Seat No.: _____ *Enrolment No.______*

GUJARAT TECHNOLOGICAL UNIVERSITY

Diploma Pharmacy (Second Year) Examination – May/June- 2011

Subject code: 420005

Subject Name: Drug Stores & Business Management

Date:31/05/2011 **Time: 02.30 pm – 05.30 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)**	Describe the scope and functions of management.	**6**
	(b)	Explain the term 'Trade" and write a brief note on internal trade.	**5**
	(c)	Differentiate between the sole proprietorship and partnership business.	**5**
Q.2	**(a)**	Discuss the factors affecting choice of a channel of distribution.	**6**
	(b)	Write a brief note on tenders.	**5**
	(c)	Differentiate between the Retailers and Wholesalers	**5**
Q.3	**(a)**	Discuss objectives and significance of purchasing.	**6**
	(b)	Explain the term Recruitment and discuss the internal sources of recruitment in detail.	**5**
	(c)	Write in brief on functions of commercial bank.	**5**
Q.4	**(a)**	Enumerate various methods of inventory control and describe ABC method in detail.	**6**
	(b)	Explain term 'Market research' and describe the marketing research procedure.	**5**
	(c)	Discuss the qualities of a good salesman.	**5**
Q.5	**(a)**	What are Equity shares? Discuss advantages and disadvantages of Equity share.	**6**
	(b)	Write a brief note on cash book.	**5**
	(c)	Describe the duties of Budget officer.	**5**
Q. 6	**(a)**	Post the following transactions in to ledger of Priyank July 2009 Particulars 1 Cash brought in the business Rs 12,000. 2 Deposited cash Rs 9,000 in to bank. 3 Goods of Rs 1,000 were purchased for cash at 50% trade discount. 10 Drew Rs 1,000 from bank for office use. 13 Goods of Rs 600 sold to shivam. 20 Received Rs 590 in cash from shivam and allowed him Rs 10 discount. 30 Paid Rs 100 as Rent of the office.	**10**
	(b)	Explain the terms Book keeping and accounting, and describe principles for journalizing transactions to personal and impersonal accounts.	**6**

Q.7 **(a)** Certain balances extracted from the trial balance of Shri Viraj as on 31-3-2010 are given below. Prepare Profit and Loss account and Balance sheet for that. **10**

Type of account	Lf	Debit balance Rs	Credit balance Rs
Capital and Drawing		6250	30650
Building		9000	
Furniture and Fittings		2000	
Discount		100	150
Salary		7500	
Advertisement expenses		1250	
Rent and taxes		1000	
Interest			900
General expenses		725	
Stationery and printing		450	
Cash on hand		50	
Bills		1000	700
Debtors and Creditors		10000	4000
Bank Balance		2350	

The cost price of closing stock is Rs 2500 and gross profit recorded was Rs. 7775.

(b) Discuss money measurement concept of accounting and its effect. **6**

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