

**Exam. Code : 113506**  
**Subject Code : 4030**

**Bachelor of Vocation (Cosmetology & Wellness)**

**6<sup>th</sup> Semester**

**SALES TARGETS AND RECORDS**

**Paper-II**

Time Allowed—2 Hours] [Maximum Marks—50

**Note** :— There are **Eight** questions of equal marks. Candidates are required to attempt any **Four** questions.

1. How records are maintained in a parlour ?
2. What do you mean by sales target ? How these can be achieved ?
3. What are the various types of services provided in a saloon ?
4. Explain different varieties of services of a parlour.
5. What costs are included in operating cost of a parlour ?
6. What are the principles of selling ?
7. Explain income and expenditure of a saloon.
8. How profits and losses are calculated ?

**11078(2721)/II-6673**

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