[This question paper contains 2 printed pages.]

Your Roll No............

Sr. No. of Question Paper : 774 **I**

Unique Paper Code : 6322481101

Name of the Paper : Evolution of Indian Retail System (DSC-1)

Name of the Course : **B.Voc.-Retail Management & IT**

Semester : I

Duration : 3 Hours Maximum Marks : 90

Instructions for Candidates

1. Write your Roll No. on the top immediately on receipt of this question paper.
2. **All** questions carry equal marks.
3. Attempt **five** out of the given questions.

1. What do you understand by maritime trade? What were the important sea routes of ancient India? Make a list of materials that were exported through the Silk route and the sea route. (9,9)

P.T.O.

2. How has the Indian retail market transformed over the years, and what are the key factors that have contributed to this evolution? (9,9)

3. Explain the concept of the shift from manufacturing to pure retailing and how it has transformed the business landscape in India. Discuss with suitable examples. (8,10)

4. Explore the challenges faced by the Indian retail sector, particularly in terms of competition, regulations, and consumer expectations. (18)

5. Discuss the sustainability and eco-friendly initiatives within the Indian retail sector and their importance for consumers and the environment. (18)

6. How has government policy, such as Foreign Direct Investment (FDI) regulations, influenced the growth of retail in India? (18)

7. Write short notes on the following :– (6×3=18)

   (a) Coinage in India

   (b) Trade in Ancient India

   (c) Specialty stores