

GUJARAT TECHNOLOGICAL UNIVERSITY
DIPLOMA PHARMACY YEAR- 2 • EXAMINATION – WINTER - 2023

Subject Code: 420005

Date: 15/12/2023

Subject Name: Drug Store and Business Management

Time: 10:30 AM TO 01:30 PM

Total Marks: 80

Instructions:

1. Attempt any five questions.
2. Make suitable assumptions wherever necessary.
3. Figures to the right indicate full marks.

- Q.1** (a) Give the salient features of ‘Sole Proprietorship Business’? Describe the advantages and disadvantages of it. **06**
(b) Explain in detail about trade. **05**
(c) Explain the factors considered while selecting site for starting a new drug store. **05**
- Q.2** (a) Define and classify wholesaler. Explain various services performed by wholesaler. **06**
(b) Differentiate between Departmental Stores and Multiple shops. **05**
(c) Write a note on VED analysis. **05**
- Q.3** (a) Enlist tools of sales promotion. Discuss any one in detail. **06**
(b) Explain different functions of management. **05**
(c) Explain qualities of good salesman. **05**
- Q.4** (a) Define Finance. Discuss the various sources of finance. **06**
(b) Enumerate types of banks. Discuss commercial banks in detail. **05**
(c) Enumerate techniques of pricing. Discuss FIFO and LIFO in detail. **05**
- Q.5** (a) Explain selection procedure for pharmacist adopted for various job profile. **06**
(b) Explain purchasing procedure for procurement of materials. **05**
(c) Write a note on two column cashbook along with format. **05**
- Q. 6** (a) What are the objectives of the Trial balance? Discuss the methods of preparation of Trial balance. **06**
(b) Differentiate between Book-keeping and Accountancy. **05**
(c) Journalize the following transactions in the book of Shri Manoj Tiwari, for the month of June 2021. **05**

June 2021		Rs.
1 June 2021	Started business with cash	20,00,000
2 June 2021	Purchased goods for cash	5,00,000
5 June 2021	Paid rent	10,000
10 June 2021	Paid advertise expenses	15,000
15 June 2021	Cash sales	25,000

- Q.7** (a) Enumerate various accounting concepts. Discuss any two in detail. **06**
(b) Write a note on balance sheet. Give the format of balance sheet. **05**
(c) Describe the duties of Budget officer. **05**
