INTRODUCTION -----

WEEKLY MARKET

SHOPS IN THE NEIGHBOURHOOD

AND MALLS CHAIN OF MARKETS

SHOPPING COMPLEXES

MARKETS EVERYWHERE

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INTRODUCTION We go to the MARKET to **BUY** many things – VEGETABLES, SOAP, TOOTHPASTE, MASALA, BREAD, RICE, DAL, CLOTHES, NOTEBOOKS, **BISCUITS, ETC.**



If we make a **LIST** of the **GOODS** that we PURCHASE, it would be REALLY LONG. There are many kinds of markets that we may visit for our EVERYDAY NEEDS: these can include shops,



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HAWKER'S STALLS in our neighborhoods, a WEEKLY MARKET, a LARGE **SHOPPING COMPLEX, perhaps** even a MALL. IN THIS CHAPTER, we look

at some of these markets



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NEEKLY MARKET

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and try to understand how the **GOODS** that are sold there reach **BUYERS**, who these buyers are, who these **SELLERS** are, and the sorts of **PROBLEMS** they face.





Man has many **NEEDS.** These needs can be FULFILLED from the markets. > A WEEKLY MARKET is so-called because it is held on a SPECIFIC DAY OF THE WEEK.

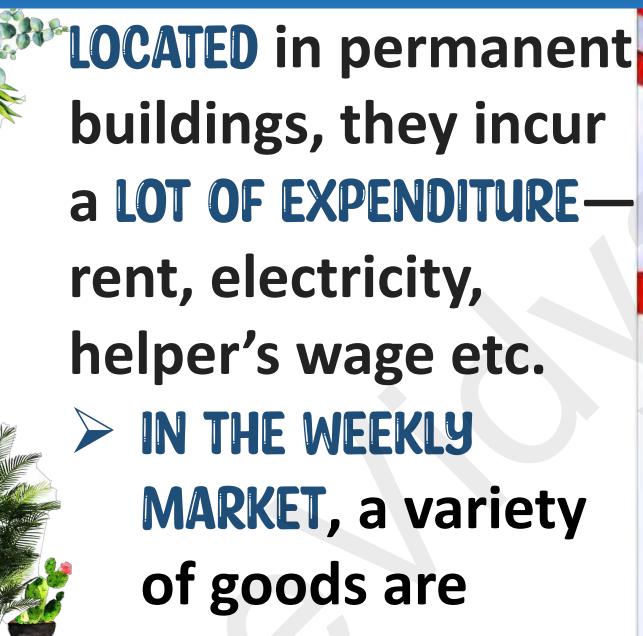


Weekly markets do not have **PERMANENT SHOPS**. Next day they set up their shops at **NEXT PLACE.** There are thousands of such markets IN INDIA.



PEOPLE come here for their everyday **REQUIREMENTS**. > IN THE WEEKLY **MARKETS**, the things are available on **CHEAPER RATES.** This is because when shops are







sold in a SMALL **AREA.** Therefore, all the things can **be PURCHASED** here on cheaper rates. **Comparison of cost** and quality can be made very easily.



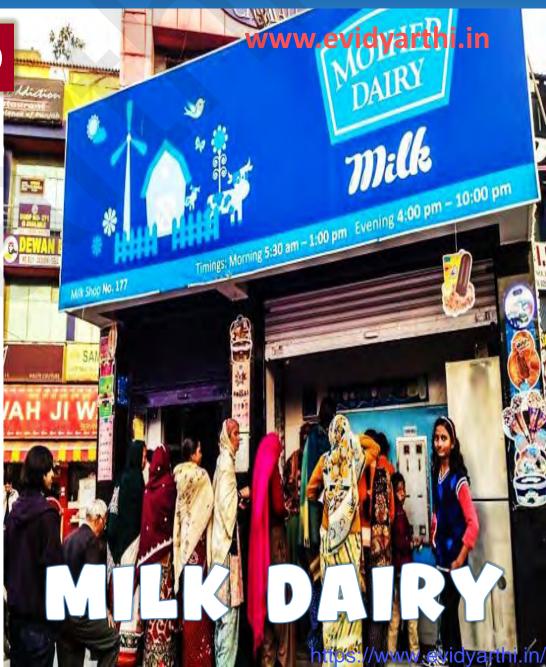
Sameer: Seller of clothes



Sameer is a small trader in the weekly market. He buys clothes from a large trader in the town and sells them in six different markets in a week. He and other cloth sellers move in groups. They hire a mini van for this. His customers are from villages that are near the marketplace. At festival times, such as during Deepavali or Pongal, he does good business.



SHOPS IN THE NEIGHBOURHOOD We have seen that the WEEKLY MARKETS offer a VARIETY OF **GOODS**. we also buy things from other KINDS of markets. We may BUY MILK from



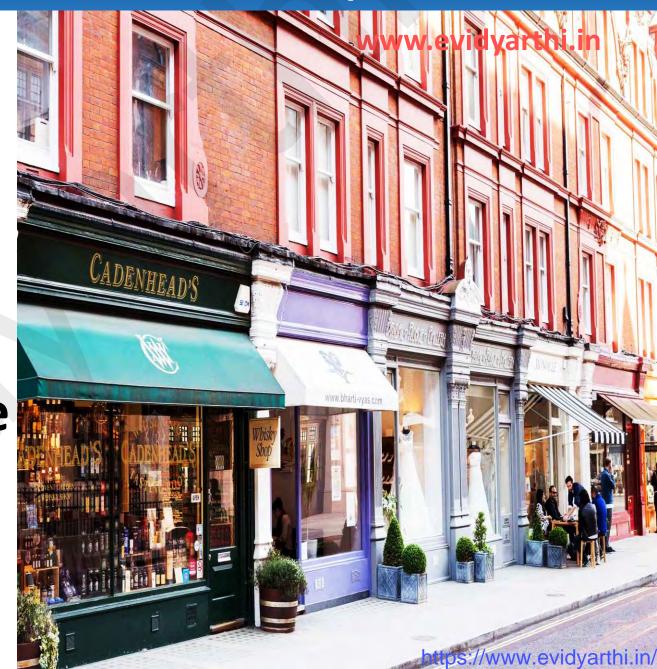
the DAIRY, groceries from **DEPARTMENTAL STORES**, stationery, eatables or medicines from OTHER SHOPS. Many of these are PERMANENT SHOPS,



while others are **ROADSIDE STALLS such** as vegetable HAWKER, FRUIT VENDOR. MECHANIC, ETC. > **SHOPS** in the neighborhoods are **USEFUL** in many ways.



They are near **OUR HOME** and we can go there on any day of the week. the **BUYER** and **SELLER** know each other and these shops also **PROVIDE GOODS ON CREDIT.**



Sujata and Kavita were sent to buy groceries from their neighbourhood shop. This was the shop they usually went to. it was crowded today. The shop owner managed the shop herself with two helpers. when they managed to get into the shop, Sujata dictated a list to her. She in turn began asking her helpers to weight and pack the items. Meanwhile Kavita looked around....

On the top left shelf there were different brands of detergent cakes. Another shelf had toothpastes, talcum powder, shampoo, hair oil. The different brands and different colours looked so attractive. On the floor lay a few sacks.

It took almost 20 minutes to weight and pack all the groceries. Then Sujata showed her "notebook." The woman noted the amount of ₹ 3000 in the notebook



and gave it back. She also noted the amount in her big register. Then Sujata took the heavy bags out of the shop. Her family will pay for the purchases in the first week of next month.

Anzal Mall is a five-floor shopping complex. Kavita and Sujata were enjoying going up and down in the lift. It seemed as if it was made of glass and they were able to see outside as they went up. It was fascinating to see so many different kinds of shops such as the ice-cream, burger, pizza and other food shops; shops full of home appliances; as well as bookshops.

While wandering about on the third floor they entered a shop that was selling branded readymade clothes. The security guard looked at them as if he wanted to stop them but he did not say anything. They looked at some dresses and then looked at the price tag. None of them was less than ₹ 3,000, almost five times the



weekly market price! Sujata whispered to Kavita, "I'll take you to another shop which has good quality readymade clothes at more reasonable prices".

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SHOPPING COMPLEXES AND MALLS

> We have seen two kinds of MARKETPLACES – weekly markets and markets in our NEIGHBORHOODS.

Other markets in the
 URBAN AREA that have



MANY SHOPS, popularly called **SHOPPING COMPLEXES.** Large multistoried **AIR-CONDITIONED** BUILDINGS with shops STARBUCKS COFFEE on different FLOORS, known as MALLS.



► In these **URBAN** MARKETS, you get **BOTH** BRANDED and NON-BRANDED GOODS. **Branded goods are EXPENSIVE**, often promoted by **ADVERTISING** and claims of **BETTER**



QUALITY. >The COMPANIES producing these **PRODUCTS** sell them through shops in LARGE URBAN MARKETS and, at times, through SPECIAL SHOWROOMS.



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NO BRANDED CLOTHES





CHAIN OF MARKETS

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>Where do you think SHOP-**OWNERS** procure their **GOODS?** Goods are produced in FACTORIES, on FARMS and in HOMES.



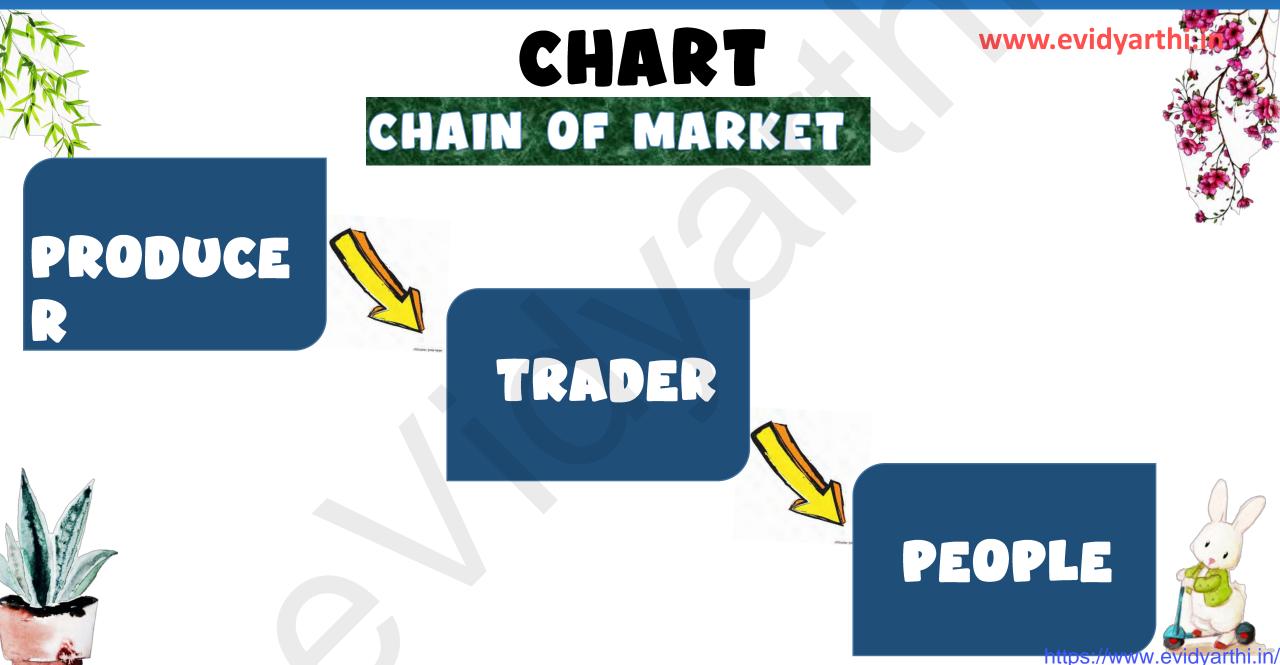
>We don't BUy directly





from the FACTORY or from the FARM. Nor would the **PRODUCERS** be interested in SELLING US SMALL QUANTITIES. > The **PEOPLE** in between the **PRODUCER** and the-







final CONSUMER are the **TRADERS**.

> The WHOLESALE TRADER first buys goods in LARGE QUANTITIES. (25 to 100 kilos), then be **SOLD to OTHER TRADERS.**



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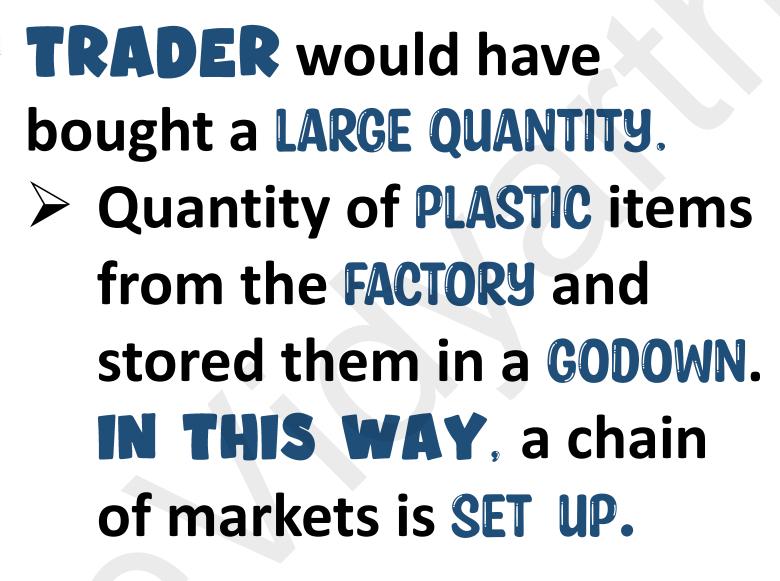
> In these MARKETS. **BUYING and SELLING takes** place between TRADERS. The trader who finally sells this to the CONSUMER, is the **RETAILER**. The city WHOLESALE





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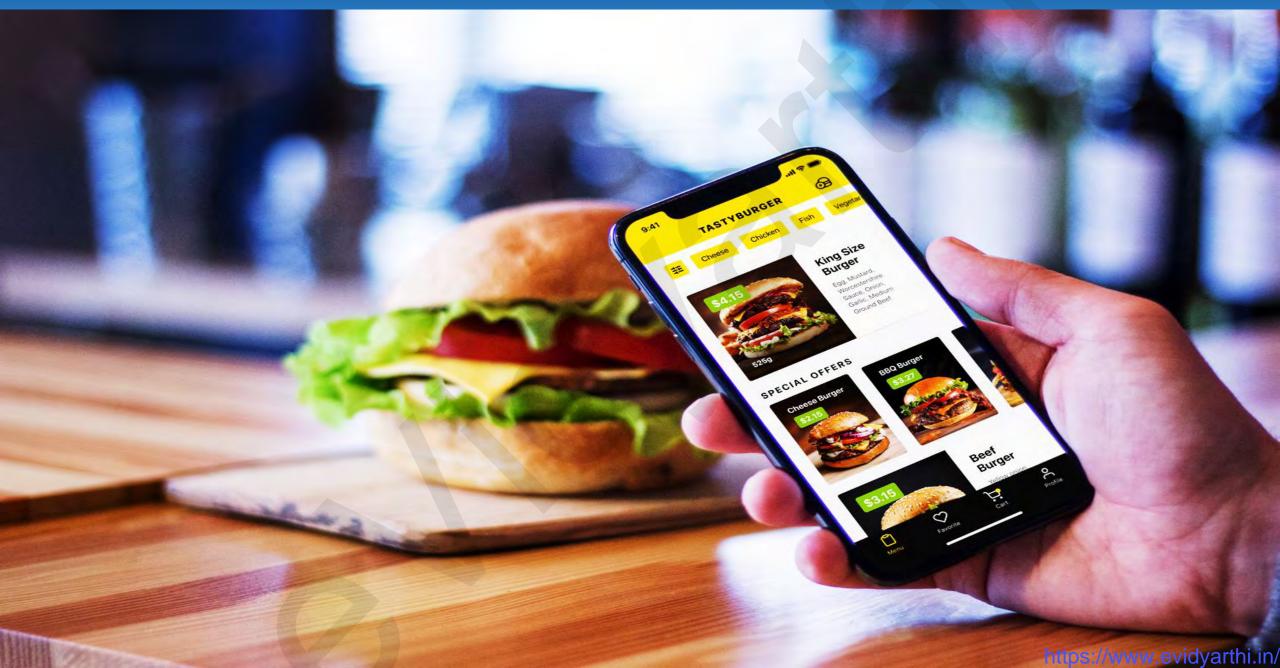


We have different MARKET
place with LOCALITY, MANNER
AND TIME.

> It is not always NECESSARY

that one has to go to the market to PURCHASE GOODS.





> You can PLACE ORDERS for a VARIETY of things through the **PHONE AND INTERNET**, and the goods are **DELIVERED** at your HOME. >A car FACTORY purchases



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HEALTHKART PATANJALL KOOVS HESTFOLFASHION ONLINE FIRST FOLFASHION ONLINE Enduring Value	nskar
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HOME DELIVERY

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ENGINE, GEARS, PETROL TANKS, AXLES, WHEELS, ETC. from various other factories. We don't **USUALLY SEE** all the **BUYING** and **SELLING**, but only the final PRODUCT - the CAR IN THE SHOWROOM.

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MARKETS AND EQUALITY >SHOP OWNERS in a weekly market (SMALL TRADER) and those in a SHOPPING **COMPLEX (spend a lot of** money to set up the shop) **BOTH** are different.





PREMIUM PERFORMANCE



>We can be buyers or sellers in these different markets depends, among other things, on the money that we have.

SPACEX



TESLA MOTORS

BUSINESS MAN

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>When things are sold, it ENCOURAGES production and **NEW OPPORTUNITIES** are created for people to EARN.

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CLOTH SELLING ...

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