

DRUG STORE AND BUSINESS MANAGEMENT

(205)

Time : Three Hours

Maximum Marks : 80

Note : (i) Attempt total six questions. Question No. 1 is compulsory. From the remaining questions attempt any five.

(ii) Any one question is compulsory from Section B.

Section - A

1. Attempt any five questions :

2 each

(a) Define the following terms :

- (i) Trade ①
- (ii) Import trade
- (iii) Export trade
- (iv) Commerce ①

(b) Give two features of Joint Hindu Family Firm. ①

(c) Differentiate between Light and Heavy Industry.

(d) Give two functions of Management. ①

(e) Name different channels of distribution of drugs. ①

(f) Give two concepts of Accountancy.

P. T. O.

2. Attempt any four questions :

- (a) Classify Business Organisations. ①
- (b) Differentiate between Private and Public Limited Company.
- (c) Explain AID to trade.
- (d) Differentiate between Export and Import Trade.
- (e) Compare Partnership and Company form of organisation.

3. Attempt any four questions :

- (a) Explain channel of distribution. ①
- (b) Write the functions of wholesalers. ①
- (c) Write a note on 'Multiple Shop' or 'Departmental Store'.
- (d) Write the objective of Purchasing.
- (e) Explain the different types of tender.

4. Attempt any four questions :

- (a) What is the objective of Inventory Control ? ①
- (b) Explain ABC or EOQ inventory control technique. ①
- (c) Write the legal requirement to open a retail drug house.
- (d) Explain any four sales promotion techniques. ①
- (e) Explain Market and Market Research.

5. Attempt any four questions :

- Write the various qualities of a salesman.
- Differentiate between pharmaceutical selling and consumers goods selling.
- Give three advantages of Advertising.
- Explain the methods of evaluation of pharmacist.
- Discuss briefly the sources of finances.

Section - B

6. Attempt any four of the following :

- Differentiate book-keeping and accountancy.
- Enlist the accounting concepts. Briefly describe any two concepts.
- What are the objectives of accountancy ?
- Write the error disclosed by trial balance.
- Explain direct and indirect expenses.

7. Journalise the following transactions in the book of Mr. Kishore Kumar and post them into ledger :

January, 2010

- | | | |
|----|---|--------|
| 1 | Started Business with cash | 80,000 |
| 3 | Purchased furniture for cash | 5,000 |
| 5 | Purchased goods for cash | 3,000 |
| 6 | Sold goods for cash | 600 |
| 14 | Sold goods to M/s Khanna and Sons on Credit | 4,000 |

P.T.O.

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16	Bought goods from M/s Shiv Medical on credit	2,000
20	Paid telephone rent	400
22	Received cash from Ramesh	6,800
26	Sold goods to M/s Gulati Medical Store for cash	400
28	Deposited cash into bank	5,000
29	Paid cash to Ashok	1,200
31	Paid salaries to staff	2,400
31	Paid rent	3,000
31	Withdrew from bank for personal use	6,300