

00815

16172

3 Hours / 80 Marks

Seat No.

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- Instructions :**
- (1) All Questions are *compulsory*.
  - (2) Answer each next main Question on a new page.
  - (3) Figures to the right indicate full marks.
  - (4) Use of Non-programmable Electronic Pocket Calculator is permissible.

**Marks**

1. Attempt any EIGHT of the following :

8 × 2 = 16

- (a) Define the terms :
  - (i) Commerce
  - (ii) Business
- (b) Enlist various forms of Business Organizations.
- (c) Define Accounting. Give two objectives of Accounting.
- (d) Explain different types of accounting accounts with examples.
- (e) Enlist various types of partners in partnership firm of business.
- (f) Give any four salient features of co-operative society form of business.
- (g) State channels of distribution for pharmacy.
- (h) Explain the objectives of inventory control in short.
- (i) State what do you mean by cash-book and enlist various types of cash-book.
- (j) Define bank and enlist various kinds of banks.
- (k) State objectives of sales promotion.
- (l) Define the terms :
  - (i) Safety stock
  - (ii) Lead time

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P.T.O.

**2. Attempt any FOUR of the following :****4 × 3 = 12**

- (a) Define scrap. Explain various types of scrap and how can the scrap be controlled.
- (b) Give detail classification of retailers. Explain Itinerant retailers.
- (c) Define Market Research. Enlist methods of market research and give any two advantages of market research.
- (d) State the difference between Joint Stock Company and Partnership Firm.
- (e) Explain various branches of Accounting.
- (f) Mention the salient features of Hire Purchase Trading with its advantages and disadvantages.

**3. Attempt any FOUR of the following :****4 × 3 = 12**

- (a) Explain types of financial needs of Business.
- (b) State and explain different methods of perpetual inventory control.
- (c) Define codification of drugs. State and explain various methods of drug codification.
- (d) State what do you mean by budgetary control. Give its advantages.
- (e) Explain what do you mean by slow-moving, dormant and obsolete items.
- (f) Differentiate between departmental stores and a multiple store.

4. Attempt any FOUR of the following :

4 × 3 = 12

- (a) Explain various activities which revolves around trade.
- (b) Define sale proprietorship, mention its features.
- (c) Define advertisement. State any four advantages and disadvantages of advertisement of product.
- (d) Explain various points which has to be taken into consideration for valuation of pharmacist.
- (e) State and explain minimum legal requirements for starting a retail drug store.
- (f) Explain the process of purchase followed in business organisation.

5. Attempt any FOUR of the following :

4 × 3 = 12

- (a) Explain the functions of management.
- (b) Explain in detail ABC technique of inventory control.
- (c) Explain the following terms :
  - (i) Management
  - (ii) Economics
  - (iii) Recruitment
- (d) Explain any four techniques of sales promotion.
- (e) Enlist and explain how long term finance be raised.
- (f) Explain the term Budget. Give classification of budget.

P.T.O.

6. Attempt any FOUR of the following :

4 × 4 = 16

- (a) Explain the terms accounting concept and convention. Enlist various concepts and conventions.
- (b) Explain the term ledger, give its importance, draw format of ledger.
- (c) Differentiate between balance sheet and profit and loss A/c.
- (d) State how will you select the ideal site of drug store in urban as well as rural area.
- (e) Define financial analysis and explain profitability ratio.
- (f) Journalise the following transaction for the year 2016 :

Jan 1 Neeraj invest ₹ 50,000 in cash.

Jan 5 buys furniture for ₹ 20,000 on credit from Mr. Naresh.

Jan 15 purchases goods for ₹ 10,000 from Mr. Naik.

Jan 16 withdraws money ₹ 5,000 for personal use.

Jan 18 Receives cash ₹ 3,000 from Gopal.

Jan 20 Issue cheques of ₹ 1,000 in favour of landlord for rent.

Jan 25 sold goods for ₹ 6,000 to Mr. Nitin.

Jan 29 pays salary to staff ₹ 10,000.

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