	Sanjay Ghodawat University, Kolhapur EstablishedasStatePrivateUniversityunderGovt.ofMaharashtra.ActNoXL,2017	2020-20 EXM/P/09/00

Year andProgram: 2020-21 S. Y. D. Pharm	School of Pharmaceutical Sciences	Department: Pharmacy
CourseCode: DP205T	CourseTitle: Drug Store and Business Management	Annual Pattern (Part-II)
Date: Day:	Examination: Annual Exam	MaxTime:2hrs Marks:50

Instructions

1. Figures to the right indicate full marks.
2. Draw well labelled diagram wherever necessary.
3. All questions are compulsory.

			Marks	Bloom's Level	CO
Q.1		**Shortanswerquestion.** **AnsweranySix outofEight (2 x 6)**	**12**		
	a	Mention principles of management.	02	1	1
	b	Mention factors to be considered for selecting a site for opening a new drug store.	02	1	2
	c	Define the following terms: i. International Market ii. Capital Market	02	1	1
	d	State the primary functions of Medical Representative.	02	1	3
	e	Give the types of financial needs of a business.	02	1	3
	f	Mention four essential requisites of Budgetary Control.	02	1	4
	g	Define the following terms: i. Master budget ii. Accounting concept	02	1	4
	h	Define Scrap. Give its classification.	02	1	2
Q.2		**Answer any Three out of Five (3x3)**	**09**		
	a	Explain minimum stock level, maximum stock level and re-order level.	03	2	2
	b	Define industry. Give detail classification of Industry.	03	2	1
	c	Explain methods of evaluation of work of pharmacist.	03	2	3
	d	Explain the money measurement concept and dual aspect concept.	03	2	4
	e	Draw rulings of Journal and Ledger.	03	2	3
Q3		**Answer any Three out of Five (3x3)**	**09**		
	a	Explain importance of management.	03	2	1
	b	Mention different methods of inventory control. Give advantages of ABC method.	03	2	2
	c	Explain various stages of purchase procedure.	03	2	2
	d	What is the purpose of giving training to a newly recruited pharmacist?	03	2	3
	e	Write a short note on primary sources of marketing research.	03	2	1

Q.4		**Answer any Two out of Three (3x2)**	**06**		
	a	Differentiate between wholesaler and retailer	03	2	1
	b	Differentiate between trial balance and balance sheet.	03	2	4
	c	Give advantages and disadvantages of sole proprietorship.	03	2	1
Q.5		**Answer any Two out of Three (3x2)**	**06**		
	a	Explain various legal requirements to start drug retail store.	03	2	2
	b	Define trade, give its types. Explain the term 'Entrepot trade'.	03	2	1
	c	Explain any three features of management in brief.	03	2	2
Q6.		**Long answer questions** **Answer any Two out of Four (4x2)**	**08**		
	a	Give different ownership forms of Business organizations. What are the factors considered for selecting a type of BO?	04	2	1
	b	Explain VED analysis of inventory control.	04	2	2
	c	Mention financial services provided by the following types of banks: i. Industrial bank ii. Savings bank iii. Exchange bank iv. Commercial bank	04	1	2
	d	Give main principles of Double Entry Book: keeping system and rules of debit and credit.	04	1	4