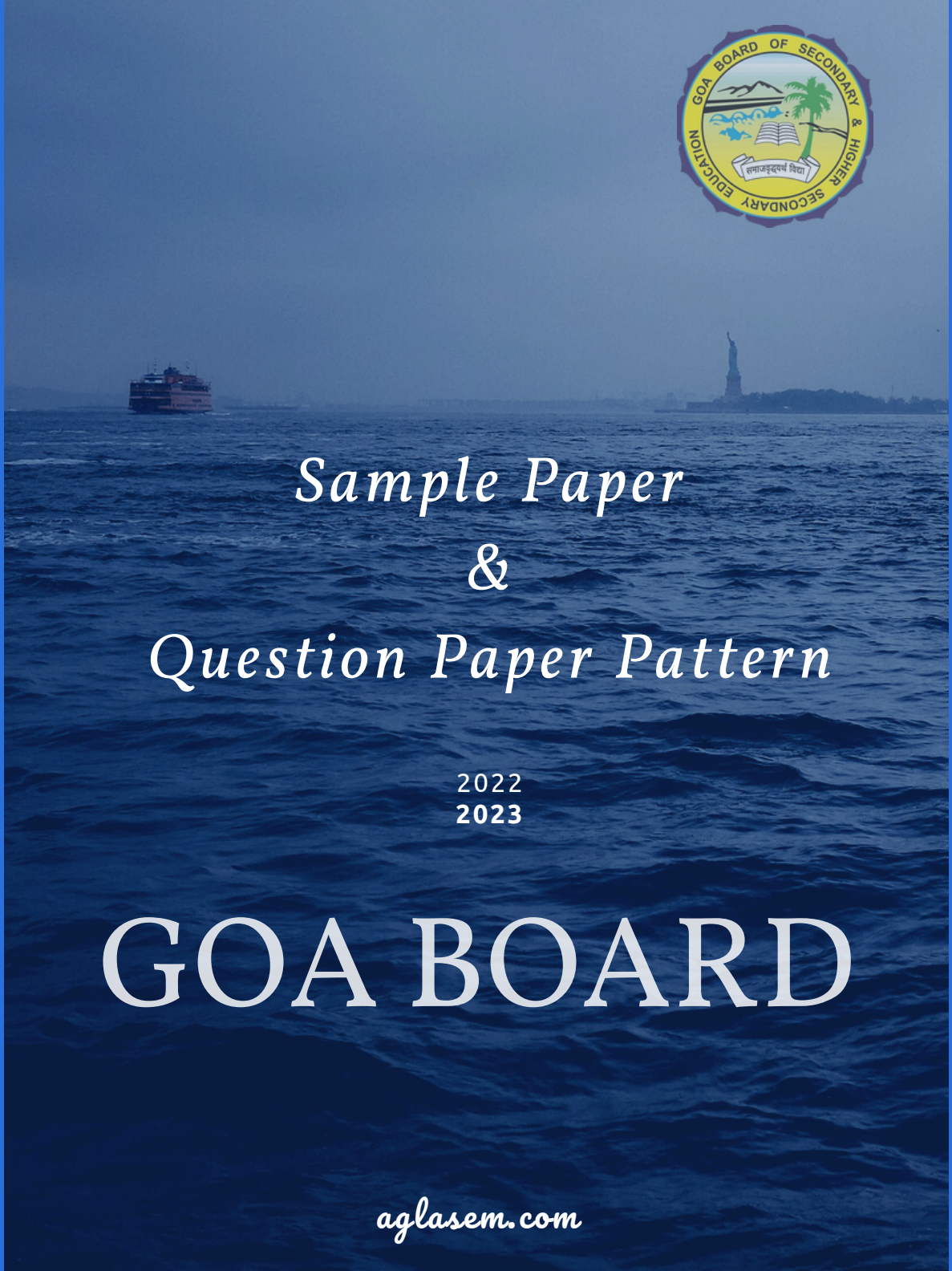


Sample Paper
&
Question Paper Pattern

2022
2023

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Std XII th FASHION DESIGNING & MAKING

Syllabus for the academic year 2022-2023

Sub: Fibre to Fabric & Fashion Marketing (Theory)

Scope & Limitations

Term 1- 20 marks

Unit	Topic	Sub-Topic	Thrust Area	Term Marks	Internal Test Marks
1	**Unit Layout**	Introduction Different types of layouts And their advantages & Disadvantages Features of s good layout Advantages of good layout Industry related symbols Purchasing Inventory Storekeeping Inspection Labelling Packing Equipment Hangtag Flasher	1.Product /Line Layout 2.Process/ Functional Layout 3.Fixed position Layout 4.Combination type of layout Meaning of Purchasing Objectives of Purchasing Purchase Order Inventory control Storekeeping Stores system 100% Inspection Sampling Definition of label Types of labels used in garments Bagging Boxing	**8**	**Internal Test 1 (20 marks)** **14 marks**

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2	**Fabric Finishes**	Finishing Aims of Finishing Kinds of Finishing Processes Preliminary Steps to Finishing	Bleaching Scouring Desizing Singeing	**8**	**Internal Test 1** **6 marks** **Up to Singeing for Test 1**
		Types of Finishes	**Mechanical Finishes** Beetling Brushing Shearing Calendering Tentering Moireing Embossing Glazing Napping Weighting Sizing Sanforizing **Chemical Finishes** Mercerizing Durable Press Creping Anti-Static Absorbent Flame Proof Water repellent & Water proof Biological control finishes Anti-Bacterial Anti-mildew Anti-moth Microencapsulated finish		**Internal Test 2 (20 marks)** **Test 2: 12 marks**
3	**Laundering of Fabrics & Garments**	Water	Soft water Hard water Temporary Hardness Permanent Hardness	**4**	**Test 2 8 marks**

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		Laundry Cleaning Aids	Detergents Soaps Pre wash soil removers Stain and odour eliminators Enzyme pre soaks Fabric softeners Water Softeners Bleaches Boosters Grease Removers		
		Blue (**Up to Blues for 1st Term)**	Types of blues		
		_____	_____	____	
			TERM 2: 20 Marks		
		Stiffening Agents	Starch Kinds of Starch Gum Arabic and Gelatine	**4**	**Test 3 (20 marks) (Innovative Test)** **Based on the 2nd Term portion**
		Stain Removal	Classification of stains Techniques of Stain removal		
		Washing Machines	Fully Automatic Machine Semi- Automatic Machine		
		Laundry Dryers	Tumble dryer Spin Dryer Condenser dryer		
		Dry Cleaning	Advantages & Disadvantages of Dry cleaning		

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		Ironing	Iron-Types of Irons Ironing Board Sleeve Board		
		Laundering of different Fabrics	Acetate, Acrylic, Cotton, Linen. Lycra, Microfibres, Rayon, Silk, Spandex, Suede, Viscose, Wool		
4	**Fashion Promotion**	Fashion Promotion	Meaning	**8**	
		Fashion Advertising	Nature & Salient features of advertising		
			Objectives of advertising		
			Creation of advertising-AIDA		
			Advertising v/s Publicity		
			Media Newspaper Magazine Television, Radio		
		Direct Mail Advertising	Meaning & Features Forms /Tools of direct mail advertising		
		Outdoor Signing	Posters Banners & Hoardings		
		New forms /types of outdoor advertising	Neon Signs /Electric Signs		
			Sky writing/Sky advertising/Balloon advertising		

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			Sandwich Boards/Sandwich Man Transit Advertising/ Transport Advertising		
		Sales Promotion	Multipacks Tie-ins Special offers Discounts End of season sale Gifts Point of purchase (POP) displays Demonstrations Samples Coupons Competitions Contests Sweepstakes		
		Personal Selling	Introduction		
		Special Events	Fashion shows a) Formal fashion shows b) Designer Trunk show c) Departmental Fashion shows d)Informal fashion shows Steps involved in organizing a Fashion show Exhibition		
		Visual Merchandising	Introduction a) Windows/Exterior display b) Fashion message window c) Direct sell windows		

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			Creating effective window display Interior Displays		
5	**Pricing of Apparel**	Introduction Factors influencing Price decisions Pricing Strategies Online Prices Online shopping Main methods of setting price Bargaining Price changes Apparel costing	Price External Factors Internal Factors -Budget pricing -Luxury Pricing -Value Pricing -Discount Pricing -Competitive Pricing -Pricing for exclusivity -Pricing based on consumption -Pricing based on weaving and knitting costs Advantages of online Shopping Cost plus pricing method Market -based pricing method Mark up &Mark down calculations Break even calculations Causes of Price changes Calculating apparel cost	**8**	

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Syllabus term wise with weightage

First Term (20 marks)

1) Unit Layout – 8 marks
2) Fabric Finishes – 8 marks
3) Laundering of Fabrics & Garments (Up to Blues) - 4 marks

Second Term (20 marks)

1) Laundering of Fabrics & Garments – 4 marks
   (Stiffening Agents, Stain Removal,
   Dry cleaning, Washing Machines,
   Laundry Dryers, Ironing,
   Laundering of different Fabrics)
2) Fashion Promotion-8 marks
3) Pricing of Apparel -8 marks

.....

Syllabus distribution Internal Tests wise

Test 1 (20 marks): 1) Unit Layout -14 marks
2) Fabric finishes (Up to Singeing)- 6 marks

Test 2 (20 marks): 1) Fabric Finishes – 12 marks
(Types of Finishes: Mechanical Finishes & Chemical Finishes)
2) Laundering of Fabrics & Garments – 8 marks

Innovative Test 3 (20 marks): Based on the second term portion

Note:
The whole syllabus of FFFM Theory is included for the academic year 2022-2023.No sub-topic is curtailed for the academic year 2022-2023.

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Std XII th Fibre to Fabric & Fashion Marketing (Practical)
Marks 100

Instructions:

- The practical work of the 4 units i.e. Unit 1, Unit 2, Unit 3 and Unit 4 should be neatly maintained in a Journal /File.
- Unit 1 & Unit 2 have to be completed in the1st term.
- Unit 3 & Unit 4 have to be completed in the 2nd term.
- **The practical work of all the 4 units should be completed along with the two crochet projects by 26th January. The entire practical work ,2 crochet projects and the certified journal should shown to the auditor on the audit day.**
- **The journal should be certified before the audit.**
- Marks to be given as per the Checklist & Performa (continuous evaluation)
- The two crochet projects and samples must be done individually by each student during the school hours.
- A record of the practical marks obtained by each student should be maintained and it should be presented to the auditor/examiner at the time of the audit/inspection.
- The subject teacher needs to follow all the specimens and size given for the layouts with key & Index and designing of poster, leaflet etc.so that uniformity is maintained by all the HSS.
- Colour could be used for the layout symbols to give it an attractive look.
- The given specimen of the tabular formats for layouts, fabric finishes, stain removal and pricing of garments must be compulsorily followed by the subject teachers.
- In case the crochet projects made by the student get sold during the HSS exhibition then an approved receipt certified by the subject teacher should be kept. In such a case the photograph of the project work needs to be pasted on the journal.
- **Note: Total marks per unit is 50/2=25 marks**

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Term 1(Unit 1 & Unit 2)

Unit 1 (25 marks)

1.Draw the dream layout with key and index of a tailoring unit manufacturing apparels 4marks

2.Draw the dream layout with key and index of a boutique dealing with apparels. 4 marks

3.Design and make a care label with minimum 4 care instructions for apparels made in a unit/boutique. Size:10cms x7cms 4 marks

4.Design and make a Hangtag/Flasher for apparels made in a unit/boutique. Size: 10cms x 6cms 4 marks

5.Collect and paste 2 advertisements for apparels. 4 marks

6.Collect the following fabric finishes (2"x2" sample) 1x8=8 marks

i)Gray cloth

ii) Minimum 7 fabric finishes

Creping, Tentering, Mercerizing, Weighting, Napping, Calendering, Sizing, Embossing, Drip Dry, Dyeing, Printing.

(Any other fabric finish could be added)

The effect of each finish on the fabric has to be written in the Journal. The subject teacher has to refer to the effects of each finish given in the theory manual.

Follow the given format:

Sr. No.	Name of the finish	Fabric sample	Effect of the finish
1.			
2.			

7. Crochet: Write the crochet abbreviations

Make a chain (Not less than 10cms) 2 marks

(A)Basic stitches: Make one sample each. Size: 2"x2". 2x5=10 marks

i) Single crochet

ii) Half double crochet

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iii) Double crochet
iv) Triple crochet
v) Double triple crochet

(B) Other stitches: Make one sample each from the following groups.
Size of the sample: 2”x2” 2x5=10 marks

i) Textures
ii) Shells
iii) Clusters
iv) Motif
v) Mesh

Unit 2 (25 marks)

1.Visit to a laundry. Write the report of the visit. The student must paste the group photograph of the visit on the journal. 4 marks

2.Starch a 2”x2” fabric sample using the 4 marks

i) Rice water starch

ii) Commercial starch

3.Blue a 2”x2” fabric sample. 1 mark

4.Bleach 2”x2” fabric sample. 1 mark

5.Ironing & Folding of any 4 apparels 4 marks

6. Stain Removal: Remove any 5 stains from plain white cotton fabric.

Sample size: 4cmsx 4cms 2x5=10 marks

Follow the given tabular format

Sr.No	Name of the stain	Sample with stain	Sample after stain removal
1			
2			
3			
4			
5			

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7.Collect minimum 2 pictures each of:

i) Laundry cleaning /washing aids 2 marks

ii) Drying equipment 2 marks

iii) Finishing equipment 2 marks

8.Crochet: Make the following samples. Size:2”x2” 4x5=20 marks

i) Lace

ii)Edging

iii)Button (Minimum 2)

iv) Filet crochet (5”x5”)

v) Any crochet sample with beads, pearls etc.

Term 2(Unit 3 & Unit 4)

Unit 3(25 marks)

1.Visit to an exhibition. (Pretty Home, Consumer shoppe, Lokutsav etc.)

Write a report. Paste a group photograph of the visit. 2 marks

2.Design and make a Poster advertising for an apparel unit/boutique.
Size: 15cmsx12cms 4 marks

3. Design and make a leaflet advertising for an apparel unit/boutique.
Size:15cmsx12cms 4 marks

4. Design and make a discount /Gift coupon for an apparel unit/boutique.
Size:8cmsx5cms 4 marks

5.Design a window display for an apparel unit/boutique. 4 marks

Size:1 full A4 size page.

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6.Design and make a Banner of fabric for an apparel unit/boutique.

Size:20cms x 10cms 6 marks

7. Design and make a Hoarding for an apparel unit/boutique. 6 marks

Size: 15cmsx 10cms

Note: Some topics/ titles of Sale for designing and making a poster/leaflet/discount coupon/Banner/Hoarding could be as follows-

- End of Season Sale
- Exhibition cum Sale
- Inauguration of Unit/Boutique
- Festival Offer/Festival Sale
- Special Discount Sale
- Shifting of Unit/Boutique
- Stock Clearance Sale
- Monsoon Sale
- Pop up Sale
- Any other topic related to FDM syllabus

PROJECT 1: The student has to do a crochet article using the basic stitches or other stitches learnt during the academic year. examples: Doily/jewellery set/baby socks/mittens/bonnet/scarf / any other suitable crochet article. 20 marks

Unit 4(25 marks)

1. Design a pamphlet for your apparel unit /boutique. 4 marks

Size:12cmsx6cms

2.Design a carry /delivery bag for delivering of apparels made in your unit/boutique. Size:20cmsx15cms 4 marks

3.Design and price a garment. 5 marks

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4.Design and price a garment. 5 marks

5.Design and price a garment. 5 marks

6.Design and price a garment. 5 marks

Note: The designing & pricing of garments could be done of -

i) Kids wear
ii) Ladieswear
iii) Beachwear
iv) Sportswear
v) School uniforms
vi) Nightwear
vii) Any other garment

PROJECT 2: The student has to do a crochet article using the stitches learnt during the academic year. 22 marks

Examples: Baby dress/Baby shawl/any other suitable crochet garment.

Note: The entire practical work mentioned in the 4 units is included for this academic year. Nothing from the practical syllabus of all the 4 units is curtailed.

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Goa Board of Secondary & Higher Secondary Education, Alto, Betim-Goa
BLUE PRINT H.S.S.C Examination
1st Term

Class: XIIFDM

Duration: 1hr

Marks allotted: 20

Subject: Fibre to Fabric & Fashion Marketing

Objective	**Knowledge**		**Understanding**		**Application**		**Total**
Form of Question	MCQ		MCQ		MCQ		
CONTENT	Q	M	Q	M	Q	M	
Unit Layout	1 7 13	1 1 1	4 15 20	1 1 1	8 17	1 1	08
Fabric Finishes	5 12 14	1 1 1	2 11 18 19	1 1 1 1	9	1	08
Laundering of Fabrics & Garments	3 6	1 1	10	1	16	1	04
TOTAL L O	08		08		04		20
% L O	40%		40%		20%		100%
TOTAL	QUESTION	MARKS	QUESTION	MARKS	QUESTION	MARKS	
	10	10	06	06	04	04	
Question Type	MCQ						
Total Number	20						
Total Marks Allotted	20						
Weightage	20						

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Goa Board of Secondary & Higher Secondary Education, Alto, Betim-Goa
BLUE PRINT H.S.S.C Examination
2nd Term

Class: XIIFDM

Duration: 1hr

Marks allotted: 20

Subject: Fibre to Fabric & Fashion Marketing

Objective	**Knowledge**						**Understanding**						**Application**						**Total**
Form of Question	**VSA**		**SA I**		**SA II**		**VSA**		**SA I**		**SA II**		**VSA**		**SA I**		**SA II**		
CONTENT	**Q**	**M**	**Q**	**M**	**Q**	**M**	**Q**	**M**	**Q**	**M**	**Q**	**M**	**Q**	**M**	**Q**	**M**	**Q**	**M**	
Laundering of fabrics & Garments	14	11							7	2									04
Fashion Promotion	2	1	9	2					5	2							10	3	08
Pricing of Apparels	3	1							68	22							11	3	08
TOTAL L O	06						08						06						20
% L O	30%						40%						30%						
TOTAL	QUESTION		MARKS				QUESTION		MARKS				QUESTION		MARKS				
	05		06				04		08				02		06				20
Question Type	VSA						SA I						SA II						
Total Number	04						05						02						
Total Marks Allotted	04						10						06						20
Weightage	20%						50%						30%						

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Model Question Paper

Std: XIIth FDM **Max.Marks:20**
Subject: Fibre to Fabric & Fashion Marketing **Duration: 1 hour**
No. of questions:20

First Term

INSTRUCTIONS:

i. All questions are compulsory.
ii. Figures to the right indicate marks allotted to each question.
iii. Write the number of each question clearly on the answer book.
iv. The question paper consists of 20 multiple choice questions.

Q. Select and write the correct alternative from those given below.

1) The disposition of the various parts of a unit along with all the equipment used is known as_____. **1**

A) Purchasing

B) Unit Layout

C) Product Design

D) Process Structure

2. The newly constructed fabrics as they come out from the mill is called_____. **1**

A) Finished goods

B) Gray goods

C) Seconds

D) Remnants

3.A good laundry soap should contain _____. **1**

A)10% water

B) 20% water

C)30% water

D)40% water

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4. The building or space in an organization where spare parts and raw materials are kept for some specific duration is _____. **1**

A) Storeroom

B) Trial room

C)Reception room

D)Work room

5.The fabric finish that produces raised figures or designs in relief on the fabric surface is _____. **1**

A) Embossing

B) Tentering

C) Moireing

D) Calendering

6. The laundry cleaning aids that are added to the final rinse to make the fabrics softer and fluffier are _____. **1**

A) Water Softeners

B) Boosters

C) Enzyme pre-soaks

D) Fabric softeners

7.An all-important contractual document which could bind the company to a considerable expenditure is _____. **1**

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A) Purchase Order

B) Inventory Control

C) Purchase Bill

D) Inventory

8.The industry related symbol for Delay is _____. **1**

A) **S**

B) **F**

C) **D**

D) **O**

9.The fabric finish in which the cloth is pressed by passing it between heated rollers is _____ **1**

A) Tentering

B) Brushing

C) Calendering

D) Embossing

10. Which laundry cleaning aid is formulated with surfactants, optical brighteners, fabric softeners and enzymes? **1**

A) Soap

B) Detergent

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C) Blue

D) Bleach

11. The fabric finish that produces raised short fibres on the surface of the fabric by means of revolving cylinders is_____. **1**

A) Brushing

B) Napping

C) Sanforising

D) Mercerising

12. The preliminary treatment which removes starches and other substances that are applied to the yarns before the weaving process is _____. **1**

A) Bleaching

B) Scouring

C) Desizing

D) Singeing

13. The layout which is particularly useful where low volume of production is needed is _____. **1**

A) Fixed Position layout

B) Process layout

C) Combination Type of layout

D) Product layout

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14. The fabric finish that imparts luster, softness, firmness and leathery feel to the fabric is_____. **1**

A) Weighting

B) Beetling

C) Glazing

D) Shearing

15. Which is the first phase of Materials Management is _____? **1**

A) Inspection

B) Storekeeping

C) Labelling

D)Purchasing

16.When a fabric loses its whiteness and gets a yellowish tint in laundry which cleaning aid should be used? **1**

A) Bleach

B) Booster

C) Blue

D) Water Softeners

17.The size label of a garment for an Extra-Large size is _____. **1**

A) XLL

B) L

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C) XL

D) XXL

18. The textile finish that gives additional body to a fabric is _____. **1**

A) Sanforising

B) Weighting

C) Creping

D) Mercerizing

19. The Biological control finish that is used in hospital linen is _____. **1**

A) Anti- Mildew finish

B) Anti-microbial Finish

C) Microencapsulated finish

D) Anti-Moth Finish

20.Highly Skilled man power is required in _____. **1**

A) Fixed Position layout

B) Process layout

C) Combination Type of layout

D) Product layout

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ANSWER KEY

Model Question paper

First Term

Sub: Fibre to Fabric & Fashion Marketing **Questions:20**

Std: XIIth FDM **Max.Marks:20**

1 mark each for the correct answer.

1. Unit Layout
2. Gray goods
3. 30% water
4. Storeroom
5. Embossing
6. Fabric softeners
7. Purchase order
8. **D**
9. Calendering
10. Detergent
11. Napping
12. Desizing
13. Process layout
14. Beetling
15. Purchasing
16. Blue
17. XL
18. Weighting
19. Anti-microbial Finish
20. Fixed Position layout

**********X**********

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Model Question Paper
SECOND TERM
FIBER TO FABRIC AND FASHION MARKETING

STD: XII FDM **Maximum Marks :20**
Total No. of Questons:12 **Duration:1 hour**

INSTRUCTIONS:
(i)All questions are compulsory.
(ii)There are three sections in this question paper (A, B&C)
(iii)In section A there are four questions of which question 1&2 are multiple choice questions. Question number 3 is to be answered in one word, phrase or figure and question number 4 is to be answered in one sentence.
(iv)Figures to the right indicate marks allotted to each question.
(v)Write the number of each question clearly on the answer book.
(vi)Answer any two questions from section C.
(vii)Draw and use colour wherever necessary.
(viii)Use of non-scientific calculator is permitted.

SECTION A

Question1-2: Choose the appropriate option
Question 3: Answer in a word or phrase.
Question 4: Answer in one or two lines.

1. A small appliance used to remove wrinkles from fabric or garments is _____. **1**
   (A) Washing Machine
   (B) Ripper
   (C) Iron
   (D) Dryer

2. Special events that communicate a fashion story are_____. **1**
   (A)Exhibitions
   (B)Contests
   (C)Sweepstakes
   (D)Fashion shows

3. Name any one external factor that influences price decisions. **1**

4. What is a stain? **1**

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SECTION B

Question numbers 5-9: Answer in three to four lines each.

5. Why is direct mail an extremely popular form of advertising? **2**

6. Why is online shopping advantageous? **2**

7. Explain any two disadvantages of dry cleaning. **2**

8. Why do prices of apparel keep changing? **2**

9. State any two points which should be considered while creating an effective window display. **2**

SECTION C

Question numbers 10-12: Answer any two of the following.

10. Design a **Banner** for a boutique having its '**Stock Clearance Sale'** **3**

    Name and address of the boutique: Seams Fabulous
    Shop No. 07,
    Modern Enclave,
    M.G.Rd, Margao, Goa

    Contact No. 1234567890
    Size of Banner: 15cms x 12cms.

    Marks Allotment:
    Name & Address, Contact No. – 1 mark
    Logo - ½ mark
    Validity: ½ mark
    Colour: ½ mark
    Topic/Title of Sale: ½ mark

11. Calculate the cost-plus pricing in a tabular format and do all the mark up calculations of a school uniform for a 10 year-old girl. **3**

    Marks allotment:
    Pricing details in tabular format- 1 ½ marks
    All mark-up calculations - 1 ½ marks

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12. Design a **Hoarding** for a boutique having its **'Monsoon Sale'.**
Name and address of the boutique: Glam More **3**
Shop No. 03, First Floor,
Model Mall,
Panjim,Goa

Contact No. 1234567890
Size of the Hoarding: 15cms x 12cms.

Marks Allotment:
Name & Address, Contact No. – 1 mark
Logo - ½ mark
Validity-½ mark
Colour-½ mark
Topic/Title of Sale-½ mark

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Model Question Paper
ANSWER KEY
SECOND TERM
FIBRE TO FABRIC AND FASHION MARKETING

Class- XII FDM **Duration: O1 Hour**
Total No. of questions:12 **Marks Alloted:20**

INSTRUCTIONS FOR ASSESSEMENT:
i.Suitable answers and reasons of the students in their own words to be considered.
ii.Appropriate designing of the students to be considered.

SECTION A
Question 1-2: 01 mark each for the correct answer.

1. Iron
2. Fashion shows

3. 01 mark for any one of the following external factors influencing price decisions.
   a) Competition
   b) Government policies and control
   c) Economic conditions
   d) Consumers
   e) The nature of the product
   f) Other members of the distribution channel

4. 01 mark for the correct answer.
   Stain is a spot or mark of discolouration left on fabrics by the contact and absorption of some foreign substance.

SECTION B

Questions 5-9: 02 marks each for the correct answer.

5. Direct mail is addressed to each individual customer.
   Stores are able to mail specific statement enclosures or catalogues to target audience such as, mother of small children, large sized customers or petite women.
   The advertising message is directly given to the individual prospects through postal communication on the home address of the prospects.

6. Advantages of online shopping.
   a. Convenience

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b. Better prices
c. More variety
d. Price comparisons
e. Fewer expenses.

7. Disadvantages of dry cleaning. (Any two)
   a. It is costly
   b. The smell of inflammable solvents remain in the clothing for a long time, especially in woollens.
   c. The solvent only acts on dirt held by grease and so stain left after cleaning must be spotted with water, example, perspiration, tea, coffee, lemonade stains.

8. Prices of apparel keeps changing due to the following causes.
   a. Changing cost
   b. Rising inflation
   c. Excess demand
   d. Demand shortfall
   e. Prior misjudgement
   f. To attack competition
   g. To respond to competition.

9. Points to be considered for effective window display. (Any two)
   a. Keep it simple. Don't try to put everything at once. Limit the number of competing elements in the display.
   b. Give the display one dominant theme.
   c. Keep it clean.
   d. Change the displays frequently to keep the look frequently.
   e. Bright lighting is crucial, both during the day and at night.
   f. Use lights to highlight individual items or signs.
   g. Use repetitions of shapes and colours to attract customers.
   h. Select display props and materials having some connections with the exhibited product.
   i. Avoid anything that conflicts with the sale message.
   j. Use colours appropriate to the season.
   k. Continue the theme of the window display with other display inside the store.

SECTION C

Question No.10-12. Answer any two of the following

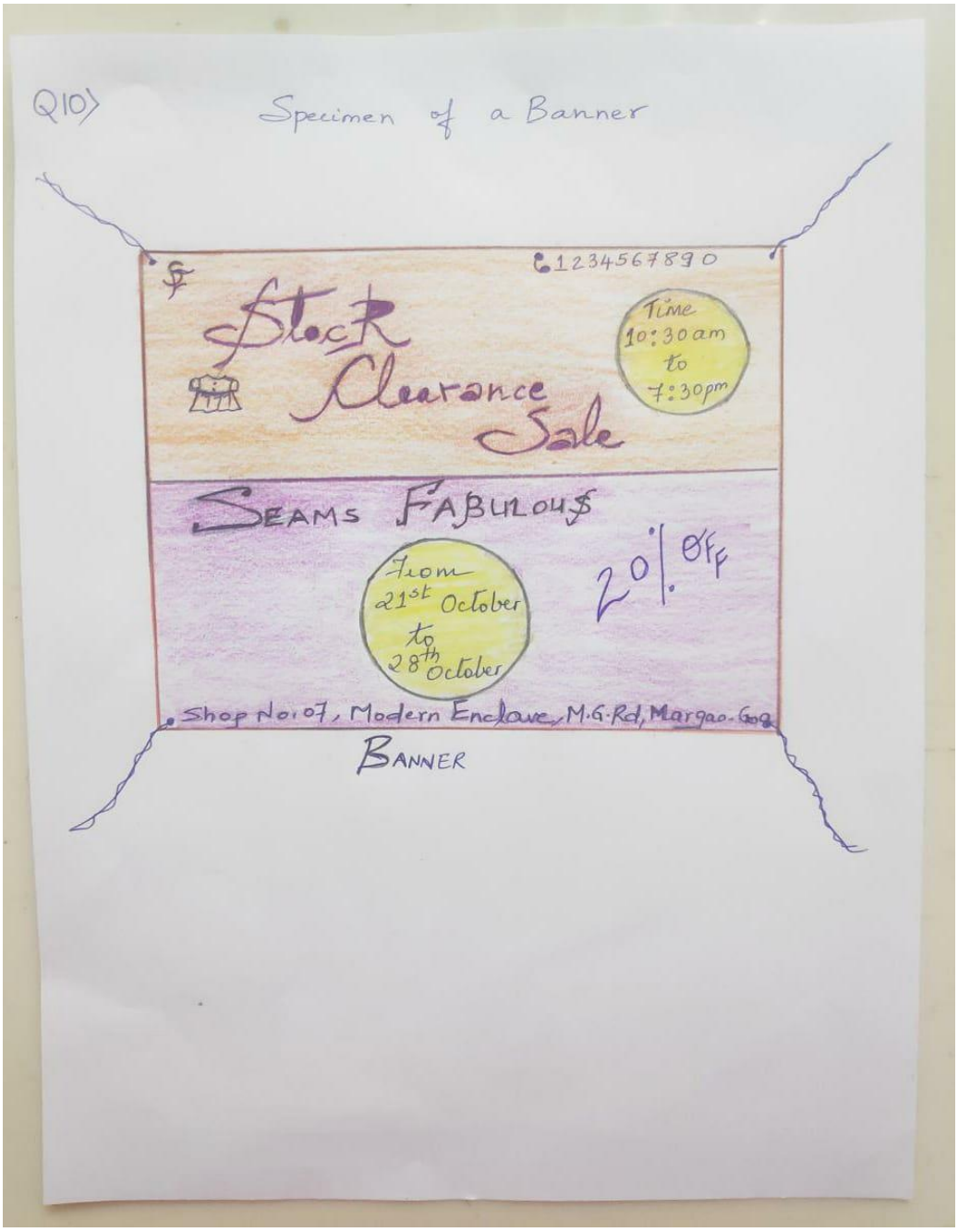
10. Designing a Banner. **3 marks**

- The student should draw the Banner as per the given size.
- 4 strings for tying the banner at the corners need to be shown

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- While designing the Banner the student has to **compulsorily** write the Name & address of the unit/boutique, Contact Number and topic or title of the sale given in the question.
- ½ mark will be given for use of colours in the designing of the banner.
- ½ mark for designing a logo.
- ½ mark Validity of the sale that is the period of the sale
  Eg: From 5th June 2022 to 10th June 2022
- ½ mark for the writing the topic /title of the sale that is mentioned in the question.
  Eg: Stock Clearance Sale
- In addition to designing of all the above-mentioned things the student can write the timings of the sale, lunch break, draw a garment on the banner, discout offered etc.



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11.Pricing of a school uniform. **3marks**

An example of pricing of a school uniform.

Pricing

Sr. No	Item	Detail	Quantity	Unit cost (Rs)	Total cost (Rs)
1	Cotton	Dress	1.5m	100	150
2	Trimmings	School Badge	1	50	50
		Readymade belt	1	95	95
3	Label	With logo and care instructions	1	5	5
				Total	300

Labour to cut, stitch, trim and finish	Rs. 50
Cost of production	Rs.350
Manufacturers mark-up @ 20%	Rs.70
Manufacturers selling price	Rs 420
Retailer's mark-up @50%	Rs.210
Retailer's Selling price	Rs.630
GST@ 10%	Rs.63
Retail price	Rs 693
MRP (rounded up)	Rs 700/-

Pricing -1 ½ marks
All mark-up calculations -1 ½ mark
Note: There are no marks for designing of the garment . The student need not design the garment.

12.Designing of a Hoarding: **3 marks**

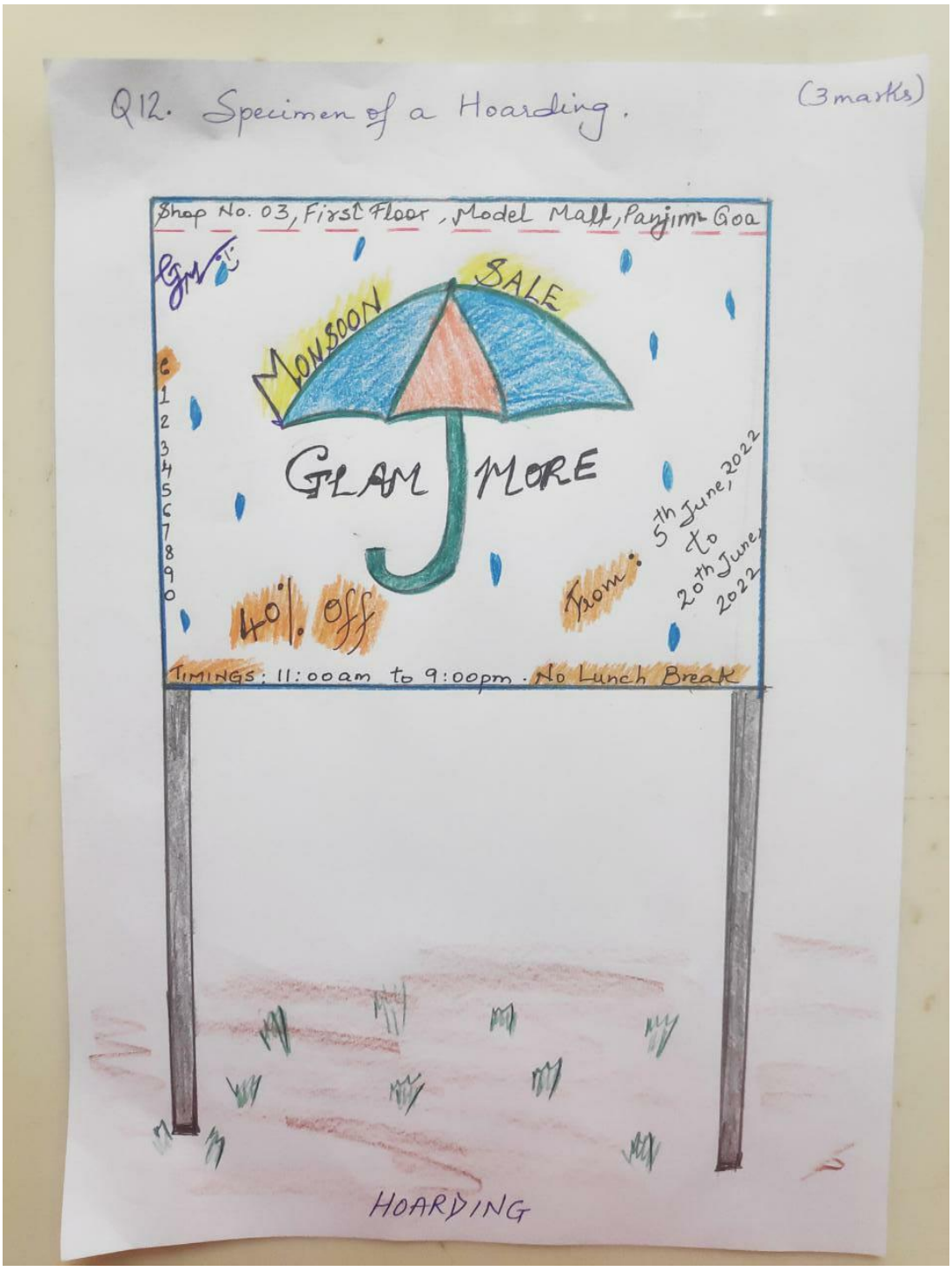
Note:

- The student should draw the Hoarding as per the given size.
- 2 poles/pillars at the bottom of the hoarding need to be shown.
- While designing the hoarding the student has to **compulsorily** write the Name & address of the unit/boutique, Contact Number and topic or title of the sale given in the question.
- ½ mark will be given for use of colours in the designing of the hoarding.
- ½ mark for designing a logo.
- ½ mark for the Validity of the sale that is the period of the sale
  Eg: From 5th June 2022 to 10th June 2022

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- ½ mark for the writing the topic /title of the sale that is mentioned in the question.
  Eg: Monsoon Sale
- In addition to designing of all the above-mentioned things the student can write the timings of the sale, lunch break, draw a garment on the hoarding, discount offered etc.



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