

00815

**11920**

**3 Hours / 80 Marks**

Seat No.

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- Instructions :**
- (1) All Questions are *compulsory*.
  - (2) Answer each Section on same / separate answer sheet.
  - (3) Answer each next main Question on a new page.
  - (4) Illustrate your answers with neat sketches wherever necessary.
  - (5) Figures to the right indicate full marks.
  - (6) Mobile Phone, Pager and any other Electronic Communication devices are not permissible in Examination Hall.

**Marks**

**1. Solve any EIGHT of following :**

**2 × 8 = 16**

- (a) Define the term :
  - (i) Recruitment
  - (ii) Training
- (b) What do you mean by Book of Original Entry ? Give two examples of it.
- (c) Define Inventory control. Enlist different techniques of Inventory control.
- (d) Define Trade. Enlist various aids to trade.
- (e) State the channel of Distribution in Pharmaceutical Industry.
- (f) Mention the basic principles of effective window display.
- (g) Sketch typical layout of ideal Retail Drug Store.
- (h) Define Business. Enlist distinct forms of Business organisation.

[1 of 4]

**P.T.O.**

- (i) What is 'Ordering Cost' and 'Inventory Carrying Cost'. ?
- (j) What is the meaning of Accounting concept and convention in Accountancy ?
- (k) Define Finance. Enlist various sources of finance.
- (l) Define the term financial statements.

**2. Solve any FOUR questions :**

**12**

- (a) Define recruitment. What are the different methods of recruitment of a pharmacist ?
- (b) Explain : 'Perpetual Inventory Control System' in detail.
- (c) Define term Budget. What are objectives of Budgetary Control ?
- (d) Discuss advantages & disadvantages of 'Joint Hindu family business'.
- (e) Discuss various plans of compensating an efficient employee to continue with his job.
- (f) Define Balance Sheet. Give specimen format of Balance Sheet.

**3. Solve any FOUR questions :**

**12**

- (a) Define Advertising. Give its disadvantages.
- (b) What are the different methods of determining the price of drug material to be charged from a customer ?
- (c) Define :
  - (i) Over draft facility
  - (ii) Cash Credit facility
  - (iii) Discounting of Bills

- (d) Define Purchasing. What are the various steps involved in purchase procedure ?
- (e) What are Trial Balance ? Write various objectives and method of preparation of Trial Balance.
- (f) What do you mean by scrap ? Describe procedure for disposal of scrap and surplus.

**4. Solve any FOUR questions :****12**

- (a) Differentiate between Profit and Loss Account and Balance Sheet.
- (b) Explain how maximum stock level is fixed.
- (c) Explain various legal requirements to start Retail Drug Store.
- (d) Mention salient features of partnership business.
- (e) Define Bank. What are different kinds of Bank ? Mention functions of Bank.
- (f) Define Term :
  - (i) Debenture
  - (ii) Petty Cash Book
  - (iii) Capital

**5. Solve any FOUR questions :****12**

- (a) Discuss various qualities of good salesman.
- (b) Write short note on 'Warehousing'.
- (c) Define Codification. Explain different methods used for codification.
- (d) Differentiate between Departmental Store and Multiple Shops.
- (e) Explain Money measurement concept and cost concept of accountancy.
- (f) Define Share. Explain different types of Shares.

**P.T.O.**

**6. Solve any FOUR questions :****16**

- (a) Differentiate between slow moving, dormant material & obsolete items. Enlist the steps taken to detect these.
- (b) Explain Window Display as Silent salesman.
- (c) Classify different types of middlemen involved in the distribution channel. Write in brief about each middlemen.
- (d) Discuss various requirements of effective Budgeting.
- (e) From the information given below, prepare profit and loss Account of M/s Sandeep Medical Hall for the year ending 31<sup>st</sup> March 2017.

(₹)

Gross Profit	60,000.00
Rent	8,000.00
Salary	25,000.00
Commission paid	4,000.00
Interest on Loan	3,000.00
Advertisement	7,000.00
Discount Received	4,000.00
Printing and Stationary	3,000.00
Legal charges	4,000.00
Bad debts	2,000.00

- (f) Draw format of Journal and Ledger. Explain types of Accounts.
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