

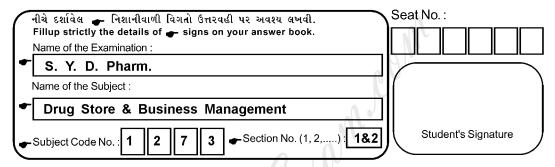
# SB-1273

# Second Year D. Pharm. Examination March/April - 2011 Drug Store & Business Management

Time: 3 Hours [Total Marks: 80

#### **Instructions:**

(1)



- (2) Attempt all questions from each section.
- (3) Answer each section in separate answer book.

### **SECTION - I**

1 Attempt any **four** of the following:

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- (a) Explain functions of retailer.
- (b) Explain functions of Management.
- (c) Explain the qualities of a good salesman.
- (d) Explain various types of Industry.
- (e) What are the different methods for determining EOQ?
- (f) Explain the functions of channels of distribution.
- 2 Write short notes: (any two)

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- (a) Market Research
- (b) Compensation to Pharmacist
- (c) ABC Analysis

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- 3 Explain in brief: (any four)
  - (a) Explain Industrial Co-operation
  - (b) Enlist various factors affecting the choice of a channel of distribution and explain any one of them.

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- (c) Give the full form of 'POSDCORB".
- (d) Write the functions of Commercial Banks.
- (e) Differentiate between retailer and wholesaler.

## **SECTION - II**

The following balances extracted from the books of M/s.

Mulchandani and Co. for the year ending 31<sup>st</sup> March, 1996.

Prepare the Trading account, Profit and Loss Account and Balance Sheet after taking into consideration the following adjustments as on 31<sup>st</sup> March, 1996.

Particulars	Amount in Rs.
Salaries	5,400
Taxes and Insurance	$2,\!500$
Cash in Hand	400
Purchases	48,170
Discount	2,100
S. Debtors	38,000
Stock	$29,\!500$
Carriage Inwards	$2,\!200$
Trade Expenses	4,980
Sales Return	4,700
Machinery	$12,\!000$
Wages	45,000
Coal and Power	36,000
Capital	58,900
Purchase Return	3,900
Sales	$1,\!47,\!200$
S. Creditors	4,200
Bank Overdraft	9,700
Bills Payable	3,900
Rent Received	$3{,}150$

### Adjustments:

(i) Closing stock on 31st March 1996 Rs. 36,200

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Career suggestion, Job opening college university and school information

5	(a)	What are the types of errors not disclosed by the Trial	5
		Balance?	
	(b)	Discuss the three systems of keepig accounts.	5
6 (a) (b)	Differentiate between the Journal and Ledger.		
	(b)	Explain going concern concept, realisation concept and	4
		Dual aspect concept of accounting.	
	(c)	Differentiate between Book-keeping and Accountancy.	4



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