

Roll No

PY-601
B.Pharm. VI Semester
Examination, June 2017
Pharmaceutical Industrial Management
Time : Three Hours

Maximum Marks : 70

- Note:** i) Attempt any five questions.
ii) All question carry equal marks.

- Discuss briefly the various steps in formulating a project.
- What are the steps in Project Evaluation?
- Narrate the merits and demerits of centralized and decentralized purchasing. Suggest certain situations for centralized as well as non-centralized purchasing.
- The receipt side of the stores ledger account of a firm shows the following particulars:

Jan. 1 2009	Opening Balance	1000 units @ Rs.2
Jan. 6	Received	400 units @ Rs. 2.50
Jan. 11	Received	300 units @ Rs. 2.10
Jan. 20	Received	600 units @ Rs. 2.20
Jan. 26	Received	800 units @ Rs. 2

Issue of materials were as follows:
Jan.5 - 400 units, Jan.10 - 800 units, Jan.16 - 200 units,
Jan.18 - 200 units, Jan.27 - 400 units, Jan.31 - 500 units.
Prepare the Store Ledger Account showing how the value of the issue would be recorded under FIFO (First in First Out) method.

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- Pass journal entries for the following transactions:
i) Mr. K commenced business with cash Rs. 4000.
ii) Goods worth Rs. 500 were used by the proprietor for domestic purpose.
iii) Goods worth Rs. 1000 purchased from Ram at 10% trade discount.
iv) Goods costing Rs. 5000 were distributed as charity.
v) Purchased machinery from HTM Company on credit Rs. 50,000.
vi) Sold goods to Monohar Rs. 40,000.
vii) Paid rent to landlord by cheque Rs. 2,000.
- From the following data, you are required to prepare Final Accounts for the year ending on 31st Dec. 2015.

Debit(Rs.)		Credit (Rs.)	
Drawings	2,500	Capital	30,000
Building	12,000	Bad Debts Provision	500
Opening Stock	7,834	Creditors	11,133
Machinery	4,338	6% Loan	5,000
Furniture	1,140	Sales	61,725
Carriage Inward	952	Bank Overdraft	543
Purchases	33,437		
General Expenses	1,766		
Rent & Taxes	770		
Advertisement	3,716		
Debtors	17,860		
Salaries	10,862		
Sales Returns	683		
Cash	100		
Bad Debts	100		
Insurance	326		
Wages	9,975		
Depreciation	542		
Total	1,08,901	Total	1,08,901

7. Discuss various process and procedures involved in Pharmaceutical Distribution.

8. Answer any four of the following:

- a) Explain the steps in preparation of Flow Diagrams.
- b) What is material requirement planning?
- c) Explain the different types of Cash Books.
- d) Explain the basic principles of Insurance.
- e) What do you mean by sales ethics?
- f) Explain different types of advertising.
