

F/2013/1953

Total Pages : 4

DIPLOMA IN PHARMACY (FINAL YEAR)
DRUGS STORE AND BUSINESS MANAGEMENT
 (205)

Time : Three Hours**Maximum Marks : 80**

Note : (i) Attempt total six questions. Question No. 1 is compulsory. From the remaining questions attempt any five.

(ii) Any one question is compulsory from Section B.

Section - A

1. Define any five of following. 2 each

~~i) Finance~~

~~ii) Commerce~~

~~iii) Safety stock~~

~~iv) Trade $\frac{1}{2}$~~

~~v) Salesman $\frac{1}{2}$~~

~~vi) Industry,~~

~~vii) Market research,~~

2. Attempt any four of following 14 marks

~~a) Explain principles of management.~~

~~b) State different forms of business organisation. $\frac{1}{2}$~~

~~c) What are different services provided by wholesalers? (1)~~

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(2)

- d) Write a brief note on Tender. 1
- e) Differentiate between export & import trade.

3. Attempt any four of the followings. 14 marks

- a) Classify distribution channels.
- b) Discuss the factors affecting choice of a channels of distribution.
- c) Explain AID to Trade.-
- d) Classify Industry. Give advantage & disadvantage of sole proprietorship.
- e) Differentiate between Retailer & Wholesaler.

4. Attempt any four of following. 14 marks

- a) Discuss objective of purchase. (1)
- b) Draw ideal layout of drug store. (2)
- c) Differentiate between sole proprietorship and partnership business. 1/2
- d) Write in brief on function of Commercial bank.
- e) What are the factors to be considered while selecting the site for starting a new drug store?

(3)

5. Attempt any four of following. 14 marks
- ~~What are the different sale promotion techniques? 1 1/2~~
 - ~~Explain different qualities of salesman. 1 1/2~~
 - ~~Classify different type of banks. What are the services provided by Commercial bank?~~
 - ~~Write objective and importance of inventory control.~~
 - ~~Write a note on ABC analysis.~~

Section - B

6. Attempt any four questions. 14 marks
- Write a brief note on cash book.
 - Differentiate Journal & Ledger. (1)
 - What are objective of trial balance? (1)
 - Describe duties of budget officer.
 - Write short note on short term finance.

7. Journalise the following transaction into ledger.

14 marks

(4)

April - 2005

Details

- 1 Business started with cash Rs 1,50,000/-
- 1 Good purchase from manisha Rs 36,000/-
- 1 Stationary purchase from cash Rs 2,200/-
- 2 Open a bank account with SBI for Rs 35,000/-
- 2 Goods sold to priya for Rs 16,000/-
- 3 Receive cheque of Rs 16,000/- from Priya
- 5 Sold Goods to Nidhi Rs 14,000/-
- 8 Nidhi pays Rs 14,000/- cash
- 10 Purchase goods for Rs 20,000/- on credit from Rita
- 14 Insurance paid by cheque Rs 6000/-
- 18 Paid rent Rs 2000/-
- 20 Goods casting Rs 15,00/- given as charity
- 24 Purchase office furniture for Rs 11,200/-
- 29 Cash withdrawn for household purpose Rs 5000/-
- 30 Interest receive cash Rs 12,00/-
- 30 Cash sales Rs 2,300/-
- 30 Commission paid Rs 3000/- by cheque
- 30 Telephone bill paid by cheque Rs 2000/-
- 30 Payment of salaries in cash Rs 12,000/-

