P-505

Seat No. ______

Diploma in Pharmacy (Part-II) Examination
May / June- 2003

Drug Store & Business Management

Time : 3 Hours

[Total Marks : 80]

Instructions : (1) Attempt any three questions from each section.

(2) Tie both sections separately.

(3) All questions carry equal marks.

SECTION - I

   (b) State different forms of business organisations.
       State advantages and disadvantages of sole proprietorship.

2. (a) Classify distribution channels.
   (b) What are the different services provided by whole-salers ?

3. (a) What are the factors to be considered while selecting the
       site for starting a new drug store ?
   (b) Draw the ideal lay-out of drug store. What are the objectives
       of lay-out design.

4. (a) What are the different methods of codification of items of
       drug store ? What are advantages of codification ?
   (b) Explain EOQ. (Economic Order Quantity)

5. (a) What are the different sales promotion techniques ?
   (b) Define salesman. Explain different qualities of salesman.

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6 (a) Classify different types of Banks. What are the services provided by Commercial Banks?

(b) What are the different sources of finance?


(b) Define Book-keeping. State different types of accounts. State various books of original entry. Explain the format of journal.

8 (a) Differentiate journal and ledger.

(b) What are the objectives of trial balance?

9 (a) What is financial statement? What are the advantages of financial statements?

(b) Define balance sheet? How balance sheet is useful?

10 Short notes: (any three)

(i) Liquidity ratios

(ii) Budgets

(iii) Trade

(iv) Material management.