

**BERJAYA BUSINESS SCHOOL****FINAL EXAMINATION**

Student ID (in Figures) :

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Student ID(in Words) :

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Course Code & Name : **RTL1334 Visual Merchandising and Display**  
Trimester & Year : January – April 2018  
Lecturer/Examiner : Wong Siew Fong  
Duration : 2 Hours

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**INSTRUCTIONS TO CANDIDATES**

1. This question paper consists of 2 parts:  
PART A (20 marks) : TWENTY (20) multiple choice questions. Answers are to be written in the Multiple Choice Answer Sheet provided.  
PART B (80 marks) : FIVE (5) short answers questions. Answers are to be written in the Answer Booklet provided.
2. Candidates are not allowed to bring any unauthorized materials except writing equipment into the Examination Hall. Electronic dictionaries are strictly prohibited.
3. This question paper must be submitted along with all used and/or unused rough papers and/or graph paper (if any). Candidates are NOT allowed to take any examination materials out of the examination hall.
4. Only ballpoint pens are allowed to be used in answering the questions, with the exception of multiple choice questions, where 2B pencils are to be used.

**WARNING:** The University Examination Board (UEB) of BERJAYA University College regards cheating as a most serious offence and will not hesitate to mete out the appropriate punitive actions according to the severity of the offence committed, and in accordance with the clauses stipulated in the Students' Handbook, up to and including expulsion from BERJAYA University College.

**Total Number of pages = 5 (Including the cover page)**

**PART B : SHORT ANSWER QUESTIONS (80 MARKS)**  
**INSTRUCTION(S)** : Answer all **FIVE (5)** questions. Write your answers in the Answer Booklet(s) provided.

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1. a) Define Visual Merchandising in a retail environment. [6marks]

b) Explain the **FIVE (5)** principles of design used in Visual Merchandising & display. [10 marks]

**[Total: 16 marks]**

2. a) Analyze and explain why Color is such an important element in Visual Merchandising? Provide **TWO (2)** explanations.

[8 marks]

b) Discuss the **FOUR(4)** color scheme variations often used to enhance Visual Merchandising and Display [8 Marks]

**[Total: 16 marks]**

3. a) Demonstrate your understanding why some of the errors commonly occur in displays?

[4 Marks]

b) Explain **SIX (6)** common errors and how to avoid such errors.

[12 Marks]

**[Total: 16 marks]**

4. a) Explain the **FOUR(4)** types “exterior presentation” of a retailer in the context of Visual Merchandising [8marks]

b) Describe **FOUR (4)** methods how displays can be improved by a Visual Merchandiser?

[8 Marks]

**[Total: 16 marks]**

5. a) Describe **TWO (2)** differences between visual merchandising and display.

[8 Marks]

b) Explain why Visual Merchandising and Display are important to retailing business?

[8 marks]

**[Total: 16 marks]**

**END OF EXAM PAPER**

