

**DO NOT WRITE ANYTHING ON YOUR QUESTION PAPER EXCEPT YOUR ROLL NO. QUESTION PAPER CONTAINING ANYTHING WOULD BE TREATED AS MALPRACTICE**

**Answer the question serially and continuously**

**Subject: DRUG STORE & BUSINESS MANAGEMENT (Theory)**

Full Mark -80

Time -3 hrs

*(Answer any five questions including question No. 1)*

- Define the followings:** (1x20)

a) Safety Stock	b) Bincard	c) Partnership Deed
d) Petty Cash Book	e) Overdraft	f) Accounting
g) Assets	h) Bad Debts	i) Commerce
j) Import trade	k) Free samples	l) Mail order business
m) Scrap	n) Industrial Bank	o) Working capital
p) Trade credit	q) Private company	r) Co-operative society
s) Insurance	t) Window display	
- What is recruitment? What are different methods of recruitment of a Pharmacist? (3+4+8)  
Write the various steps involved in the section of a person as Pharmacist.
- Differentiate between the following (Any three)** (5x3)

a) Liquidity ratios & Solvency ratios	b) Trial balance and balance sheet
c) Journal & Ledger	d) Advertisement & sales promotion
- a) Define Book-keeping. What are the advantages of double entry book keeping? (2+5)  
b) Explain various media & methods for advertising (8)
- Write short notes on the following (Any Three)** (5x3)

a) Joint Stock Company	b) Salesmanship	c) Window Display
d) ABC Analysis	e) Accounting Error	
- a) Define the term inventory. (2)  
b) What are the various forms in which inventories exist? (5)  
c) What are the needs & objectives of an effective inventory management? (8)
- Journalise the following transactions and post them into concerned ledger. (15)
  - Pramod invest Rs.50, 000/- in cash
  - He buys machine of Rs.20, 000/- on credit from Mr.Saroj
  - He buys goods of Rs.10, 000/- on credit from Mr Suresh
  - He buys a building for Rs.80, 000/- on credit from Mr Ram
  - He pays Rs.8, 000/- to Mr Saroj
  - He pays Rs.3, 000/- to Mr Ram
  - He pays Rs.7, 000/- to Mr Suresh
  - The interest paid on cash Rs.500/-
  - The cash received from sale of goods Rs.9,500/-

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