

August 2011

(KZ 4272)

Sub. Code: 4272

FOURTH B.PHARM. EXAMINATION
(Common to regulations 2004 – III year candidates)
PHARMACEUTICAL JURISPRUDENCE AND
PHARMACY BUSINESS MANGEMENT
Q.P. Code : 564272

Time : Three hours

Maximum : 100 marks

Answer Section A and B in SEPARATE Answer Book.

SECTION – A
(PHARMACEUTICAL JURISPRUDENCE)

I. Long Essays **(1 x 20 = 20)**

1. Write in brief about the Medical Termination of Pregnancy acts and Rules.

II. Short Notes **(4 x 5 = 20)**

1. Discuss how sale price of bulk drug is fixed.
2. Discuss in brief about the manufacture in Bonded Laboratory
3. Write about the constitution and function of Drug Technical Advisory Board.
4. Write in brief about the clinical trials for the import and manufacture of new drugs.

III. Short Answers **(5 x 2 = 10)**

1. What is a patent?
2. Define spurious drugs.
3. What is a narcotic drug?
4. What do you mean by Institutional Animals Ethics Committee?
5. Define Advertisement.

SECTION – B
(PHARMACY BUSINESS MANGEMENT)

I. Long Essays **(1 x 20 = 20)**

1. Write the various functions of marketing? Discuss in detail marketing risks and marketing finance.

II. Short Notes **(4 x 5 = 20)**

1. Write in brief the classification and functions of wholesaler.
2. What is planning? What are the elements of planning and write its importance.
3. Write in brief the functions of production.
4. Discuss about the objectives of advertising.

III. Short Answers **(5 x 2 = 10)**

1. What do you mean by a Retailer?
2. What is Inventory Control?
3. What is Decision making?
4. What do you mean by inventory control?
5. Write about retail departmental store.

February 2012

(LA 4272)

Sub. Code: 4272

FOURTH B.PHARM. EXAMINATION
(Common to regulations 2004 – III year candidates)
PHARMACEUTICAL JURISPRUDENCE AND PHARMACY BUSINESS
MANAGEMENT
Q.P. Code : 564272

Time : Three hours

Maximum : 100 marks

Answer Section A and B in SEPARATE Answer Book.

SECTION – A
(PHARMACEUTICAL JURISPRUDENCE)

I. Elaborate on: (1X20=20)

1. Discuss about the constitution of pharmacy council of India (PCI), Give the functions and duties of pharmacy council of India.

II. Write notes on: (4X5=20)

1. Ethics of pharmacist.
2. Drug Technical Advisory Board.
3. Describe the legal control over termination of pregnancy.
4. Write a note on pharmacist as a member of health care team.

III. Short Answers: (5X2=10)

1. Magic remedies.
2. Adulterated drugs.
3. New drug.
4. Describe schedule 'N'.
5. Repacking of Drug.

SECTION – B
(PHARMACY BUSINESS MANGEMENT)

I. Elaborate on: (1X20=20)

1. Define co-ordination? Discuss its importance in a business organization, Briefly explain the important characteristics of co-ordination.

II. Write notes on: (4X5=20)

1. Discuss the importance of motivation.
2. Explain the types of salesman ship.
3. Write the essential leadership qualities of pharmacists.
4. Function and importance of staffing.

III. Short Answers: (5X2=10)

1. Mail order business.
2. Advantage of assembling.
3. Themes of advertisement.
4. What are the objectives of sales promotion?
5. Functions of marketing.

(LB 4272)

AUGUST 2012

Sub. Code: 4272

FOURTH YEAR B.PHARM. EXAM

(Common to regulations 2004 – III year candidates)

PHARMACEUTICAL JURISPRUDENCE AND PHARMACY BUSINESS

MANAGEMENT

Q.P. Code : 564272

Time : Three hours

Maximum : 100 marks

(180 Min) Answer ALL questions in the same order.

Answer Section A and B in SEPARATE Answer Book.

SECTION – A

(PHARMACEUTICAL JURISPRUDENCE)

I. Elaborate on:

Pages Time Marks
(Max.)(Max.)(Max.)

- | | | | |
|---|----|----|----|
| 1. Explain about Drugs and Magic remedies act 1955 in detail. | 19 | 33 | 20 |
|---|----|----|----|

II. Write notes on:

- | | | | |
|---|---|---|---|
| 1. Explain the role of pharmacist in drug treatment and drug usage? | 3 | 8 | 5 |
| 2. Write about the historical development of Pharmaceutical education in India? | 3 | 8 | 5 |
| 3. Write about the constitution and composition of Pharmacy council of India. | 3 | 8 | 5 |
| 4. Give an account on drugs prohibited to be sold, distributed, stocked and exhibited for sale under Drugs and Cosmetics act? | 3 | 8 | 5 |

III. Short Answers:

- | | | | |
|--|---|---|---|
| 1. What are the rights of a patentee? | 1 | 5 | 2 |
| 2. What do you mean by misbranded drug? | 1 | 5 | 2 |
| 3. Write any two operations controlled by central government under narcotic and psychotropic substances act? | 1 | 5 | 2 |
| 4. What do the schedule P and schedule N mean? | 1 | 5 | 2 |
| 5. Explain about repacking licence. | 1 | 5 | 2 |

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SECTION – B
(PHARMACY BUSINESS MANGEMENT)

I .Elaborate on:

- | | | | |
|--|----|----|----|
| 1. Discuss the channels of distribution in detail. | 19 | 33 | 20 |
|--|----|----|----|

II. Write notes on:

- | | | | |
|--|---|---|---|
| 1. Write in short morale. | 3 | 8 | 5 |
| 2. Explain in brief about inventory control. | 3 | 8 | 5 |
| 3. Give an account on marketing finance. | 3 | 8 | 5 |
| 4. Explain in brief about controlling. | 3 | 8 | 5 |

III. Short Answers:

- | | | | |
|---|---|---|---|
| 1. What is the importance of motivation? | 1 | 5 | 2 |
| 2. What are the types of training offered to the employees? | 1 | 5 | 2 |
| 3. What are the four indispensable basic elements to communication? | 1 | 5 | 2 |
| 4. Write about the compensation given to pharmacist? | 1 | 5 | 2 |
| 5. What do you mean by budget? | 1 | 5 | 2 |

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FEBRUARY 2013

Sub. Code: 4272

FOURTH YEAR B.PHARM. EXAM
(Common to regulations 2004 – III year candidates)
PHARMACEUTICAL JURISPRUDENCE AND
PHARMACY BUSINESS MANAGEMENT

Q.P. Code: 564272

Time: Three hours
(180 Min)

Maximum : 100 marks

Answer Section A and B in SEPARATE Answer Book.

SECTION – A

(PHARMACEUTICAL JURISPRUDENCE)

I. ELABORATE ON: (1X20=20)

1. Explain about the manufacturing of alcoholic preparations in bonded laboratories and warehousing of alcoholic preparations (15+5)

II.SHORT NOTES (4X5=20)

1. Explain the role of pharmacist as a member of a health care team?
2. Write about the import and export of narcotic and psychotropic substances act.
3. What is patent? What are the types of patent? Explain the procedure of getting the patents?
4. Give an account on experimentation of animals under prevention of cruelty to animals act.

III.SHORT ANSWERS (5X2=10)

1. What is objectionable advertisement?
2. What do you mean by manufactured drug?
3. Write any four duties of a drug inspector?
4. What do the schedule H and schedule X mean?
5. What are substandard drugs?

SECTION-B

(PHARMACY BUSINESS MANAGEMENT)

I. ELABORATE ON: (1X20=20)

1. Discuss the importance of planning, nature and types of plan and about the sales forecasting.

II.SHORT NOTES (4X5=20)

1. Write in short about mail order business.
2. Explain in brief about sales promotion.
3. Give an account on decision making.
4. What are the qualities of a leader?

III.SHORT ANSWERS (5X2=10)

1. What do you mean by a wholesaler?
2. Write about chain stores.
3. What are the qualities of a salesman?
4. What are the primary factors in plant location?
5. What do you mean by span of control?

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AUGUST 2013

Sub. Code: 4272

FOURTH YEAR B.PHARM. EXAM

(Common to regulations 2004 – III year candidates)

**PHARMACEUTICAL JURISPRUDENCE AND
PHARMACY BUSINESS MANAGEMENT**

Q.P. Code: 564272

Time: Three hours

Maximum : 100 marks

Answer Section A and B in SEPARATE Answer Book.

SECTION – A

(PHARMACEUTICAL JURISPRUDENCE)

I Elaborate on

1X 20 = 20

1. Discuss about constitution of Pharmacy Council of India (PCI). Give the functions and duties of PCI.

II Short Notes on

4X 5 = 20

1. Ethics for pharmacist
2. Prohibited Advertisement
3. Loan license
4. Salient features of essential commodities Act

III Short Answers

5X2 = 10

1. Magic remedies
2. Government Analysts
3. Schedule – J
4. Distinguish bulk drug from formulation
5. Define advertisement

SECTION – B

(PHARMACY BUSINESS MANAGEMENT)

I Elaborate on

1X 20 = 20

1. Explain modern techniques involved in inventory control

II Short Notes on

4X 5 = 20

1. Explain the importance and quality of leadership
2. Buying and selling
3. Production Management
4. Evaluation and compensation to the pharmacist

III Short Answers

5X2 = 10

1. What is a patent?
2. Define the term 'Coding'
3. Inventory control
4. International trade
5. Define economic order quantity

(LE 4272)

FEBRUARY 2014

Sub. Code: 4272

FOURTH YEAR B.PHARM. EXAM

(Common to regulations 2004 – III year candidates)

**PHARMACEUTICAL JURISPRUDENCE AND
PHARMACY BUSINESS MANAGEMENT**

Q.P. Code: 564272

Time: Three hours

Maximum : 100 marks

Answer Section A and B in SEPARATE Answer Book.

SECTION – A

(PHARMACEUTICAL JURISPRUDENCE)

I Elaborate on

1X 20 = 20

1. Distinguish bonded manufactory from Non-Bonded manufactory. Write a detail note on the manufacture in Bonded laboratory

II Short Notes on

4X 5 = 20

1. Give the qualification and duties of drug inspectors
2. Joint State Pharmacy Council
3. Describe the legal control over termination of pregnancy
4. Repacking license

III Short Answers

5X2 = 10

1. Spurious cosmetics
2. Drugs Technical Advisory Board (DTAB)
3. Schedule – N
4. Opium derivatives
5. Pricing of essential commodity.

SECTION – B

(PHARMACY BUSINESS MANAGEMENT)

I Elaborate on

1X 20 = 20

1. Explain the term “Market Research”. What are the various methods of conducting Market Research.

II Short Notes on

4X 5 = 20

1. Write briefly about communication process
2. State the principles behind general insurance
3. Distinguish between departmental store and multiple store
4. Explain the types of salesmanship

III Short Answers

5X2 = 10

1. Define mail order business
2. Define Management
3. Types of communication
4. Advantage of assembling
5. Functions of transport

[LF 4272]

AUGUST 2014

Sub. Code: 4272

FOURTH YEAR B.PHARM. DEGREE EXAMINATION

(Common to Regulations 2004 - III Year Candidates)

**Paper VI - PHARMACEUTICAL JURISPRUDENCE AND PHARMACY
BUSINESS MANAGEMENT**

Q. P. Code: 564272

Time: Three Hours

Maximum: 100 Marks

Answer All Questions

Answer Section-A and B in separate Answer Book

SECTION - A

(PHARMACEUTICAL JURISPRUDENCE)

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

1. a) Discuss the different types of sale licenses issued under drugs and cosmetic Act and Rules.
- b) Discuss the general & specific labeling requirements of Ophthalmic products.

II. Short Notes on: **(4 x 5 = 20)**

1. Describe the constitution and functions of State Pharmacy Council.
2. What is the procedure for surrender and revocation of patents?
3. Give the qualification and duties of Government Analyst
4. Define manufactured Drugs. What procedure has to be followed in their manufacture and sale?

III. Short Answers: **(5 x 2 = 10)**

1. Write note on Hathi Committee
2. What is meant by MAPE?
3. Discuss the affences and penalties under Narcotic drugs and Psychotropic substances Act and Rules.
4. What is the requirement for places to be approved for termination of Pregnancy?
5. What is the Product Patent?

SECTION-B
(PHARMACY BUSINESS MANAGEMENT)

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

1. Give the detailed explanation for planning, organizing, staffing, directing and controlling processes in Administrative management.

II. Short Notes on: **(4 x 5 = 20)**

1. Explain the process Financial Marketing
2. Explain principles of Management
3. Give a note on Channels of Distribution
4. Importance of Pharmaceutical Advertisement

III. Short Answers: **(5 x 2 = 10)**

1. Define the terms : feedback and information
2. Evaluation and compensation to the pharmacist
3. Maslow's theory
4. What are the types of coordination?
5. Various types of Advertisement

(LG 4272)

FEBRUARY 2015

Sub. Code: 4272

FOURTH YEAR B.PHARM. EXAMINATION
(Common to regulations 2004 – III year candidates)
PAPER VI - PHARMACEUTICAL JURISPRUDENCE AND
PHARMACY BUSINESS MANAGEMENT

Q.P. Code: 564272

Time: Three hours

Maximum : 100 marks

Answer Section A and B in SEPARATE Answer Book.

SECTION – A

(PHARMACEUTICAL JURISPRUDENCE)

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

1. a) Discuss the legal requirements for the manufactured of schedule C & C1 drugs.
b) Describe the general and the specific labeling requirements for schedule X drugs.

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

1. Constitution and functions of Drugs Technical Advisory Board.
2. Discuss the rules relating to import and export of Narcotics and psychotropic substances.
3. Pharmacist Oath.
4. How the retail prices of formulation fixed as per Drugs Price Control Order?

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

1. Define the terms: a) Magic remedies b) Advertisements
2. Define restricted and unrestricted preparations
3. Under what circumstances Doctor terminating pregnancies?
4. Under what circumstances an animal dissected for experiment be killed?
5. Write note on The Central Register

Section B

(PHARMACY BUSINESS MANAGEMENT)

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

1. a) Discuss the importance and benefits of staffing and directing.
b) Write a note on nature of managerial decision in making.

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

1. Different steps in selling process
2. Explain the importance of organization in Business Management
3. Give a note on transportation
4. Explain the principles of sales promotion

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

1. Define motivation and morale
2. Inventory control
3. Explain the term information channel distribution
4. Various of Advertisement types
5. Differentiate Market and Marketing

B.PHARM. DEGREE EXAMINATION

FOURTH YEAR

(Common to regulations 2004 – III year candidates)

**PAPER VI - PHARMACEUTICAL JURISPRUDENCE AND
PHARMACY BUSINESS MANAGEMENT**

Q.P. Code: 564272

Time : Three Hours

Maximum : 100 marks

Answer ALL questions

SECTION – A

(PHARMACEUTICAL JURISPRUDENCE)

I. Essay: (1 x 20 = 20)

1. a) Write in brief about the prevention of cruelty of animal act 1960
- b) Discuss Functions and duties of pharmacy council of India.

II. Short notes : (4 x 5 = 20)

1. Definition and scope of forensic pharmacy.
2. Duties of Drugs Inspector.
3. Define patent. What are the rights of a patents?
4. Give detailed note on drugs prohibited to be sold, distributed, stocked and exhibited for sale under Drugs & Cosmetics Act 1940.

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

1. New Drug.
2. Define objectionable advertisement.
3. Opium derivatives.
4. What are substandard Drugs?
5. Duties of Govt. Analysts.

SECTION B

(PHARMACY BUSINESS MANAGEMENT)

I. Essay: (1 x 20 = 20)

1. Discuss the channels of distribution in detail.

II. Short notes : (4 x 5 = 20)

1. Discuss about the objectives of Advertisement.
2. Explain the importance and Quality of leadership.
3. Function and Importance of staffing.
4. Principles of sales promotion.

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

1. What do you mean by Morale?
2. Advantages of advertisement.
3. What are the types of training offered to the employees?
4. Write briefly about primary factors in plant Location.
5. Define Management.

(LI 4272)

FEBRUARY 2016

Sub. Code: 4272

FOURTH YEAR B.PHARM. EXAMINATION
(Common to regulations 2004 – III year candidates)
PAPER VI - PHARMACEUTICAL JURISPRUDENCE AND
PHARMACY BUSINESS MANAGEMENT

Q.P. Code: 564272

Time: Three hours

Maximum : 100 Marks

SECTION – A
(PHARMACEUTICAL JURISPRUDENCE)

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

1. a) Explain about Drugs and Magic Remedies (objectionable advertisement) Act 1954.
- b) Code of Pharmaceutical ethics in relation to his trade.

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

1. Define Spurious Drugs.
2. What are the condition to be satisfied before a grant of licenses in Form 20, 21, 20B and 21B?
3. Repacking license.
4. Role of pharmacist in drug treatment and drug usage.

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

1. Define Narcotic Drug.
2. Calculation of Retail price of formulation.
3. Constitution of State Pharmacy Council.
4. Define advertisement.
5. What is product Patent?

SECTION B
(PHARMACY BUSINESS MANAGEMENT)

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

1. Write the various functions of Advertising? Discuss in detail about various Medias and Themes of Advertisement.

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

1. Write brief classification of Retailers.
2. Explain the different types of communication.
3. Explain in brief about inventory control.
4. What are the various methods of conducting market research?

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

1. Define Sales Promotion.
2. Write about retail department store.
3. What is Patent? What are the types of Patent?
4. Mail order business.
5. What do you mean by Literature?

(LJ 4272)

AUGUST 2016

Sub. Code: 4272

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(Common to regulations 2004 –III year candidates)
PAPER VI - PHARMACEUTICAL JURISPRUDENCE AND
PHARMACY BUSINESS MANAGEMENT**

Q.P. Code: 564272

Time: Three hours

Maximum : 100 Marks

**SECTION – A
(PHARMACEUTICAL JURISPRUDENCE)**

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

1. Write in detail about the Medical Termination of Pregnancy act and its ethical issues.

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

1. Discuss in brief about the scope of Pharmacist.
2. Objectives of Medicinal and Toilet preparations Act.
3. Requirements for export of alcoholic preparation.
4. Write briefly on offences and penalties under Narcotic and Psychotropic substances Act.

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

1. Registration of pharmacist.
2. Define Psychotropic substances with examples.
3. Schedule M drugs.
4. Labelling requirements for Ayurvedic and Unani medicines.
5. Different types of Advertisement.

**SECTION B
(PHARMACY BUSINESS MANAGEMENT)**

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

1. Objectives, concept and principles of Management.

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

1. Classification and functions of wholesaler.
2. Types of Co-ordination in business management.
3. Training to the Pharmacists.
4. Record keeping.

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

1. Types of leadership.
2. Steps in organizing process.
3. Detailing.
4. What do you mean by sales forecasting?
5. Recruitment.

(LK 4272)

FEBRUARY 2017

Sub. Code: 4272

**B.PHARM. EXAMINATION
FOURTH YEAR
(Common regulations for 2004 –III year candidates)
PAPER VI - PHARMACEUTICAL JURISPRUDENCE AND
PHARMACY BUSINESS MANAGEMENT**

Q.P. Code: 564272

Time: Three hours

Maximum : 100 Marks

**SECTION – A
(PHARMACEUTICAL JURISPRUDENCE)**

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

1. a) Constitution of State and Joint Pharmacy Council.
b) Write briefly about the Essential Commodities Act.

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

1. Provisions applicable to cosmetics.
2. Write about the import and export of Narcotic and Psychotropic Substances Act.
3. Pharmaceutical Legislation in India.
4. Give an account on experimentation of animals under prevention of cruelty to animals Act.

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

1. Magic remedies.
2. Drug technical advisory board.
3. Misbranded drugs.
4. What do the schedule 'H' and schedule 'X' mean?
5. Role of Narcotic Commissioner.

**SECTION B
(PHARMACY BUSINESS MANAGEMENT)**

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

1. a) Write in detail about the objectives and methods of sales promotion.
b) Write the quality requirements for a sales men.

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

1. Theories of motivations.
2. Retail departmental stores.
3. Give an account on decision making.
4. Evaluation and compensation to the pharmacist.

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

1. Basic tools of product promotion.
2. Principle of Co-ordination.
3. Retail pharmacists.
4. Methods of sales forecasting.
5. Multiple shops.

(LL 4272)

AUGUST 2017

Sub. Code: 4272

**B.PHARM. DEGREE EXAMINATION
FOURTH YEAR
(Common to regulations 2004 –III year candidates)
PAPER VI - PHARMACEUTICAL JURISPRUDENCE AND
PHARMACY BUSINESS MANAGEMENT**

Q.P. Code: 564272

Time: Three hours

Maximum : 100 Marks

**SECTION – A
(PHARMACEUTICAL JURISPRUDENCE)**

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

1. Discuss about constitution of Pharmacy Council of India (PCI). Give the functions and duties of PCI.

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

1. Explain the role of pharmacist in drug usage.
2. Objectives of Narcotics and psychotropic substances Act.
3. Define patent. What are the rights of a patentee?
4. Calculation of retail price for drug formulations.

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

1. Define advertisement.
2. Drug consultative committee.
3. Give qualification and duties of Government Analyst.
4. Schedule J and K.
5. What are substandard drugs?

**SECTION B
(PHARMACY BUSINESS MANAGEMENT)**

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

1. Give the detailed explanation for leadership innovation, creativity and delegation of authority.

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

1. Write about mail order business.
2. Explain the importance and quality of leadership.
3. State the principles behind general insurance.
4. What are the types co-ordination?

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

1. Define marketing.
2. Define the term coding.
3. Types of communication.
4. Maslow's theory.
5. Advantages of Insurance.

(LM 4272)

FEBRUARY 2018

Sub. Code: 4272

**B.PHARM. DEGREE EXAMINATION
FOURTH YEAR
(Common to regulations 2004 –III year candidates)
PAPER VI - PHARMACEUTICAL JURISPRUDENCE AND
PHARMACY BUSINESS MANAGEMENT**

Q.P. Code: 564272

Time: Three hours

Maximum : 100 Marks

**SECTION – A
(PHARMACEUTICAL JURISPRUDENCE)**

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

1. Describe the design and construction of Bonded laboratory and explain the manufacture of preparation in Inbonded laboratory.

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

1. What is the Product Patent?
2. Central drug laboratory.
3. Drugs and Magic Remedies.
4. Schedule A.

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

1. Adulterated drugs.
2. Repacking license.
3. Schedule J and K.
4. Joint state Pharmacy council.
5. Institutional Animal Ethics committee.

**SECTION B
(PHARMACY BUSINESS MANAGEMENT)**

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

1. With a flow chart, explain about different channels of distribution.

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

1. Functions of Retailers.
2. Write briefly about communication process.
3. Explain principles of management.
4. Recruitment and training to the pharmacist.

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

1. What are the primary factors in plant location?
2. Motivation.
3. Generic drugs.
4. What is Inventory Control?
5. Entrepreneurship development.

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

(LN 4272)

AUGUST 2018

Sub. Code: 4272

**B.PHARM. DEGREE EXAMINATION
FOURTH YEAR**

(Common to regulations 2004 –III year candidates)

**PAPER VI - PHARMACEUTICAL JURISPRUDENCE AND
PHARMACY BUSINESS MANAGEMENT**

Q.P. Code: 564272

Time: Three hours

Maximum : 100 Marks

**SECTION – A
(PHARMACEUTICAL JURISPRUDENCE)**

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

1. Describe about the qualification for the appointment and duties of:
a) Government analysts b) Drug Inspectors.

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

1. Prevention of cruelty to Animals Act.
2. Drug price control order, 1995.
3. Discuss essential commodities act.
4. Pharmaceutical legislation in India.

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

1. Misbranded drugs.
2. Define bulk drug.
3. Manufactured drugs.
4. Essential commodities.
5. Central register.

**SECTION B
(PHARMACY BUSINESS MANAGEMENT)**

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

1. Describe the functions of personnel management. Explain about evaluation and compensation to the pharmacists.

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

1. Advertising techniques in marketing.
2. Functions of wholesalers.
3. Motivation and morale.
4. Importance of planning in administrative management.

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

1. What are the transports used in marketing?
2. Multiple shops.
3. Delegation of authority.
4. Define Mail order business.
5. Explain the term management of manager.

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

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FEBRUARY 2019

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**B.PHARM. DEGREE EXAMINATION
FOURTH YEAR**

(Common to regulations 2004 –III year candidates)

**PAPER VI - PHARMACEUTICAL JURISPRUDENCE AND
PHARMACY BUSINESS MANAGEMENT**

Q.P. Code: 564272

Time: Three hours

Maximum : 100 Marks

**SECTION – A
(PHARMACEUTICAL JURISPRUDENCE)**

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

1. a) Pharmacist's role as a member of health care team.
- b) Legal and ethical responsibilities of pharmacists.

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

1. Essential Commodities Act.
2. Classes of drugs which are prohibited for wholesale.
3. Warehousing of alcoholic preparations.
4. Write note on import, export and transshipment of narcotic drugs and psychotropic substances.

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

1. Spurious drugs.
2. Indian Patent Act.
3. Schedule M.
4. Ceiling price.
5. New drug.

**SECTION B
(PHARMACY BUSINESS MANAGEMENT)**

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

1. Classify the various marketing functions (processes). Explain the processes of buying, assembling, storage and selling of goods.

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

1. Always Better Control analysis to control inventory.
2. Literature and detailing.
3. Importance of production management.
4. Retail departmental store with example.

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

1. Retailer and wholesaler.
2. Define directing and communicating.
3. Indoor and outdoor advertisement.
4. Innovation and Motivation.
5. Sales promotion and write its principles.

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

(LP 4272)

AUGUST 2019

Sub. Code: 4272

**B.PHARM. DEGREE EXAMINATION
FOURTH YEAR**

(Common to regulations 2004 –III year candidates)

**PAPER VI - PHARMACEUTICAL JURISPRUDENCE AND
PHARMACY BUSINESS MANAGEMENT**

Q.P. Code: 564272

Time: Three hours

Maximum : 100 Marks

**SECTION – A
(PHARMACEUTICAL JURISPRUDENCE)**

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

1. Discuss the constitution and functions of Pharmacy Council of India.

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

1. What are the categories of inventions are not patentable under patent act?
2. Bonded Laboratory.
3. Pharmacist's Oath.
4. Central Drugs Laboratory.

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

1. Magic Remedies.
2. Schedule A.
3. Central Register.
4. Qualifications of Government analysts.
5. Loan Licence.

**SECTION B
(PHARMACY BUSINESS MANAGEMENT)**

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

1. Name the various marketing functions and describe in brief the importance of each function.

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

1. Explain the qualities of good salesmen.
2. Explain two types of retailers.
3. Draw the structure of organization and its importance.
4. Advantages and disadvantages of Mail Order Business.

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

1. Differentiate between motivation and morale.
2. Chain stores.
3. Qualities of Salesman.
4. Indoor and outdoor advertisement.
5. Staffing.

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

(LQ 4272)

FEBRUARY 2020

Sub. Code: 4272

**B.PHARM. DEGREE EXAMINATION
FOURTH YEAR**

(Common to regulations 2004 –III year candidates)

**PAPER VI - PHARMACEUTICAL JURISPRUDENCE AND
PHARMACY BUSINESS MANAGEMENT**

Q.P. Code: 564272

Time: Three hours

Maximum : 100 Marks

**SECTION – A
(PHARMACEUTICAL JURISPRUDENCE)**

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

1. Describe the design and construction of Non-Bonded laboratory and explain the manufacture of preparation in Non-Bonded laboratory.

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

1. Pharmacist as a member of healthcare team.
2. Pharmacy Council of India.
3. Essential commodities act.
4. ICMR guidelines.

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

1. Schedule J and Schedule N.
2. When pregnancy can be terminated?
3. Qualifications of government analyst.
4. Exempted advertisement.
5. Misbranded drugs.

**SECTION B
(PHARMACY BUSINESS MANAGEMENT)**

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

1. Explain about channels of distribution.

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

1. Functions of buying.
2. Evaluation and compensation given to the pharmacist.
3. Inventory control techniques.
4. Factors influencing the selection of location for a plant.

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

1. Leadership.
2. Barriers to entrepreneurship.
3. Types of organization.
4. Morale.
5. Store keeping.

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

(LR 4272)

DECEMBER 2020

Sub. Code: 4272

(AUGUST 2020 SESSION)

B.PHARM. DEGREE EXAMINATION

FOURTH YEAR

(Common to regulations 2004 –III year candidates)

PAPER VI - PHARMACEUTICAL JURISPRUDENCE AND

PHARMACY BUSINESS MANAGEMENT

Q.P. Code: 564272

Time: Three hours

Maximum : 100 Marks

SECTION – A

(PHARMACEUTICAL JURISPRUDENCE)

I. Elaborate on:

(1 x 20 = 20)

1. Describe the salient feature of Drugs (Price Control) Order 1995

II. Write notes on:

(4 x 5 = 20)

1. How are the “first” and subsequent register prepared and maintained as per Pharmacy Act?
2. What are the classes of drugs prohibited to import?
3. Schedule-J.
4. What are the offences and penalties prescribed under Pharmacy Act?.

III. Short answers on:

(5 x 2 = 10)

1. Patent and Proprietary Medicines.
2. Misbranded drugs.
3. Bulk drugs.
4. Schedule T.
5. Patentable inventions.

SECTION B

(PHARMACY BUSINESS MANAGEMENT)

I. Elaborate on:

(1 x 20 = 20)

1. Explain Communication. What are the different types of communications? Discuss various steps involved in communication. Write its importance.

II. Write notes on:

(4 x 5 = 20)

1. Explain Leadership. Describe the qualities of a good leader.
2. Discuss the various media for advertising and mention its merits and demerits.
3. What are the different methods of recruitment of salesman?
4. Write in brief about the various levels of management.

III. Short answers on:

(5 x 2 = 10)

1. Differentiate between Authority and Responsibility.
2. Define detailing.
3. Department Store.
4. Directing.
5. Types of Incentives.

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.

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

[BPHARM 0122]

**JANUARY 2022
(AUGUST 2021 EXAM SESSION)**

Sub. Code: 4272

B.PHARMACY DEGREE COURSE (NON-SEMESTER EXAMINATIONS)

FOURTH (FINAL) YEAR (Regulation 2009-2010)

**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. Discuss about constitution of Pharmacy Council of India (PCI). Give the functions and duties of PCI.

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

1. Objectives of Narcotic Drugs and Psychotropic Substances Act, 1985.
2. Define patent. What are the rights of patentee?
3. Joint State Pharmacy Council.
4. Drug Technical Advisory Board.

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

1. Give qualification and duties of Government analyst.
2. Write note on Hathi Committee.
3. What do you mean by manufactured drug?
4. Spurious cosmetics.
5. Schedule-J.

**SECTION B
(PHARMACY BUSINESS MANAGEMENT)**

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

1. Discuss the channels of distribution in detail with examples.

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

1. Write note on decision making.
2. Evaluation and compensation to the pharmacist.
3. Importance of pharmaceutical advertisement.
4. Explain in brief about sales promotion.

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

1. Write about retail departmental store.
2. Principle of Co-ordination.
3. What is a patent?
4. Multiple shops.
5. Write about communication.

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

[BPHARM 0522]

**MAY 2022
(FEBRUARY 2022 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. Discuss about Drugs and Magic Remedies (Objectionable Advertisement) Act 1955.

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

1. Requirements for export of Alcoholic preparation.
2. Describe the constitution and functions of State Pharmacy Council.
3. Central Drug Laboratory.
4. Drug Technical Advisory Board.

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

1. New Drug.
2. Duties of Drug Inspector.
3. What do you mean by manufactured drug?
4. Opium derivatives.
5. Schedule- H & W.

**SECTION B
(PHARMACY BUSINESS MANAGEMENT)**

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

1. Write in detail about the objectives and methods of sale promotion. Add a note on quality requirements for a Salesman.

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

1. Distinguish between departmental store and multiple store.
2. Evaluation and compensation to the pharmacist.
3. Importance of pharmaceutical advertisement.
4. Explain the principles of Management.

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

1. Advantage of assembling.
2. Principle of Co-ordination.
3. What is a patent?
4. Basic tools of Product promotion.
5. Types of communication.

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

[BPHARM 1022]

**OCTOBER 2022
(AUGUST 2022 EXAM SESSION)**

Sub. Code: 4272

B.PHARMACY DEGREE COURSE (NON-SEMESTER EXAMINATIONS)

FOURTH (FINAL) YEAR (Regulation 2009-2010)

**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. Write in brief about the medical Termination of Pregnancy Act and rules.

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

1. Pharmaceutical Legislation in India.
2. Write Manufacture in Bonded Laboratory.
3. State Pharmacy Council.
4. Manufacture of Medicinal Alcoholic Preparation.

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

1. Pharmacist Oath.
2. The central Register.
3. Schedule H and X.
4. Government Analyst.
5. Functions of DTAB.

**SECTION B
(PHARMACY BUSINESS MANAGEMENT)**

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

1. Explain about Planning, Organizing, Staffing, Directing and controlling.

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

1. Discuss about motivation.
2. Principles of sales promotion.
3. What are the good qualification of a good salesman?
4. Functions of marketing.

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

1. Explain window display.
2. What are the sources of market research?
3. Advertising.
4. Retailer.
5. Finance and Insurance.

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

[B.PHARM 0323]

**MARCH 2023
(FEBRUARY 2023 EXAM SESSION)**

Sub. Code: 4272

**B.PHARMACY DEGREE COURSE (NON-SEMESTER EXAMINATIONS)
FOURTH (FINAL) YEAR (Regulation 2009-2010)
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. Explain about Drugs and Magic remedies Act.

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

1. Discuss about historical development of Pharmaceutical education in India.
2. Briefly write the manufacture in bonded laboratory.
3. Specific labeling requirements of ophthalmic products.
4. What are the qualifications and duties of Government Analyst?

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

1. What is a narcotic drug?
2. Hathi committee.
3. Loan licence.
4. Schedule P & N.
5. Repacking Licence.

**SECTION B
(PHARMACY BUSINESS MANAGEMENT)**

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

1. Discuss about various functions of marketing.

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

1. Difference between departmental store and multiple shop.
2. Describe Maslow's theory.
3. How to evaluate the pharmacist and mention his compensation?
4. Principles of Management.

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

1. Detailing.
2. Whole sale and Retail.
3. Record Keeping.
4. Creativity.
5. Mail-order business.

**B.PHARMACY DEGREE COURSE (NON-SEMESTER EXAMINATIONS)
FOURTH (FINAL) YEAR (Regulation 2009-2010)
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. Write in detail about the medical termination of pregnancy act, 1971 and its ethical issues.

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

1. Drug inspectors.
2. Give an account on experimentation of animals under prevention of cruelty to animal act, 1960.
3. How the retail prices of formulation fixed as per Drugs Price Control Order?
4. Loan license.

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

1. Define Institutional Animal ethical Committee.
2. What is the Product Patent?
3. Define substandard drugs.
4. Schedule N & P.
5. Define Psychotropic substances with examples.

**SECTION B
(PHARMACY BUSINESS MANAGEMENT)**

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

1. Write the various functions of Advertising. Discuss in detail about various Medias and Themes of Advertisement.

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

1. Write brief classification of Retailers.
2. Write about financial marketing.
3. Explain the types of Salesmanship.
4. Write about mail order business.

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

1. Define marketing.
2. Inventory control.
3. Explain positive motivation.
4. Drug consultative committee.
5. Generic drugs.

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

[B.PHARM 0524]

MAY 2024

Sub. Code: 4272

(FEBRUARY 2024 EXAM SESSION)

B.PHARMACY DEGREE COURSE (NON-SEMESTER EXAMINATIONS)

FOURTH (FINAL) YEAR (Regulation 2009-2010)

**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. Discuss about Constitution of PCI. Give the functions and duties.

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

1. DTAB.
2. Case of ethics for Practicing Pharmacist.
3. Salient features of essential commodities act.
4. How the retail prices of formulation fixed as per drugs price control order?

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

1. Define restricted and unrestricted preparations.
2. Magic remedies.
3. What is Patent?
4. Functions of CDL.
5. Schedule – J.

**SECTION B
(PHARMACY BUSINESS MANAGEMENT)**

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

1. Discuss in brief about various recruitment of training to the salesman.

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

1. Function of Management.
2. Ethics for Sales merchandising.
3. Various channels of distribution.
4. Advertising and its advantages.

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

1. Literature.
2. How to evaluate the Pharmacist?
3. Define Leadership.
4. Market and Marketing.
5. Types of Communication.

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

[B.PHARM 1024]

**OCTOBER 2024
(AUGUST 2024 EXAM SESSION)**

Sub. Code: 4272

**B. PHARMACY DEGREE COURSE (NON-SEMESTER EXAMINATIONS)
FOURTH (FINAL) YEAR (Regulation 2009-2010)
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. Discuss the constitution and functions of Pharmacy Council of India.

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

1. Pharmacist's oath.
2. Bonded laboratory.
3. Repacking License.
4. Offences and penalties under Narcotic and Psychotropic substances Act.

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

1. Magic remedies.
2. Loan license.
3. Qualification of government analyst.
4. Central register.
5. Schedule M.

**SECTION B
(PHARMACY BUSINESS MANAGEMENT)**

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

1. Explain modern techniques involved in inventory control.

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

1. Importance of advertisement.
2. Give a note on channels of distribution.
3. Explain the principles of management.
4. Buying and selling.

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

1. Wholesaler.
2. Departmental store.
3. Define the terms feedback and information.
4. Various types of advertisement.
5. What are the types of co-ordination.

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

[B.PHARM 0325]

**MARCH 2025
(FEBRUARY 2025 EXAM SESSION)**

Sub. Code: 4272

**B. PHARMACY DEGREE COURSE (NON-SEMESTER EXAMINATIONS)
FOURTH (FINAL) YEAR (Regulation 2009-2010)
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. Write in detail about Pharmacist's role in drug treatment, drug usage and pharmacist as a member of health care team.

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

1. CPCSEA guidelines.
2. Medicinal and Toilet Preparations (Excise duties) Act and Rules.
3. Functions of CDL.
4. Qualifications of Government analysts

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

1. Schedule J and Schedule N.
2. What are Misbranded drugs?
3. Indian Patent Act.
4. Central register.
5. Drugs (Price Control) order 1995.

**SECTION B
(PHARMACY BUSINESS MANAGEMENT)**

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

1. Explain about Principles of Management.

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

1. Explain about mail order business.
2. Discuss about evaluation and compensation to the pharmacist.
3. Explain about recruitment and training.
4. Write about departmental store.

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

1. Functions of wholesalers.
2. Indoor and outdoor advertisement.
3. What are the transports used in marketing?
4. Literature and detailing.
5. Market segmentation.
