

00815

21819

3 Hours / 80 Marks

Seat No.

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- Instructions :**
- (1) All Questions are *compulsory*.
 - (2) Illustrate your answers with neat sketches wherever necessary.
 - (3) Figures to the right indicate full marks.
 - (4) Mobile Phone, Pager and any other Electronic Communication devices are not permissible in Examination Hall.

Marks

1. Answer any FIVE of the following : (2 marks for each) 10

- (a) Define Budget. Explain in short its objectives.
- (b) Write at least two advantages and two limitations of 'Financial Statements'.
- (c) Define the term 'Account'. Explain its types.
- (d) Explain the importance of salesmanship in 'Pharmaceutical Industry'.
- (e) Explain how will you apply VED analysis for drug-store.
- (f) Define 'Tender'. Explain 'Open Tender'.
- (g) Define and classify 'Industry'.

2. Answer any FOUR of the following : (3.5 marks for each) 14

- (a) Define the term 'firm'. Give advantages of partnership type of organisation.
- (b) What is drug codification ? Explain various methods of drug codification.

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- (c) Define market research. Explain various sources for the same.
- (d) Define Bank. Write its functions.
- (e) What is accounting convention ? Explain various accounting conventions.
- (f) Define ledger. Give its importance and format.

3. Answer any FOUR of the following : (3.5 marks for each)

14

- (a) Define budgetary control. Explain in short classification of budget.
- (b) Write about any three methods for analysis of 'Financial statement'.
- (c) Define 'Training'. What subject must be covered under training of pharmacist.
- (d) Define and classify 'Trade'.
- (e) Explain different types of middlemen involved in the distribution of goods from the producer to consumers.
- (f) Define sales promotion. Give various techniques of sales promotion.

4. Answer any FOUR of the following : (3.5 marks for each)

14

- (a) Explain 'Petty Cash Book' along with its format.
- (b) What do you mean by 'Balance Sheet' ? Give its format and objective.
- (c) Define Economics. Write about different types of economic systems.
- (d) Write disadvantage of 'Sole proprietorship' type of business.
- (e) Define 'Scrap and Surplus'. Give its disposal procedure.
- (f) Write about various qualities of successful salesmen.

5. Answer any FOUR of the following : (3.5 marks for each)**14**

- (a) What is 'Profit and Loss Account' ? Give its objective and format.
- (b) What is Journal ? Give its format and advantages.
- (c) What do you mean by 'Joint Stock Company' ? Give its two advantages and two disadvantages.
- (d) Define management, pharmaceutical management. Mention various functions of management.
- (e) Give advantages of departmental store.
- (f) Enlist the qualities of the approved supplier.

6. Answer any FOUR of the following : (3.5 marks for each)**14**

- (a) What is 'Trial Balance' ? Explain two methods for preparation of Trial-Balance along with its format.
 - (b) What is 'Day-Book ?' Explain in short various types of Day-Books.
 - (c) Give salient features of 'Multiple Shop'.
 - (d) List the documents required for getting the licence of starting wholesale trade.
 - (e) Write note on perpetual method of inventory control along with its advantages.
 - (f) Define financial planning. Give various sources for collection of finance.
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