

THE TAMIL NADU DR. M.G.R. MEDICAL UNIVERSITY

[BPHARM 0921]

SEPTEMBER 2021  
(FEBRUARY 2021 EXAM SESSION)

Sub. Code: 4272

B. PHARMACY DEGREE EXAMINATION  
FOURTH (FINAL) YEAR – (NON-SEMESTER)  
PAPER VI - PHARMACEUTICAL JURISPRUDENCE AND  
PHARMACY BUSINESS MANAGEMENT

*Q.P. Code: 564272*

Time: Three hours

Answer ALL questions

Maximum: 100 Marks

SECTION – A  
(PHARMACEUTICAL JURISPRUDENCE)

I. Elaborate on: (1 x 20 = 20)

1. a) Discuss the constitution and functions of Drugs Technical Advisory Board.
- b) Describe the constitution and functions of State Pharmacy Council.

II. Write notes on: (4 x 5 = 20)

1. Drugs enquiry committee.
2. Mention the labeling requirement of ophthalmic preparation.
3. New Drug Policy.
4. Explain the Schedule-N.

III. Short answers on: (5 x 2 = 10)

1. Adulterated Drug.
2. Repacking License.
3. Registered Pharmacist.
4. Spurious cosmetic.
5. Import of Drugs for personal use.

SECTION B  
(PHARMACY BUSINESS MANAGEMENT)

I. Elaborate on: (1 x 20 = 20)

1. Explain salesmanship. Discuss the various steps in selling process. Write the advantages of salesmanship.

II. Write notes on: (4 x 5 = 20)

1. Write the main features of multiple shops.
2. Discuss the different stages of detailing.
3. How to evaluate pharmacist.
4. Salient feature of planning.

III. Short answers on: (5 x 2 = 10)

1. What do you know about coordinating?
2. Mail Order Business.
3. Explain Multiple Shops.
4. Compensation to the pharmacist.
5. Differentiate between oral and written communication.

\*\*\*\*\*