. It is agreed to increase both estimates by 20%. Prepare a Sales Budget for the year 1986.



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Course Code & Name: BBAR – 14 & INTRODUCTION TO RETAILING

Batch : The candidate admitted before CY 2020

No.of Assignments : 3

Maximum CIA Marks : 25 ( Average of Total No. of Assignments )

#### **ASSIGNMENT – 1**

Max : 25 marks

**Answer any one of the question not exceeding 1000 words**

1. Analyze the various issues in Retailing.
2. Classify and discuss the types of retailers based on the ownership.
3. Discuss the factors influencing the Retail Location.

#### **ASSIGNMENT – 2**

Max : 25 marks

**Answer any one of the question not exceeding 1000 words**

1. Analyse the retail formats that exists in India
2. Explain the SERQUAL Concepts in Retailing.
3. Briefly explain the characteristics of quality and long term benefits in Retailing.

#### **ASSIGNMENT – 3**

Max : 25 marks

**Answer any one of the question not exceeding 1000 words**

1. What are the issues and challenges to retail development in India? Explain.
2. Explain the retailer contribution different service sector like Clothing, textiles and fashion accessories.
3. How changes in the consumer's income profile do influenced retail industry of India?