

1. Why Visual merchandising is required?
 - a. Improve the aesthetics of the store
 - b. Display the products available in store
 - c. convert customers from stoppers to shoppers
 - d. Display lifestyle utility of the product

2. How will you evaluate the effect of Visual Merchandising?
 - a. Increases the sale of products before and after Visual Merchandising
 - b. Enquire from the sales staff about the product movement
 - c. Count the number of customers stopping and buying the product
 - d. Analyse the expenditure on Visual Merchandising and the increase in sales of the products

3. Which are adjacencies in the display?
 - a. Colour blocking
 - b. Price blocks
 - c. Sequence of articles in a story telling mode
 - d. Products complimenting one another displayed side by side

4. What is the purpose of putting up an OOS label?
 - a. Serves as communication to the customer
 - b. Helps in fast ordering and replenishment
 - c. Part of the store SOA
 - d. All of the above

5. What is expected from you to monitor on a day-to-day basis?
 - a. People, Product and Customers
 - b. Man, Money and Merchandise
 - c. Times, Trade and Tiredness
 - d. Competition, Carelessness and Casual behaviour

6. Which is the most suitable store Objectives?
 - a. Based on the objectives of the cluster manager
 - b. Based on the goals of the store manager
 - c. Specific, measurable, achievable, realistic and time bound
 - d. Based on the objectives that would be reviewed during appraisal at the end of the year

7. What is delegation of work?
 - a. Handing over part of responsibilities to anyone
 - b. Handing over part of responsibilities to second in line
 - c. Handing over part of responsibilities to a person capable of doing
 - d. Handing over part of job to a capable person and being accountable

8. What will be your course of action if a team member, doesn't listen to you?
 - a. Abuse the person in front of the entire store during a meeting
 - b. Counsel the person and understand reason for such behaviour
 - c. Ignore the actions of the team member and focus on those listening
 - d. Threaten about consequences during the annual appraisal

9. What is Team effort?
 - a. As assigned by the team leader
 - b. Everyone contributes towards the common goal
 - c. Each doing the job allocated to them at their pace
 - d. Cohesion, cooperation, understanding and helpfulness

10. What is the benefit of knowing about each other's strengths and weaknesses Within our team?
 - a. Compensate for one another shortcoming
 - b. Opportunity to be a cut above the other
 - c. Make mockery of the other persons inability
 - d. Making one feel jealous about the not-haves

11. What is "Norming" in team formation stages?
 - a. Understanding is low and large scale appreciation
 - b. Better cohesion, appreciation of differences
 - c. Low trust and indirect attacks through communication
 - d. Total disintegration of the department to individuals

12. On what basis would you allocate the work to the team members?
 - a. Depends on the workload and manpower availability
 - b. Priority of work to be done and the competence of the people
 - c. Personal likes and dislikes
 - d. Per request of the team members and choices