APRIL - 1990

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SECOND B.Pharm. DEGREE EXAMINATION, APRIL 1990

PHARMACEUTICAL ADMINISTRATION, INDUSTRIAL BUSINESS MANAGEMENT ~~AND HOSPITAL PHARMACY~~

Time : Three hours. Maximum : 75 marks.

Answer any FIVE questions.

1. (a) Explain the law of demand. What are its assumptions ? (8)

(b) What do you understand by workers participation in management ? (7)

2. (a) Briefly explain the procedure of importing goods. (8)

(b) What is a contract of insurance ? What are its important characteristics ? (7)

3. (a) What do you mean by scientific advertising ? (8)

(b) What measures would you take to promote the sale of pharmaceutical products ? (7)

4. Briefly explain :

(a) Theory of comparative cost.

(b) Market research.

(c) Hospital pharmacy. (15)

5. (a) What are the important functions of management ? (8)

(b) How are the poisons required to be stored in a chemists shop ? (7)

6. (a) Explain double entry book keeping. (8)

(b) What is a balance sheet ? State its importance. (7)

7. Write short notes on any *three* :

(a) Endorsement.

(b) Demand schedule.

(c) Insurable interest.

(d) Window display. (15)

OCTOBER - 1990

015

SECOND B.Pharm. DEGREE EXAMINATION,
OCTOBER 1990.

Paper III — PHARMACY ADMINISTRATION AND INDUSTRIAL BUSINESS MANAGEMENT

Time : Three hours. Maximum : 75 marks.

Answer any FIVE questions.

1. (*a*) Explain the elasticity of demand. What factors are influencing it ? (8)

   (*b*) "The basic economic problem is the problem of economising the scarce resources". Discuss. (7)

2. (*a*) What are the important shipping documents and explain their uses in foreign trade ? (8)

   (*b*) What are the marketing problems of pharmaceutical manufacturers ? (7)

3. (a) Discuss the important functions of management. (8)

   (*b*) What do you mean by retail and wholesale drug store ? (7)

4. (*a*) Point out the important features of General Insurance. (8)

   (*b*) Describe scientific advertising. (7)

5. Briefly explain :

   (*a*) Offer and acceptance.

   (*b*) Filing and index system.

   (*c*) Labour legislation. (15)

6. (*a*) What do you mean by final accounts ? What is an adjusting entry ? (8)

   (*b*) Distinguish between a simple cash book and columnar cash book. (7)

7. Write short notes on any *three* :

   (*a*) Trade discount.

   (*b*) Trade expense.

   (*c*) Trade mark.

   (*d*) Trade union. $(3 \times 5 = 15)$

APRIL - 1991

040

SECOND B. PHARM. DEGREE EXAMINATION, APRIL 1991.

Paper III — PHARMACY ADMINISTRATION AND INDUSTRIAL BUSINESS MANAGEMENT

Time : Three hours. *Maximum : 75 marks.*

Answer any FIVE questions.

All questions carry equal marks.

1. (a) How does controlled pricing affect the demand and supply of goods ? Explain with examples. (8 marks)

   (b) What are the important limitations of the Law of diminishing marginal utility ? (7 marks)

2. (a) What formalities are to be complied with, for importing goods into India ? (8 marks)

   (b) Explain the theory of Comparative Cost. (7 marks)

3. (a) What is a Contract of Insurance ? Point out the important characteristics. (8 marks)

   (b) Briefly state the labour welfare measures implemented by the Govt. of Tamilnadu. (7 marks)

4. (a) What measures would you take to promote the sale of pharmaceutical products ? (8 marks)

   (b) What are the restrictions imposed on the sale of poisons in India ? (7 marks)

5. Briefly explain any *three* of the following :

   (a) Window dressing

   (b) Assessment year

   (c) Methods of filing

   (d) Market research. (15 marks)

6. (a) What do you mean by double entry book-keeping ? Explain with examples. (8 marks)

   (b) What is a Trial Balance ? Name the errors not disclosed by the Trial Balance. (7 marks)

7. Write short notes on any *three* of the following :

   (a) Double insurance

   (b) Telex

   (c) Multiple shops

   (d) Trade Union. (15 marks)

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APRIL - 1993

[RS 538]

SECOND B.Pharm. DEGREE EXAMINATION.

(Old Regulations)

Paper III — PHARMACY ADMINISTRATION AND INDUSTRIAL BUSINESS MANAGEMENT

Time : Three hours, Maximum : 75 marks

Answer any FIVE questions.

1. (a) Explain the Law of Supply. (8)

   (b) What are the objectives and functions of Trade Unions? (7)

2. (a) Explain the procedure of exporting goods. (8)

   (b) What are the principles of insurance. (7)

3. (a) Explain 'Scientific advertising'. (8)

   (b) What are the factors governing sale? (7)

4. (a) Explain the different methods of filing system. (8)

   (b) What are the functions of commercial office? (7)

5. (a) Explain the term 'Market Research'. (8)

   (b) What are the marketing problems of pharmaceutical manufacturers? (7)

6. (a) Explain the Factory and Shop Establishment Act. (8)

   (b) What are the essential features of a valid contract? (7)

7. Write short notes on any three : (3 x 5 = 15)

   (a) Law of demand.

   (b) Labour welfare.

   (c) Commercial correspondence.

   (d) Capital and Revenue expenditure.

APRIL - 1993

[R S 5 4 3]

SECOND B.Pharm. DEGREE EXAMINATION

(New Regulations)

Paper III — PHARMACY ADMINISTRATION AND INDUSTRIAL BUSINESS MANAGEMENT

Time : Three hours. Maximum : 75 marks.

SECTION A — (6 × 5 = 30 marks)

Answer any SIX questions.

1. Is Economics a science or an art ?

2. What are the general conditions affecting the supply of labour ?

3. Define the term trade union. How it can be registered ?

4. What are the bases for International trade ?

5. Explain the term 'Balance of payment'.

6. What is a wholesale pharmacy ?

7. What are the essentials of a good filing system ?

8. Explain the accounting principles in brief.

9. Why is the distinction between capital and revenue of great importance in accounting ?

SECTION B — (3 × 15 = 45 marks)

Answer any THREE questions.

10. Explain the Law of Demand with adequate examples.

11. What are the fundamental principles of Insurance ? Distinguish between Fire Insurance and Marine Insurance.

12. What is Foreign Exchange rate ? How is Foreign Exchange rate determined in a free Foreign Exchange market ?

13. What is meant by Indexing ? Explain the merits and limitations of any two types of Indexing.

14. What is a trial balance ? Is agreement of a trial balance a conclusive proof of accuracy of books of accounts ? Discuss.

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NOVEMBER - 1993

[P R 155]

SECOND B. Pharm DEGREE EXAMINATION

(Old Regulations)

Paper III PHARMACY ADMINISTRATION AND INDUSTRIAL BUSINESS MANAGEMENT

Time : Three hours Maximum Marks : 75

Answer any FIVE questions

1. (a) State and explain the Law of supply with suitable examples. (8)

   (b) Explain the term consumer's surplus with diagram. (7)

2. (a) Discuss the different methods of Exchange control. [8]

   (b) What are the characteristics of a good advertisement copy. (7)

3. (a) What is meant by indexing? Explain the merit of any two type of Indexing. (8)

   (b) Explain the functions of commercial correspondence. (7)

4. (a) List the different types of Insurance policies. (8)

   (b) What is meant by Acceptance ? State its essentials. (7)

5. (a) What privileges are enjoyed by a registered Trade Union under the Trade union Act 1926? (8)

   (b) What are the basic principles of Accountancy ? (7)

6. Briefly Explain (3 x 5 = 15)

   (a) Product Mix

   (b) Sales promotion.

   (c) Market research

7. Write short notes on any THREE (3 x 5 = 15)

   (a) consideration

   (b) Balance sheet

   (c) Balance of payment

   (d) Capital Expenditure.

NOVEMBER - 1993

[P R 160]

Second B. Pharm DEGREE EXAMINATION

(New Regualtion)

Paper III PHARMACY ADMINISTRATION AND INDUSTRIAL BUSINESS MANAGEMENT

Time : Three hours   Maximum : 75 Marks

SECTION A   (6 x 5 = 30 marks)

Answer any SIX Questions

1. What are the forms of production?
2. Distinguish between subrogation and contribution in insurance.
3. How is the trade union registered?
4. What is a co-operative sales?
5. Enumerate the Merits of Departmental filing
6. Define a contract. What is the distinction between an agreement and a contract?
7. Distinguish between departmental and Multiple shops.
8. What is a Journal ? Explain the rules for making journal entries
9. How will you prepare the profit and Loss account?

SECTION B   (3x 15 = 45 marks)

Answer any THREE Questions

10. Explain the terms 'demand schedules' and demand curves with suitable examples
11. What are the functions of Foreign Exchange Market?
12. What are the Factors governing the sales?
13. What is the need for effective commercial correspondence ?
14. What is the meaning of a trial balances ? Is agreement of a trial balance a conclusive proof of the accuracy of books of accounts ? Discuss.

NOVEMBER - 1994

[ND 577]

Second B.Pharm Degree Examination

(New Regulation)

Paper III - PHARMACY ADMINISTRATION AND INDUSTRIAL BUSINESS MANAGEMENT

Time : Three hours   Maximum : 75 marks

SECTION - A   ($6 \times 5 = 30$)

Answer any SIX questions

1. What are the objectives of Trade Union ?
2. Define the term Consumer's surplus.
3. What is a Co-operative sales ?
4. Enumerate the Merits of Departmental filing.
5. List the different types of Insurance policies
6. What is sales promotion.
7. What is meant by acceptance ? State its essentials.

SECTION - B   ($3 \times 15 = 45$)

Answer any Three Questions

1. Explain the theory of Comparative cost.
2. Compare and contrast departmental stores with multiple shops.
3. Briefly explain :
   a) Consumer goods
   b) Product planning
   c) Market Segmentation
4. State and explain the Law of Demand and the features of Modern Production.
5. What is the need for effective Commercial Correspondence.

APRIL - 1995

[SB 579]

Second B. Pharm Degree Examination

Common to New & Revised Regulations)

Paper III - PHARMACY ADMINISTRATION AND INDUSTRIAL BUSINESS MANAGEMENT

Time : Three hours Maximum : 75 marks

SECTION—A

Answer any SIX questions (6×5=30)

1. State the law of demand?
2. What are the various types of insurance?
3. What are the rules of accounting?
4. What is the difference between inland and foreign trade?
5. How is filing and indexing system important to a business?
6. What are the special features of sale of pharmaceutical products
7. What do you mean by commercial correspondence?

SECTION—B (3×15=45)

Answer any THREE questions.

1. Explain the various factors governing sales?
2. Write short notes on:
   a) Market research
   b) Co-operative sales
   c) Consumer's surplus
3. What are the factors affecting demand and supply of labour.
4. What is meant by scientific advertising? Explain its objectives and advantages.
5. Compare and contrast departmental stores with multiple shops.

NOVEMBER - 1995

[MB 709]

Second B. Pharm Degree Examination

(New Regulations)

Paper III - PHARMACY ADMINISTRATION AND INDUSTRIAL BUSINESS MANAGEMENT

Time : Three hours Maximum : 75 marks

Answer Sections A and B in separate answer books

SECTION—A (6X5=30)

Answer any SIX questions

1. What are the functions of Trade unions ?
2. List the merits of departmental filling ?
3. What is a multiple shop ?
4. What are the different labour welfare measures to be provided with the industrial labour.
5. Give a brief account on market research ?
6. What are the principles of double entry system of Book-keeping ?
7. Examine the principles of Insurance in general.

SECTION - B (3X15=45)

Answer any Three questions

1. Examine the law of demand with suitable examples.
2. Explain the comparative cost theory of international Trade.
3. Give a brief account on
   a) Departmental store
   b) Advertisement
   c) Commercial correspondence
4. Discuss the important provisions of shops and establishment act.
5. Distinguish between capital and revenue expenditure and give a few example of both the expenditure.

APRIL - 1996

[AK 709] Subject Code : 4168

Second B. Pharm Degree Examination

(Common to Old / New / Revised Regulations)

Paper III - PHARMACY ADMINISTRATION AND INDUSTRIAL BUSINESS MANAGEMENT

Time : Three hours Maximum : 75 marks.

Answer Sections A and B in separate answer books

SECTION—A (6×5=30)

Answer any SIX questions.

All questions carry equal marks.

1. What are the basic principles of an organisation structure ?
2. Mention the basic reason for International Trade and other factors affecting the same.
3. Distinguish between Departmental stores and multiple shops.
4. Define Scientific Advertising and state the various stages involved in it.
5. Give the meaning of the term 'Supply of Labour' and state the factors on which it depends.
6. What is the purpose of indexing ? What are the various types of indexes ?
7. What is a Trial balance ? What purpose does it serve ?

SECTION—B (3×15=45)

Answer any THREE questions.

All questions carry equal marks.

1. What do you understand by 'Elasticity of Demand'? List and explain the important factors which determine and affect elasticity of demand for a given product.
2. Explain the essential requirements of a filing system and the essentials of a good filing system.
3. How are the marketing activities classified in general ? Explain with a special reference to merchandising activities.
4. Write short notes on :
   a) Columnar petty cash book
   b) Voidable contract
   c) Exchange rate
5. Write a detailed note on some of the most important and pressing problems of the Trade Unions in India.

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OCTOBER - 1997

[MS 708] **Sub. Code : 4173**

SECOND B.Pharm. DEGREE EXAMINATION.

(Common to New/Revised Regulations)

Paper III — PHARMACY ADMINISTRATION AND INDUSTRIAL BUSINESS MANAGEMENT

Time : Three hours Maximum : 75 marks

Answer Sections A and B in separate answer books.

SECTION A — (6 × 5 = 30 marks)

Answer any SIX questions.

All questions carry equal marks.

1. Describe "Law of Demand" and "Law of Supply" with suitable examples.

2. Give a brief account of various labour legislations which are in force in India.

3. Explain the term "Marine Insurance".

4. Describe briefly about the various systems of "Filing and Indexing".

5. What are the various channels of distribution in Pharmaceutical Industry?

6. Explain the difference between "Inland and Foreign Trade".

7. Give an account of "Columnar Cash Book".

SECTION B — (3 × 15 = 45 marks)

Answer any THREE questions.

All questions carry equal marks.

8. What are the various Labour Welfare measures in force in India? Explain the role of "Trade Union" in achieving the above objects.

9. Explain the various steps to be followed in exporting goods.

10. Define the term "Scientific Advertising". What are various media of Advertisement used in pharmaceutical marketing?

11. Describe the term "Double Entry System of Book-keeping". Discuss the importance of Trial Balance and Balance Sheet.

12. Explain the term "Market Research". What are the various methods of conducting market research?

[SV 708] Sub. Code : 4173

SECOND B.Pharm. DEGREE EXAMINATION.

(Common to New Regulations/Revised Regulations)

Paper III — PHARMACY ADMINISTRATION AND INDUSTRIAL BUSINESS MANAGEMENT

Time : Three hours Maximum : 75 marks

Answer Sections A and B in separate answer books.

SECTION A — (6 × 5 = 30 marks)

Answer any SIX questions.

1. Explain the general principles of Accounting.
2. Define Law of Contract.
3. What are the principles of insurance in general?
4. What is a Trial Balance?
5. What are the principles governing International Trade?
6. Describe Co-operative Sales.
7. Give a brief account on Market research.

SECTION B — (3 × 15 = 45 marks)

Answer any THREE questions.

8. State Law of Demand. Discuss its applications and limitations with suitable examples.

9. Distinguish between Departmental Stores and Multiple Shops.

10. Discuss the various labour welfare measures to be provided by an employer to his employees under the existing laws.

11. What is the purpose of filing and indexing? Describe the various methods of filing and indexing to be adopted in an organisation.

12. Write notes on :

(a) Balance sheet

(b) Scientific advertising

(c) Retail pharmacy.

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[SM 708] Sub. Code : 4173

SECOND B.Pharm. DEGREE EXAMINATION.

(Common to New/Revised Regulations)

Paper III — PHARMACY ADMINISTRATION AND INDUSTRIAL BUSINESS MANAGEMENT

Time : Three hours Maximum : 75 marks

Answer Sections A and B in separate answer books.

SECTION A — (6 × 5 = 30 marks)

Answer any SIX questions.

1. Explain the double entry system of Book–Keeping.
2. Explain the term consumer's surplus.
3. What is meant by commercial correspondence?
4. What is a Balance Sheet?
5. Describe the principles of Marine Insurance.
6. What do you mean by Departmental stores?
7. Give a brief account on Market research.

SECTION B — (3 × 15 = 45 marks)

Answer any THREE questions.

8. Discuss the comparative cost theory of International trade. What are the limitations of the theory?
9. Explain the laws of demand and supply with suitable examples.
10. How is the Trade union registered? What are the objectives and problems of Trade Unions?
11. Explain the mode of scientific advertising with its advantages.
12. Write notes on :
    (a) Multiple shops.
    (b) Law of contract.
    (c) Wholesale pharmacy.

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APRIL - 1999

[SG 711] Sub. Code : 4186

SECOND B.Pharm. DEGREE EXAMINATION.

(Revised Regulations)

Paper VI — PHARMACY ADMINISTRATION AND INDUSTRIAL BUSINESS MANAGEMENT

Time : Three hours Maximum : 75 marks

Answer Sections A and B in separate answer books.

SECTION A — (6 × 5 = 30 marks)

Answer any SIX questions.

1. What are the functions of Trade Unions?

2. What are the principles governing International Trade?

3. What is the difference between inland and foreign trade?

4. What is a Trial Balance?

5. What is Foreign Exchange rate?

6. Explain the law of demand.

7. What is a retail pharmacy?

SECTION B — (3 × 15 = 45 marks)

Answer any THREE questions.

8. What are the different Labour Welfare measures to be provided with the Industrial Labour?

9. Explain the various factors governing sales.

10. Write the procedure for Exporting and importing of goods.

11. What is a double entry system? Discuss in detail about Ledger posting.

12. Explain briefly :

(a) Scientific advertisement.

(b) Commercial correspondence

(c) Filing and indexing system.

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OCTOBER - 1999

[KA 711] **Sub. Code : 4186**

SECOND B.Pharm. DEGREE EXAMINATION.

Paper VI/V — PHARMACY ADMINISTRATION AND INDUSTRIAL BUSINESS MANAGEMENT

Time : Three hours Maximum : 75 marks

Answer Sections A and B in separate answer sheets.

SECTION A — (6 × 5 = 30 marks)

Answer any SIX questions.

1. Explain the Trade Marks Act briefly.
2. Write a brief account on Sales promotion.
3. What is a Wholesale Pharmacy?
4. What is a Ledger?
5. What is the purpose of Indexing? What are the various types of Indexes?
6. What is a Co–operative Sales?
7. Explain Factory and Shops Establishments Act.

SECTION B — (3 × 15 = 45 marks)

Answer any THREE questions.

8. What are the principles of Insurance Contract? Explain in detail about Marine Insurance.
9. What are the special features of Sales of Pharmaceutical products?
10. Compare and contrast Departmental Stores with Multiple Shops.
11. State and explain the Law of Demand and the features of Modern Production.
12. Write short notes on :
    (a) Trial Balance
    (b) Trade Union
    (c) Market Research.

APRIL - 2000

[KB 711] **Sub. Code : 4186**

SECOND B.Pharm. DEGREE EXAMINATION.

(Revised Regulations)

Paper VI — PHARMACY ADMINISTRATION AND INDUSTRIAL BUSINESS MANAGEMENT

Time : Three hours Maximum : 75 marks

Answer Sections A and B in separate answer books.

SECTION A — (6 × 5 = 30 marks)

Answer any SIX questions.

1. What is a 'Balance Sheet'? Detail the various items which are included in a balance sheet.

2. What are the difference between a departmental store and a multiple shops?

3. Give a brief account about whole salers and retail pharmacy.

4. Explain the term "Profit and Loss Account". How is it prepared? What is the need for preparing a profit and loss account?

5. Explain the principles of Insurance in general.

6. Explain the term marketing and also the various factors for marketing.

7. Discuss the factors governing sales.

SECTION B — (3 × 15 = 45 marks)

Answer any THREE questions.

8. Explain the term 'ledger'. How will you make posting from a journal and cash book to a ledger?

9. What is meant by 'trade'? Discuss about Inland and Foreign trade.

10. What are the various factors to be considered in factory organisation and management?

11. Describe the essential features of Shops Establishment Act.

12. Write notes on :

    (a) Trade mark

    (b) Scientific Advertisement.

    (c) Indexing system.

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OCTOBER - 2000

[KC 711] **Sub. Code : 4186**

SECOND B.Pharm. DEGREE EXAMINATION.

(Revised Regulations)

Paper VI — PHARMACY ADMINISTRATION AND INDUSTRIAL BUSINESS MANAGEMENT

Time : Three hours Maximum : 75 marks

Answer Sections A and B in separate answer books.

SECTION A — (6 × 5 = 30 marks)

Answer any SIX questions.

1. What are the different methods for preparing trial balance?

2. Explain about 'Trade Mark' and 'Patent Rights'.

3. Discuss the main functions of management.

4. Write about the principles of filing and indexing system.

5. Explain the factors governing sale and sale promotion.

6. Explain the terms trade and foreign trade.

7. Write the main features of multiple shop.

SECTION B — (3 × 15 = 45 marks)

Answer any THREE questions.

8. Explain the important features of Co-operative sales.

9. Discuss the steps to be taken for the organisation and working of commercial offices.

10. Define 'Accounting'. Describe the main objectives and different branches of accounting.

11. Explain the principles of Insurance, Fire Insurance and Marine Insurance.

12. Write notes on :

    (a) Retail pharmacy.

    (b) Departmental stores.

    (c) Whole sales.

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