

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

- 1** (a) Define : Trade, Industry. Classify industry.
(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.

- 6** (a) Classify different types of Banks. What are the services provided by Commercial Banks ?
- (b) What are the different sources of finance ?
- 7** (a) Define Accounting. State branches of accounting. State different concepts of accounting.
- (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.
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