



PHB

Question Paper Series

D. Pharma (Second Year)

DRUG STORE AND BUSINESS MANAGEMENT

First Edition: 25 February 2021



By: Dr. A. K. Gupta

Publishing Partner

Association of Pharmaceutical Teachers of India (U.P.)

&

The Association of Young Pharma Professionals

DRUG STORE AND BUSINESS MANAGEMENT

D. Pharma (Second Year)

PHB Question Paper Series

First Edition: 25 February 2021

By:

DR. ARVIND GUPTA

(M.Pharm, PDCR, M.Sc & Ph.D)

(GATE 2003 97.22 Percentile)

Publishing Partner

1. APTI

Association of Pharmaceutical Teachers of India (U.P.)

Lucknow Uttar Pradesh

Email: upapti@gmail.com

Mobile No: 09198564284

Tel No: 0522-4095748

2. The Association of Young Pharma Professionals

Address:- Noida (U.P.)

Phone No:- +91- 9634308658

Email id:- bhragunandan2112@gmail.com

Website:- <http://www.aypponline.in>

3. Ims.innovesen (The Pharma Research Journal)

Address: office: 842 krishan ganj, Hapur, U.P.

Phone No:- +91- 9917053824

Website:- <https://lms.innovesen.co.in>

All rights reserved. No part of this Bulletin should be reproduced, stored in a retrieval system, without the prior written permission of the Editor – in- Chief and the publisher.

Preface

It is with great pleasure that we introduce the PHB question paper series “DRUG STORE AND BUSINESS MANAGEMENT” for D. Pharma students. The PHB question paper series try to prepare and collect the question papers of technical board. In future PHB add the question paper of various universities in this series.

All efforts have been made to keep the text error-free. Any suggestions and constructive comments would be highly appreciated and incorporated in the future edition. My sincere thanks are due to my colleagues for their valuable comments and suggestions.

Dr. A. K. Gupta

Dedicated

to

My Family

CONTENTS

1. HSBTE Practice Paper PHB2601.....	1-2
2. HSBTE Practice Paper PHB2602.....	3-4
3. HSBTE Practice Paper PHB2603.....	5
4. HSBTE Practice Paper PHB2604.....	6
5. GTU Practice Paper PHB2605.....	7-8
6. GTU Practice Paper PHB2606.....	9-10
7. BTE Paper 2017.....	11-12
8. BTE Paper 2018	13-14
9. BTE Paper 2019.....	15-16
10. BTE Paper 2020.....	17-18

D. Pharm Second Year
Drug store and Business Management
HSBTE Dec 2019

Paper Code: PHB2601

3 Hours / 80 Marks

Roll No.

--	--	--	--	--	--	--	--

-
- Instructions* – (1) Attempt the Questions according to the instructions.
 (2) Answer each next main Question on a new page.
 (3) Figures to the right indicate full marks.
 (4) Mobile Phone, Pager and any other Electronic Communication devices are not permissible in Examination Hall.

Time : 3 Hrs.

M.M. : 80

SECTION-A

Marks

Note: Objective type questions. All questions are compulsory

[10x1=10]

1. Full form of LIFO.
2. A Wholesaler is a middleman between _____ and _____.
3. Right hand side of an account is called _____.
4. Trade between two countries is called _____.
5. _____ is used to record all cash receipts and payments.
6. Ordinary shares are also called _____.
7. When all the functional budgets are combined into one harmonious unit it is called _____.
8. Minimum area required for opening wholesale drug store is _____.
9. _____ removes the risk of loss.
10. The petty cashier generally works on _____ system.

SECTION-B

Note: Very short answer type questions. Attempt **any five** questions out of seven questions. [5x3=15]

11. Explain the terms Trade and Tenders.
12. Define Window Display and write its advantages.
13. Name the accounting concepts.
14. Write objectives of Inventory Control.
15. Name various types of Partners.
16. Write features of mail order business.
17. Explain Ledger.

SECTION-C

Note: Short answer type questions. Attempt **any five** questions out of seven questions. [5x5=25]

18. Explain legal requirements for opening a retail drug store.
19. Explain Importance and Objectives of purchasing.
20. Explain ABC analysis in detail.
21. What is double entry system of book keeping explain with example?
22. What is the procedure for recruitment and training of a Pharmacist?
23. Write a note on codification.
24. What are the various sources of finance?

SECTION-D

Note: Long answer type questions. Attempt **any three** questions out of four questions. [3x10=30]

25. Explain how and why Balance Sheet is prepared.
26. Explain the role of Retailer in distribution.
27. Define Advertising and explain various methods of Advertising.
28. Discuss the advantages and disadvantages of Joint Stock Company.

D. Pharm Second Year
Drug store and Business Management
HSBTE May 2019

Paper Code: PHB2602

3 Hours / 80 Marks

Roll No.

--	--	--	--	--	--	--	--

Instructions – (1) Attempt the Questions according to the instructions.

(2) Answer each next main Question on a new page.

(3) Figures to the right indicate full marks.

(4) Mobile Phone, Pager and any other Electronic Communication devices are not permissible in Examination Hall.

Time : 3 Hrs.

M.M. : 80

SECTION-A

Marks

Note: All questions are compulsory

[10x1=10]

1. A retailer is a middleman between _____ and a _____.
2. FIFO stands for _____.
3. Trade between two countries is called _____.
4. Write full form of EOQ.
5. Ordinary share is also known as _____.
6. In VED analysis V stands for _____.
7. When all the functional budgets are combined into one harmonious unit it is called _____.
8. Full form of GAP is _____.
9. Define Advertising.
10. _____ Statement include both the balance sheets and profit and loss account.

SECTION-B

Note: Attempt **any five** questions out of seven questions.

(5x3=15)

11. Write three advantages of ABC analysis.
12. Classify the different types of wholesales.
13. Write various branches of Accounting.
14. Define the term Industry, heavy industry and light industry with example if any.

15. Write objectives of Trial balance.
16. Define Business and name its various organisation.
17. Define the term Finance, Trade and External Trade.

SECTION-C

Note: Attempt **any five** questions out of seven questions.

[5x5=25]

18. Write function of Inventory control.
19. State the various types of financial Institution.
20. Give objectives of Accounting.
21. Write difference between journal and ledger.
22. Draw layout of drug store.
23. What are the advantages to Budgetary control,.
24. Write difference between trial Balance and Balance sheet.

SECTION-D

Note: Attempt **any three** questions out of four questions.

[3x10=30]

25. What are different channels of distribution.
26. Define wholesales and write its function.
27. Write Importance and objective of Purchasing.
28. Define the term Industry and give different classification of Industry.

D. Pharm Second Year
Drug store and Business Management
HSBTE May 2018

Paper Code: PHB2603

3 Hours / 80 Marks

Roll No.

--	--	--	--	--	--	--	--

Instructions – (1) Attempt **any five** questions.

(2) Answer each next main Question on a new page.

(3) Figures to the right indicate full marks.

(4) Mobile Phone, Pager and any other Electronic Communication devices are not permissible in Examination Hall.

Time : 3 Hrs.

M.M. : 80

- | | Marks |
|--|-----------------|
| 1. What are the different channels for distribution of goods. Discuss. | [16] |
| 2. What is a balance sheet? Describe the necessity of preparing balance sheet. | [16] |
| 3. Write short note on:- | [16] |
| i. Price distribution | |
| ii. A.B.C. analysis | |
| 4. (a) What are the main objectives of joint stock company? | [2x8=16] |
| (b) Discuss the technique of analyzing the financial statements. | |
| 5. (a) Differentiate between: | [4x2=8] |
| (i) Multiple shop and department store. | |
| (ii) Journal and ledger. | |
| (b) Write short note on mail order business. | [8] |
| 6. What is commerce? Discuss various branches of commerce and explain how they are helpful to trade. | [16] |
| 7. What is a company? What are its main characteristics? | [16] |
| 8. Explain briefly the chief problems of public enterprises in India. | [16] |

D. Pharm Second Year
Drug store and Business Management
HSBTE May 2017

Paper Code: PHB2604

3 Hours / 80 Marks

Roll No.

--	--	--	--	--	--	--	--

Instructions – (1) All any five questions.

(2) Answer each next main Question on a new page.

(3) Figures to the right indicate full marks.

(4) Mobile Phone, Pager and any other Electronic Communication devices are not permissible in Examination Hall.

Time : 3 Hrs.

M.M. : 80

Marks

1. What is meant by marketing research? Discuss its objectives. Also mention different marketing research procedures. [16]
2. Write notes on following: [2x8=16]
 - a) Sources of recruitment.
 - b) Cash book.
3. What is advertising? Give its function. What are the different modes of advertising? [16]
4. Give a detailed account on different forms of business organization . [16]
5. a) Describe the objectives of inventory control. Give its importance. [2x8=16]
b) Write the different qualities of successful salesman.
6. Write notes on following: [2x8=16]
 - a) Costing ledger
 - b) VED analysis
7. What are financial statements? Discuss the different types of financial statement analysis. [16]
8. Discuss the different factors affecting the wages. Also describe the different methods of compensation. [16]

D. Pharm Second Year
Drug store and Business Management
GUJARAT TECHNOLOGICAL UNIVERSITY-2019
Paper Code: PHB2605

3 Hours / 80 Marks

Roll No.

--	--	--	--	--	--	--	--	--	--

Instructions – (1) Attempt **any five** questions.

(2) Answer each next main Question on a new page.

(3) Figures to the right indicate full marks.

(4) Mobile Phone, Pager and any other Electronic Communication devices are not permissible in Examination Hall.

Time : 3 Hrs.

M.M. : 80

	Marks
1. (a) Write a short note on Trade.	06
(b) Differentiate between the Retailers & Wholesalers.	05
(c) Explain various kinds of partners in partnership business.	05
2. (a) Explain the term Management. What are the various functions of Management?	06
(b) Compare sole proprietorship and partnership business.	05
(c) Discuss the services provided by the retailer to manufacturer, wholesalers and customers.	05
3. (a) Write a short note on commercial bank.	06
(b) What are different services provided by wholesalers?	05
(c) Enlist the various methods for pricing of materials & explain any two methods.	05
4. (a) Enumerate different techniques of inventory control and explain any one in detail.	06
(b) Discuss various techniques of Sales promotion.	05
(c) Explain the qualities of good salesman.	05
5. (a) Write a short note on Training.	06

- (b) Discuss various methods of advertisement for sales promotion. **05**
- (c) Explain the term Recruitment and discuss the selection procedure for recruitment in detail. **05**
6. (a) Write a note on Cash book. **06**
- (b) Explain the term Book keeping and describe Rules for journalising transactions to personal & impersonal accounts. **05**
- (c) Define Accounting and enlist the various accounting concepts & explain any one in detail. **05**
7. (a) What are the objectives of the Trial balance? Discuss the methods of preparation of Trial balance. **06**
- (b) Write a note on Profit & loss account. **05**
- (c) Journalise the following transactions in the Journal of M/s Dave Drug Store and prepare Cash A/c Ledger for the Month of March 2014. **05**
1. Mr. Dave started his business with cash of Rs. 5,00,000.
 5. Purchased goods of Rs. 70,000.
 10. Cash Sales for Rs. 20,000.
 15. Received cash from Mr. Mahesh of Rs. 6,000.
 20. Deposited Rs. 10,000 into the bank.
 28. Paid salary of Rs. 5,000.
-

D. Pharm Second Year
Drug store and Business Management
GUJARAT TECHNOLOGICAL UNIVERSITY-2017
Paper Code: PHB2606

3 Hours / 80 Marks

Roll No.

--	--	--	--	--	--	--	--	--	--

Instructions – (1) Attempt **any five** questions.

(2) Answer each next main Question on a new page.

(3) Figures to the right indicate full marks.

(4) Mobile Phone, Pager and any other Electronic Communication devices are not permissible in Examination Hall.

Time : 3 Hrs.

M.M. : 80

- | | | |
|-----------|--|-----------|
| 1. | (a) Enumerate various methods of inventory control. Describe ABC method in detail. | 06 |
| | (b) Write four objective of layout design. Draw an ideal layout of retail drug store. | 05 |
| | (c) Write a note on trial balance. | 05 |
| 2. | (a) Classify and explain the different factors considered in the selection of location of retail drug store. | 06 |
| | (b) Define and enumerate the budget. Write objectives of budgetary control. | 05 |
| | (c) Differentiate trial balance and balance sheet. | 05 |
| 3. | (a) Define term convention. Briefly describe accounting conventions. | 06 |
| | (b) Briefly describe sole proprietorship. | 05 |
| | (c) Differentiate departmental stores and multiple shops. | 05 |
| 4. | (a) Describe documents required to open a retail drug store. | 06 |
| | (b) Explain perpetual inventory system. | 05 |
| | (c) Define the term finance. Briefly describe types of finance. | 05 |
| 5. | (a) Explain the services offered by wholesalers. | 06 |
| | (b) Define purchasing procedure; Briefly describe stages involved in purchasing procedure. | 05 |

- | | |
|--|-----------|
| (c) Define tenders. Classify them. Briefly describe any three of them | 05 |
| 6. (a) Define training. Classify training. Explain the methods of training. | 06 |
| (b) Define management and classify them. | 05 |
| (c) Explain mail order business. | 05 |
| 7. (a) Describe pricing of materials with suitable examples. | 06 |
| (b) Describe the codification of various items of drug store. | 05 |
| (c) Write a short note on input-output ratio analysis. (I-O ratio) | 05 |

Roll No.....

Code No. : PHB2607

U.P. BTE ANNUAL EXAMINATION – 2017

[Final Year] Two Years Diploma Course in Pharmacy [214]

DRUG STORE AND BUSINESS MANAGEMENT

Time: 3.00 Hours]

[Maximum Marks: 80

NOTES:

- i) Attempt All questions. All questions carry **equal** marks.
- ii) Students are advised to specially check the Numerical Data of question papers.
- iii) Use of Pager and Mobile Phone by the students is not allowed.

Q.1 Answer **any two** of the followings: **[2x8=16]**

- a) Explain the meaning and characteristics of business. What are the objectives of business?
- b) Enumerate the various functions of management.
- c) Make a distinction between a government company and a public company.

Q.2 Answer **any two** parts of the following: **[2x8=16]**

- a) What factors are to be taken into consideration for selecting a form of organization for running a drug store?
- b) Give a detailed description of space layout for a big drug store.
- c) What are the various methods of remunerating medical representatives?

Q.3 Answer **any two** of the following: **[2x8=16]**

- a) Define salesmanship and give its characteristics. How is it different from advertising?
- b) Define inventory. Why proper valuation and effective control of inventory is necessary?
- c) Are salesman born or made? Discuss this statement. Also highlight the importance of sales training.

Q.4 Answer **any two** of the following: **[2x8=16]**

- a) Give a Performa of three columnar cash book with imaginary figures.
- b) What are final accounts? What purpose do they serve?
- c) What do you understand by analysis and interpretation of financial statements? Explain the different types of financial analysis.

Q.5 Write short note on **any four** of the following

[4x4=16]

- a) Separate entity concept.
- b) Double entry system.
- c) Trial Balance.
- d) Economic order quantity.
- e) Source of finance.
- f) Sales promotion

Roll No.....

Code No. : PHB2608

U.P. BTE ANNUAL EXAMINATION – 2018

[Final Year] Two Years Diploma Course in Pharmacy [214]

DRUG STORE AND BUSINESS MANAGEMENT

Time: 3.00 Hours]

[Maximum Marks: 80

NOTES:

- i) Attempt All questions. All questions carry **equal** marks.
- ii) Students are advised to specially check the Numerical Data of question papers.
- iii) Use of Pager and Mobile Phone by the students is not allowed.

Q.1 Answer **any two** of the following: **[2x8=16]**

- a) Discuss the importance of management in the present business world.
- b) Write the different forms of business organizations and explain any one of them.
- c) Explain clearly the concept of multiple channels of distribution.

Q.2 Answer **any two** of the following: **[2x8=16]**

- a) Explain: i) Space layout of a drug store. ii) Handling of drug store
- b) Describe briefly the modern techniques of inventory control.
- c) What is sales promotion? Explain its main objectives.

Q.3 Answer **any two** of the following: **[2x8=16]**

- a) Discuss the various steps involved in the recruitment process of pharmacists.
- b) Elaborate the main functions of the commercial banks.
- c) Write the merits and demerits of market research.

Q.4 Attempt **any two**: **[2x8=16]**

- a) What is trial balance? How is it prepared?
- b) Describe the techniques of analyzing financial statements.
- c) Explain: i) General Ledger ii) Profit and Loss account

Q.5 Write a short note on **any four** of the following.

[4x4=16]

- a) Book Keeping
- b) Different kinds of accounts
- c) VED analysis
- d) Budgeting
- e) The lead time

Roll No.....

Code No. : PHB2609

U.P. BTE ANNUAL EXAMINATION – 2019

[Final Year] Two Years Diploma Course in Pharmacy [214]

DRUG STORE AND BUSINESS MANAGEMENT

Time: 3.00 Hours]

[Maximum Marks: 80

NOTES:

- i) Attempt All questions. All questions carry **equal** marks.
- ii) Students are advised to specially check the Numerical Data of question papers.
- iii) Use of Pager and Mobile Phone by the students is not allowed.

Q.1 Answer **any two** of the following:**[2x8=16]**

- a) Define commerce and discuss its functions.
- b) What is sole proprietorship? Write its advantages and disadvantages.
- c) Discuss the functions of wholesaler.

Q.2 Answer **any two** of the following:**[2x8=16]**

- a) Discuss the various factors which are to be considered while selecting the site for a drug store.
- b) Describe the concept of ABC analysis.
- c) What are the qualities of a good salesman?

Q.3 Answer **any two** of the following:**[2x8=16]**

- a) Discuss the methods of recruitment of a Pharmacist.
- b) Discuss the functions of commercial banks.
- c) Codification of various items of drug store.

Q.4 Answer **any two** of the following:**[2x8=16]**

- a) Discuss the accounting conventions.
- b) Cashbook
- c) Ledger

Q.5 Write a short note on **any four** of the following:

[4x4=16]

- a) Balance sheet
- b) Budgetary control
- c) Financial planning
- d) Profit and Loss account
- e) Salesmanship
- f) Mail order business

Roll No.....

Code No. : PHB2610

U.P. BTE ANNUAL EXAMINATION – 2020

[Final Year] Two Years Diploma Course in Pharmacy [214]

DRUG STORE AND BUSINESS MANAGEMENT

Time: 3.00 Hours]

[Maximum Marks: 80

NOTES:

- i) Attempt All questions. All questions carry **equal** marks.
- ii) Students are advised to specially check the Numerical Data of question papers.
- iii) Use of Pager and Mobile Phone by the students is not allowed.

Q.1 Answer **any two** of the following**[2x8=16]**

- a) Explain the term Industry, Commerce and trade. Discuss the various trades which are covered under the foreign trade.
- b) Discuss the silent features, advantages and disadvantages of sole proprietorship business.
- c) Mention the various services provided by the retailers to wholesalers and consumers.

Q.2 Answer **any two** of the following**[2x8=16]**

- a) Discuss the various methods of codification of the items in a drug store.
- b) Write in detail the qualities of a good salesman.
- c) Write a note on ABC analysis.

Q.3 Answer **any two** of the following:**[2x8=16]**

- a) Documents required opening a retail drug store.
- b) Discuss the compensation plan to the pharmacist.
- c) Write about credit information.

Q.4 Answer **any two** of the following**[2x8=16]**

- a) Basic principles and advantages of Double Entry Book Keeping.
- b) What is Trial Balance? Write the objectives of trial Balance.
- c) Discuss the objectives of Budgetary control.

Q.5 Write a short note on **any four** of the following

[4x4=16]

- a) Salesmanship
- b) Mail order Business
- c) Window display
- d) Petty cash book
- e) Financial Planning
- f) Balance Sheet



Editor-in-Chief
(M. Pharm, PDCR & Ph.D)
GATE 2003 97.22 Percentile

HEAD OFFICE

Pharma Herald Bulletin

703/B-5, Panchsheel Greens-2, Greater Noida West,

Gautam Buddh Nagar, UP-201309

www. <https://phb.innovesen.co.in>

Email: arvindrkgit@gmail.com

Phone No.: +91-9719638415, 8766381032