

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)

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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 |

(LC 4272)

FEBRUARY 2013

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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?

(LD 4272)

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

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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 offences 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
