



SB-1273
Second Year D. Pharm. Examination
March/April – 2011
Drug Store & Business Management

Time : 3 Hours]

[Total Marks : 80

Instructions :

(1)

<p>नीचे दृशविवेक निशानीवाणी विगतो उत्तरवडी पर अवश्य लखवी. Fillup strictly the details of signs on your answer book.</p> <p>Name of the Examination : S. Y. D. Pharm.</p> <p>Name of the Subject : Drug Store & Business Management</p> <p>Subject Code No. : 1 2 7 3 Section No. (1, 2,.....) : 1&2</p>	<p>Seat No. : <input type="text"/><input type="text"/><input type="text"/><input type="text"/><input type="text"/><input type="text"/><input type="text"/></p> <div style="border: 1px solid black; border-radius: 15px; padding: 10px; text-align: center; margin-top: 10px;">Student's Signature</div>
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- (2) Attempt all questions from each section.
(3) Answer each section in separate answer book.

SECTION - I

- 1 Attempt any **four** of the following : **20**
- (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) **10**
- (a) Market Research
 - (b) Compensation to Pharmacist
 - (c) ABC Analysis

- 3 Explain in brief : (any **four**) **10**
- (a) Explain Industrial Co-operation
 - (b) Enlist various factors affecting the choice of a channel of distribution and explain any one of them.
 - (c) Give the full form of 'POSDCORB'.
 - (d) Write the functions of Commercial Banks.
 - (e) Differentiate between retailer and wholesaler.

SECTION - II

- 4 The following balances extracted from the books of M/s. **20**
Mulchandani and Co. for the year ending 31st March, 1996.
Prepare the Trading account, Profit and Loss Account and Balance Sheet after taking into consideration the following adjustments as on 31st March, 1996.

<i>Particulars</i>	<i>Amount in Rs.</i>
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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|----------|---|----------|
| 5 | (a) What are the types of errors not disclosed by the Trial Balance ? | 5 |
| | (b) Discuss the three systems of keepig accounts. | 5 |
| 6 | (a) Differentiate between the Journal and Ledger. | 2 |
| | (b) Explain going concern concept, realisation concept and Dual aspect concept of accounting. | 4 |
| | (c) Differentiate between Book-keeping and Accountancy. | 4 |

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