



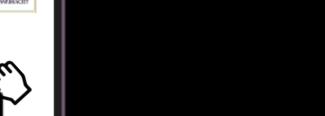




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## **1. In a drug store, the expiry dated drug formulations are called**

(a) Surplus items
(b) Scrap items
(c) Obsolete items
(d) Dormant items







## **1. In a drug store, the expiry dated drug formulations are called**

(a) Surplus items
(b) Scrap items
(c) Obsolete items
(d) Dormant items



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## 2. In economic order quantity, which of the following should be minimum

(a) Ordering cost and carrying cost
(b) Ordering cost
(c) Carrying cost
(d) Ordering quantity









## 2. In economic order quantity, which of the following should be minimum

(a) Ordering cost and carrying cost
(b) Ordering cost
(c) Carrying cost
(d) Ordering quantity







### **3. Inventories moving temporarily because of seasonal production are called**

(a) Obsolete items
(b) Surplus items
(c) Dormant items
(d) Scrap items







### **3. Inventories moving temporarily because of seasonal production are called**

(a) Obsolete items
(b) Surplus items
(c) Dormant items
(d) Scrap items







#### **4. ABC analysis means**

(a) Average better control(b) Annual better control(c) Always better control(d) Arbitrary better control







#### **4. ABC analysis means**

(a) Average better control
(b) Annual better control
(c) Always better control
(d) Arbitrary better control









# **5. Economic order quantity (EOQ) aims at minimizing**

(a) Carrying cost
(b) Both of carrying cost and ordering cost
(c) Ordering cost
(d) Suppliers price







# **5. Economic order quantity (EOQ) aims at minimizing**

(a) Carrying cost
(b) Both of carrying cost and ordering cost
(c) Ordering cost
(d) Suppliers price







### 6. ABC analysis is based on

(a) Unit price material(b) Consumption value of material(c) Storage value of material(d) All of the above









### 6. ABC analysis is based on

(a) Unit price material
(b) Consumption value of material
(c) Storage value of material
(d) All of the above









# 7. Reference check of the personnel is the process under

- (a) Compensation
- (b) Training
- (c) Evaluation
- (d) Recruitment









# 7. Reference check of the personnel is the process under

- (a) Compensation
- (b) Training
- (c) Evaluation
- (d) Recruitment









### 8. Which is the first in selection process

- (a) Preliminary interview
- (b) Application blank
- (c) Employment test
- (d) Scrutiny of applications









#### 8. Which is the first in selection process

- (a) Preliminary interview
- (b) Application blank
- (c) Employment test
- (d) Scrutiny of applications









#### **Explanation:**

- Application Blank: This is the first step where the applicant fills out a form providing basic information about their qualifications, experience, and personal details.
- □ It serves as the initial record of the candidate's interest in the position.







#### 9. In ABC analysis, the A items are

#### (a) 10%-20% of items and 70%-80% of the expenditures (b) 1%-2% of items and 70%-80% of expenditures (c) 10% - 20% of items and 90% - 95% of the expenditures (d) 1% - 2% of items and 90% - 95% of the expenditures



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#### 9. In ABC analysis, the A items are

#### (a) 10%-20% of items and 70%-80% of the expenditures (b) 1%-2% of items and 70%-80% of expenditures (c) 10% - 20% of items and 90% - 95% of the expenditures (d) 1% - 2% of items and 90% - 95% of the expenditures PHARMACY INDI



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### **10. B category items represents which of the following money value**

(a) 70-75%
(b) 15-20%
(c) 5-10
(d) 60-70%









### **10. B category items represents which of the following money value**

(a) 70-75%
(b) 15-20%
(c) 5-10
(d) 60-70%

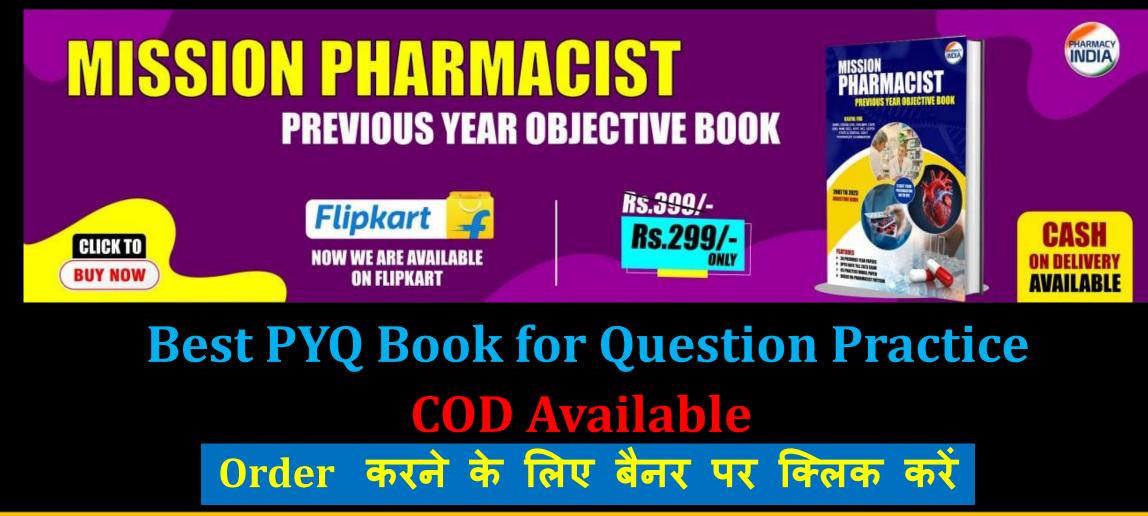




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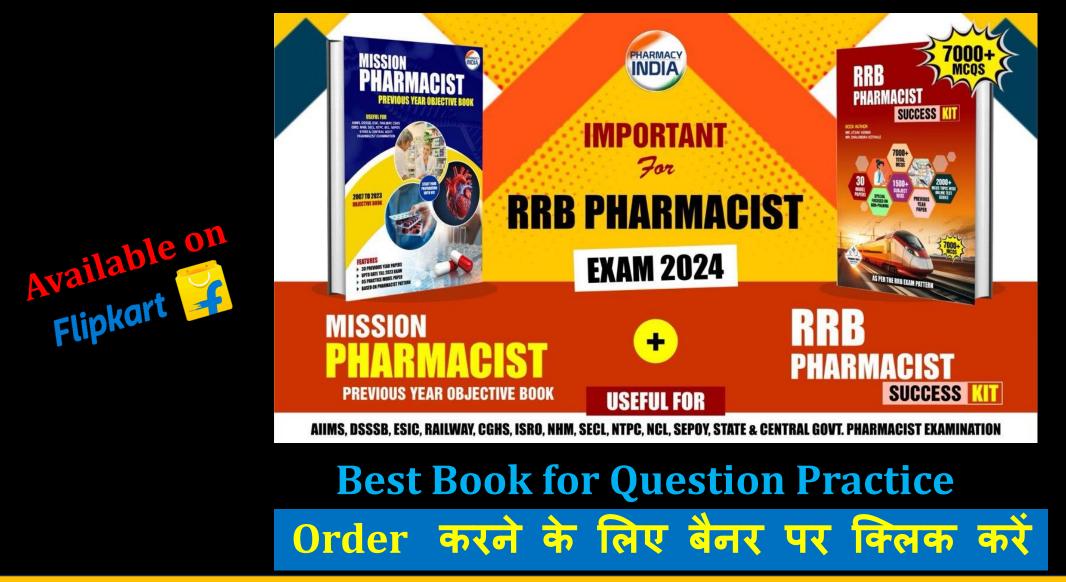




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### **11. Which is an important control technique that is useful in determining how much to order**

(a) ABC
(b) VED
(c) VEN
(d) EOQ





### 11. Which is an important)1ery control technique that is useful in determining how much to order

(a) ABC
(b) VED
(c) VEN
(d) EOQ







#### 12. VED analysis in inventory control stands for

(a) Vital Essential Drugs
(b) Vital Essential Desirable
(c) Very Essential Drugs
(d) Very Effective Drugs







#### 12. VED analysis in inventory control stands for

(a) Vital Essential Drugs
(b) Vital Essential Desirable
(c) Very Essential Drugs
(d) Very Effective Drugs







13. According to VED analysis for Inventory control, which suits the best PHARMACIST classified into three categories, V stands for Vital E stands for Essential

(a) Generally D stands for desirable

(b) Generally classified into three categories, Le, V stands for Various stands for Essential D stands for data

(c) Generally classified into three categories, ie, V stands for Vital: E stands for Evaluation; D stands for desirable

(d) Generally classified into three categories, ie, V stands for Vigorous; E stands for Evaluation D stands for Data



₩Ð



13. According to VED analysis for Inventory control, which suits the best LPHARMACIST classified into three categories, Le, V stands for Vital E stands for Essential

#### (a) Generally D stands for desirable

(b) Generally classified into three categories, Le, V stands for Various stands for Essential D stands for data

(c) Generally classified into three categories, ie, V stands for Vital: E stands for Evaluation; D stands for desirable

(d) Generally classified into three categories, ie, V stands for Vigorous; E stands for Evaluation D stands for Data



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14. The art of planning, organizing, staffing, motivating and controlling is called (a) Manufacturing (b) Advertising skills (c) Management HARMA INDIA (d) Marketing ረጋ Google Play

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14. The art of planning, organizing, staffing, motivating and controlling is called (a) Manufacturing (b) Advertising skills (c) Management HARMAC INDIA (d) Marketing ረጋ Google Play







15. In A, B, C analysis of inventory control, "A class" items are about number and nearly of the annual consumption value of the items of the total items in

(a) 15% and 80%
(b) 30% and 25%
(c) 50% and 10%
(d) 70% and 3%







15. In A, B, C analysis of inventory control, "A class" items are about number and nearly of the annual consumption value of the items of the total items in

(a) 15% and 80%
(b) 30% and 25%
(c) 50% and 10%
(d) 70% and 3%







#### 16. The inventory carrying cost is represented by items like

(i) Cost of insurance
ii) Cost of paper work
(iii) Cost of taxes
(iv) Cost of posting

(a) (i) and (ii)
(b) (i) and (iii)
(c) (ii) and (iii)
(d) (ii) and (iv)









#### 16. The inventory carrying cost is represented by items like

(i) Cost of insurance
ii) Cost of paper work
(iii) Cost of taxes
(iv) Cost of posting

(a) (i) and (ii)
(b) (i) and (iii)
(c) (ii) and (iii)
(d) (ii) and (iv)







#### 17. The items which consume 5% of the total budget of inventories, but represent only 50% of the total inventory are called

(a) A items
(b) B items
(c) C items
(d) None of these







#### 17. The items which consume 5% of the total budget of inventories, but represent only 50% of the total inventory are called

(a) A items
(b) B items
(c) C items
(d) None of these







## **18. The items which cannot be represented by inventory carrying cost is**

(a) Salaries of store keeper(b) Rent of storage(c) Paper and its typing(d) Losses in storage



Œ





## **18. The items which cannot be represented by inventory carrying cost is**

(a) Salaries of store keeper
(b) Rent of storage
(c) Paper and its typing
(d) Losses in storage









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**19.** A mercantile agent who negotiates purchase sale of goods on behalf of other parties (a) Commission agent (b) Factor (c) Auctioneer INDIA ረጌ (d) Broker Google Play Download PHARMACY INDIA





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**19.** A mercantile agent who negotiates purchase sale of goods on behalf of other parties (a) Commission agent (b) Factor (c) Auctioneer INDIA ረጌ (d) Broker Google Play Download PHARMACY INDIA





20. A merchant who can initiates entirely on buying and selling in large lots and doesn't engage in manufacturing or retaining operation (a) Pure wholesaler (b) Manufacturer wholesaler INDIA (c) Retailer wholesaler ረጌ Download (d) None of these PHARMACY INDIA App from play store





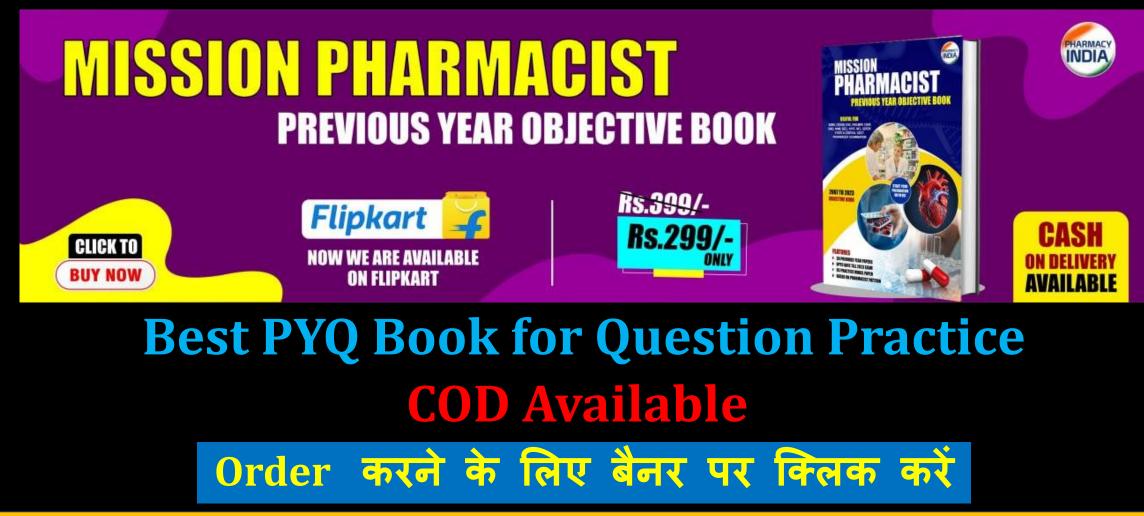
**20.** A merchant who can initiates entirely buying and selling in large lots and doesn't engage in manufacturing or retaining operation (a) Pure wholesaler **(b)** Manufacturer wholesaler INDIA (c) Retailer wholesaler ሪጋ (d) None of these Download PHARMACY INDIA App from play store



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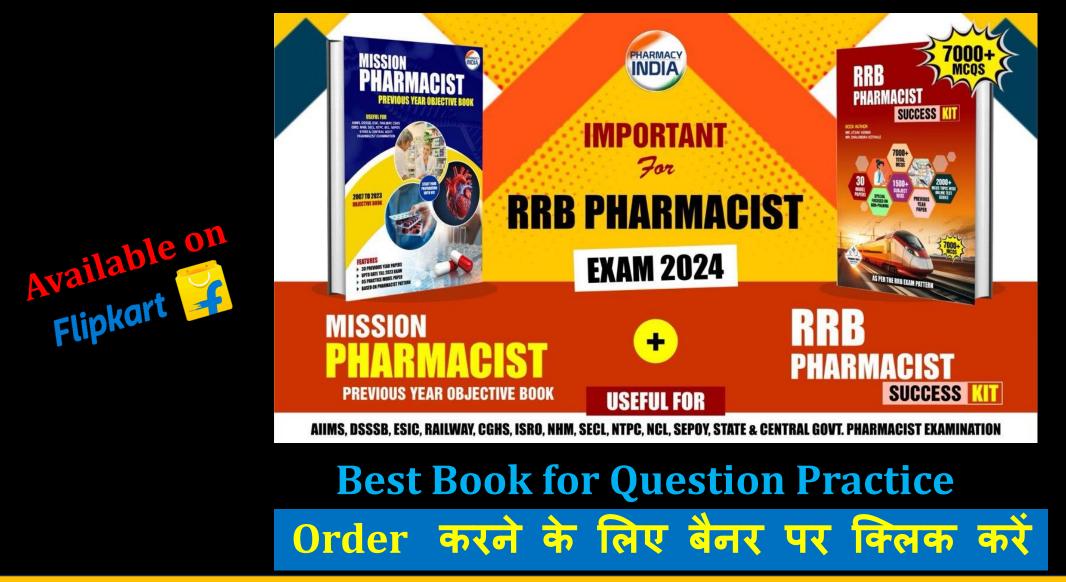




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## 21. The tenders which are called by advertisement are known as

(a) Open tenders(b) Limited tenders(c) Simple tenders(d) Oral tenders







## 21. The tenders which are called by advertisement are known as

(a) Open tenders
(b) Limited tenders
(c) Simple tenders
(d) Oral tenders



∰





## 22. Materials purchased are issued strictly in chronological order. This practice is called the

(a) HIFO method(b) FIFO method(c) NIFO method(d) LIFO method



Æ





## 22. Materials purchased are issued strictly in chronological order. This practice is called the

(a) HIFO method
(b) FIFO method
(c) NIFO method
(d) LIFO method







### 23. The minimum required area to open a retail drug store is

(a) 15 sqm
(b) 10 sqm
(c) 40 sqm
(d) 60 sqm







### 23. The minimum required area to open a retail drug store is

(a) 15 sqm
(b) 10 sqm
(c) 40 sqm
(d) 60 sqm







#### 24. Mail order business

(a) Wholesale trade(b) Retail trade by post(c) Direct selling trade(d) Retail trade







#### 24. Mail order business

(a) Wholesale trade
(b) Retail trade by post
(c) Direct selling trade
(d) Retail trade





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#### 25. The second step in selling process is

- (a) Pre-scale preparation
- (b) Prospecting
- (c) Approaching
- (d) Presentation





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#### 25. The second step in selling process is

(a) Pre-scale preparation

(b) Prospecting

(c) Approaching

(d) Presentation







#### **Explanation:**

The typical steps in the selling process are:

**1.Pre-sale Preparation**: This involves preparing for the sales process, including research and planning.

2.Prospecting: This is the second step, where the salesperson identifies potential customers or leads who might be interested in the product or service.
3.Approaching: After prospecting, the salesperson makes initial contact with the prospects.

**4.Presentation**: The salesperson presents the product or service to the prospects, showing how it meets their needs.







#### **26. Codification of items in a store ensures**

(a) Ambigutty in description(b) Repeat of inventory(c) Easy identification(d) Complicated specification of the item









#### **26. Codification of items in a store ensures**

(a) Ambigutty in description
(b) Repeat of inventory
(c) Easy identification
(d) Complicated specification of the item



Æ





## 27. The method in which a code is assigned to stored items for easy identification is called

(a) Block method
(b) Mnemonic method
(c) Combination method
(d) Alphanumeric method



Æ





## 27. The method in which a code is assigned to stored items for easy identification is called

(a) Block method
(b) Mnemonic method
(c) Combination method
(d) Alphanumeric method









### 28. The minimum area required in open a wholesale drug store is

(a) 110 sq.ft
(b) 108 sq.ft
(c) 100 sq.ft
(d) 120 sq.ft







### 28. The minimum area required in open a wholesale drug store is

(a) 110 sq.ft
(b) 108 sq.ft
(c) 100 sq.ft
(d) 120 sq.ft



∰



# 29. The tender issued only in those cases where an item of a proprietary nature or where repetitive order is to be issued in short period

(a) Oral tender(b) Limited tender(c) Single tender(d) Open tender



Æ





# 29. The tender issued only in those cases where an item of a proprietary nature or where repetitive order is to be issued in short period

(a) Oral tender
(b) Limited tender
(c) Single tender
(d) Open tender







### **30. Coding of items helps in**

(a) Handling of store items
(b) Reduction of items
(c) Standardization of drug
(d) All of these









### **30. Coding of items helps in**

(a) Handling of store items
(b) Reduction of items
(c) Standardization of drug
(d) All of these



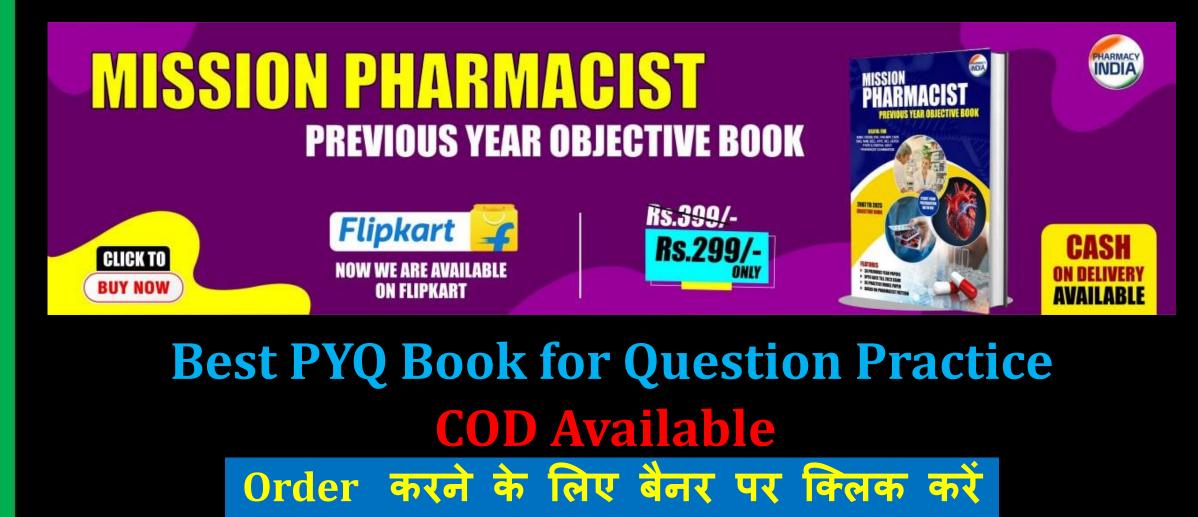




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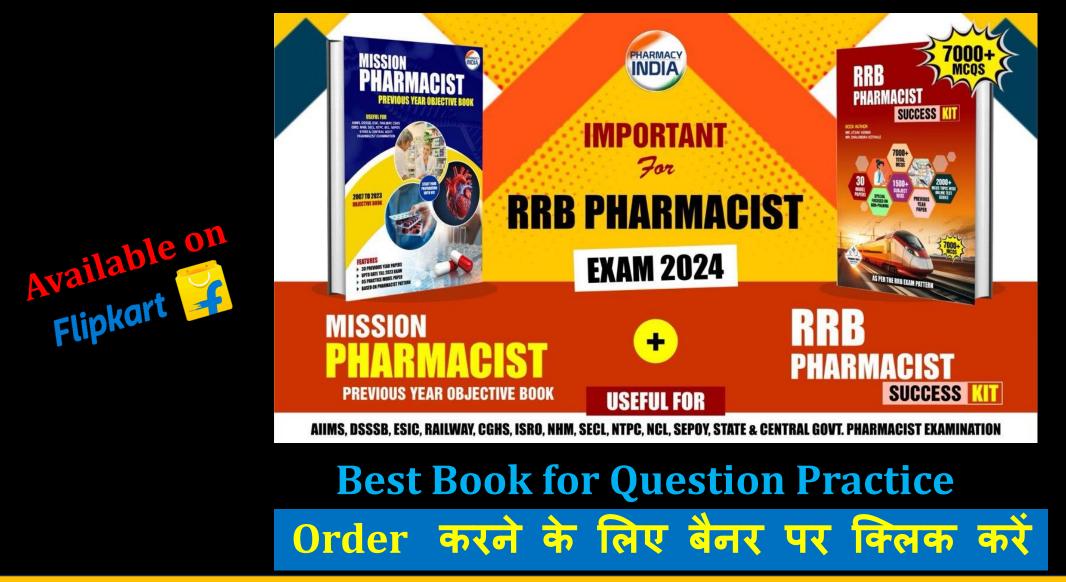




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#### 31. Mercantile agent also known as

(a) Agent medieman
(b) Functional muddieman
(c) Both Agent middleman and Functional
(d) None of these







#### 31. Mercantile agent also known as

(a) Agent meddleman
(b) Functional middleman
(c) Both Agent middleman and Functional
(d) None of these



Æ





## 32. Which of the following statements is war for drug retailer

(a) Sells drugs for resale
(b) Middleman between wholesaler and consumer
(c) Does not provide patient counselling service
(d) Location of shop is not important









## 32. Which of the following statements is war for drug retailer

(a) Sells drugs for resale
(b) Middleman between wholesaler and consumer
(c) Does not provide patient counselling service
(d) Location of shop is not important



Æ





### **33. The channel involving retailers and wholesalers is**

(a) The primary(b) The secondary channel(c) The typical channel(d) The marketing channel









### **33. The channel involving retailers and wholesalers is**

(a) The primary
(b) The secondary channel
(c) The typical channel
(d) The marketing channel







#### 34. Itinerant retailers work with

(a) Small capital investment(b) Unlimited financial resources(c) Public funds(d) Large capital investment



Æ





#### 34. Itinerant retailers work with

(a) Small capital investment
(b) Unlimited financial resources
(c) Public funds
(d) Large capital investment









35. Which of the following are essential qualities

- of a salesman
- (a) Moral
- (b) Vocational
- (c) Mental(d) All of these







35. Which of the following are essential qualities

- of a salesman
- (a) Moral
- (b) Vocational
- (c) Mental
- (d) All of these







36. Sales return means goods returned to the

- supplier due to
- (a) Good quality
- (b) Defective quality
- (c) Super quality
- (d) None of these







#### 36. Sales return means goods returned to the

#### supplier due to

- (a) Good quality
- (b) Defective quality
- (c) Super quality
- (d) None of these







### **37. A ------ is the end party in the pharmaceutical marketing channel**

(a) Consumer
(b) Physician
(c) Retailer
(d) Pharmacist







### **37. A ------ is the end party in the pharmaceutical marketing channel**

(a) Consumer
(b) Physician
(c) Retailer
(d) Pharmacist







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#### 38. In the sale price of bulk drugs, a post-tax return \_\_\_\_\_ of percentage on net worth is (a) 22 **(b)** 26 (c) 12 INDIA ሪጋ (d) 14 Google Play Download PHARMACY INDIA



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#### 38. In the sale price of bulk drugs, a post-tax return \_\_\_\_\_ of percentage on net worth is (a) 22 **(b)** 26 (c) 12 INDIA ሪጋ (d) 14 Google Play Download PHARMACY INDIA



#### **39. Which one act as middlemen between wholesalers and consumers**

(a) Retailer(b) Wholesalers(c) Street traders(d) Market traders







#### **39. Which one act as middlemen between wholesalers and consumers**

(a) Retailer
(b) Wholesalers
(c) Street traders
(d) Market traders



Æ





### 40. Which kind of retailer does not travel around looking for customer

(a) Itinerant retailer
(b) Fixed shop retailer
(c) Small-scale retail shop
(d) Second-hand goods shop









### 40. Which kind of retailer does not travel around looking for customer

(a) Itinerant retailer
(b) Fixed shop retailer
(c) Small-scale retail shop
(d) Second-hand goods shop



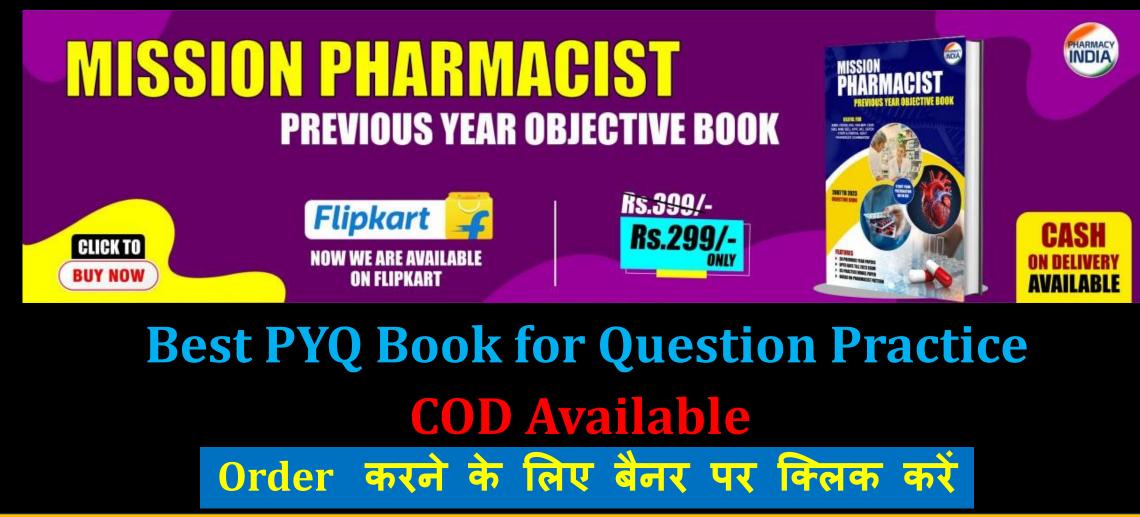




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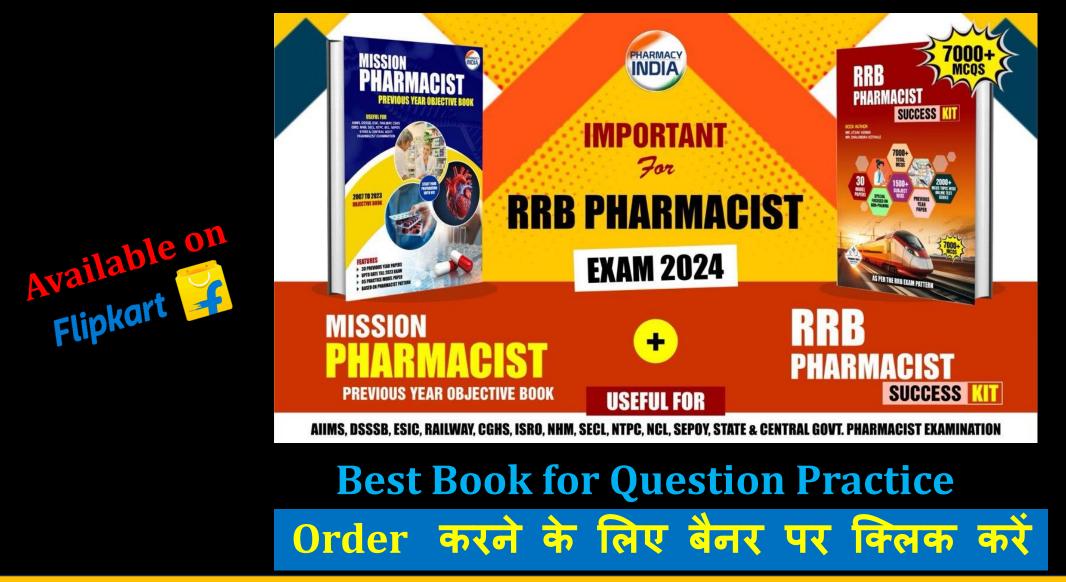




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41. The science to examine and check the accuracy of the recorded transactions is called (a) Inventory control (b) Book-keeping (c) Accountancy (d) Banking Google Play PHARMACY INDIA App from play store





41. The science to examine and check the accuracy of the recorded transactions is called (a) Inventory control (b) Book-keeping (c) Accountancy INDIA (d) Banking ሪጋ Google Play Download PHARMACY INDIA App from play store





### 42. On the basis of ownership, industries are following categories EXCEPT

(a) Public sector
(b) Private sector
(c) joint sector
(d) Cottage industries



Æ



### 42. On the basis of ownership, industries are following categories EXCEPT

(a) Public sector
(b) Private sector
(c) joint sector
(d) Cottage industries



Æ



### 43. The lower limit below which the stock of item, should not normally be allowed to fall is any

(a) Lead stock
(b) Average stock
(c) Buffer stock
(d) Reorder stock







### 43. The lower limit below which the stock of item, should not normally be allowed to fall is any

(a) Lead stuck
(b) Average stock
(c) Buffer stock
(d) Reorder suck



Æ





44. injury in a person walking in front of a drug store is classified as what type of insurance coverage

(a) Fire insurance
(b) Demolition insurance
(c) Casualty insurance
(d) indirect damage insurance







44. injury in a person walking in front of a drug store is classified as what type of insurance coverage

(a) Fire insurance
(b) Demolition insurance
(c) Casualty insurance
(d) indirect damage insurance







### 45. Which among the following is NOT a basic components of drug store management

# (a) Drug policy, laws and regulations (b) Selection of drugs (c) Storage and distribution (d) Purchase of drug by customers









### 45. Which among the following is NOT a basic components of drug store management

# (a) Drug policy, laws and regulations (b) Selection of drugs (c) Storage and distribution (d) Purchase of drug by customers









46. Which of the following is not a fundamental (primary) factor considered for selection of a location for the construction of pharmaceutical chemical plant

(a) Soil(b) Market for products(c) Labour supply(d) Raw materials







46. Which of the following is not a fundamental (primary) factor considered for selection of a location for the construction of pharmaceutical chemical plant

(a) Soil
(b) Market for products
(c) Labour supply
(d) Raw materials







# 47. An Industry manufacturing a chemical by a standardized chemical reaction is called

(a) Processing industry(b) Analytical industry(c) Extractive Industry(d) Synthetic industry









# 47. An Industry manufacturing a chemical by a standardized chemical reaction is called

(a) Processing industry(b) Analytical industry(c) Extractive Industry(d) Synthetic industry









48. Partners who are neither entitled in take part in the management nor do they invest and get a share of profits are

(a) Silent partners(b) Partners by estoppel(c) Nominal partner(d) Limited partner







48. Partners who are neither entitled in take part in the management nor do they invest and get a share of profits are

(a) Silent partners
(b) Partners by estoppel
(c) Nominal partner
(d) Limited partner







# **49. Profits do not have in be shared. This statement refers**

(a) Company
(b) joint Hindu Family business
(c) Sole proprietorship
(d) Partnership







# **49. Profits do not have in be shared. This statement refers**

(a) Company
(b) joint Hindu Family business
(c) Sole proprietorship
(d) Partnership









### 50. Sole proprietorship also known as

(a) One man Business(b) Partnership business(c) joint stock Company(d) Private company







### 50. Sole proprietorship also known as

(a) One man Business
(b) Partnership business
(c) joint stock Company
(d) Private company







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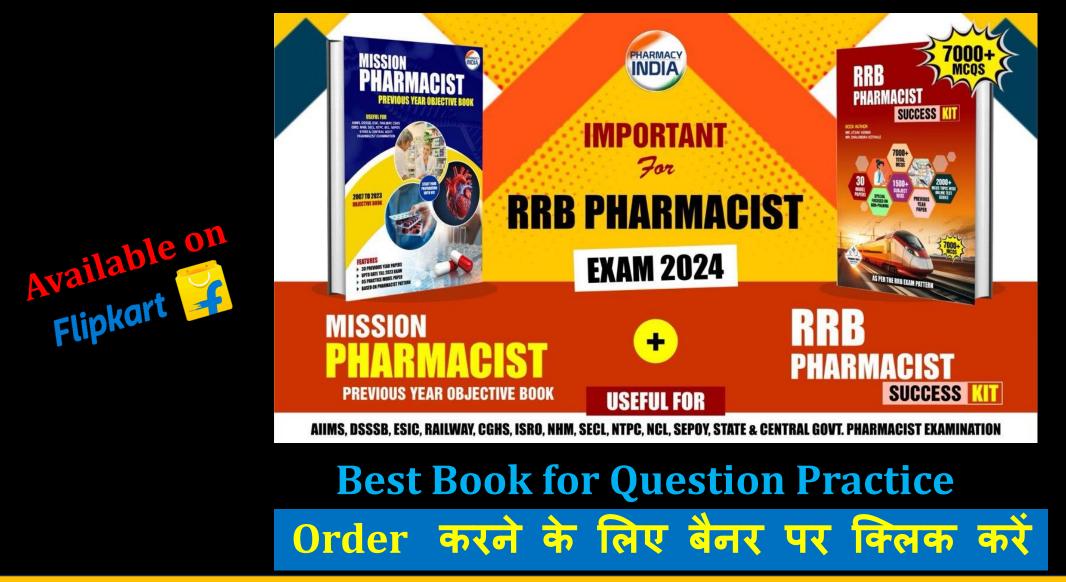
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