

00815

11920

3 Hours / 80 Marks

Seat No.

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- Instructions :**
- (1) All Questions are *compulsory*.
 - (2) Answer each Section on same / separate answer sheet.
 - (3) Answer each next main Question on a new page.
 - (4) Illustrate your answers with neat sketches wherever necessary.
 - (5) Figures to the right indicate full marks.
 - (6) Mobile Phone, Pager and any other Electronic Communication devices are not permissible in Examination Hall.

Marks

1. Solve any EIGHT of following :

2 × 8 = 16

- (a) Define the term :
 - (i) Recruitment
 - (ii) Training
- (b) What do you mean by Book of Original Entry ? Give two examples of it.
- (c) Define Inventory control. Enlist different techniques of Inventory control.
- (d) Define Trade. Enlist various aids to trade.
- (e) State the channel of Distribution in Pharmaceutical Industry.
- (f) Mention the basic principles of effective window display.
- (g) Sketch typical layout of ideal Retail Drug Store.
- (h) Define Business. Enlist distinct forms of Business organisation.

- (i) What is 'Ordering Cost' and 'Inventory Carrying Cost'. ?
- (j) What is the meaning of Accounting concept and convention in Accountancy ?
- (k) Define Finance. Enlist various sources of finance.
- (l) Define the term financial statements.

2. Solve any FOUR questions :**12**

- (a) Define recruitment. What are the different methods of recruitment of a pharmacist ?
- (b) Explain : 'Perpetual Inventory Control System' in detail.
- (c) Define term Budget. What are objectives of Budgetary Control ?
- (d) Discuss advantages & disadvantages of 'Joint Hindu family business'.
- (e) Discuss various plans of compensating an efficient employee to continue with his job.
- (f) Define Balance Sheet. Give specimen format of Balance Sheet.

3. Solve any FOUR questions :**12**

- (a) Define Advertising. Give its disadvantages.
- (b) What are the different methods of determining the price of drug material to be charged from a customer ?
- (c) Define :
 - (i) Over draft facility
 - (ii) Cash Credit facility
 - (iii) Discounting of Bills

- (d) Define Purchasing. What are the various steps involved in purchase procedure ?
- (e) What are Trial Balance ? Write various objectives and method of preparation of Trial Balance.
- (f) What do you mean by scrap ? Describe procedure for disposal of scrap and surplus.

4. Solve any FOUR questions :

12

- (a) Differentiate between Profit and Loss Account and Balance Sheet.
- (b) Explain how maximum stock level is fixed.
- (c) Explain various legal requirements to start Retail Drug Store.
- (d) Mention salient features of partnership business.
- (e) Define Bank. What are different kinds of Bank ? Mention functions of Bank.
- (f) Define Term :
 - (i) Debenture
 - (ii) Petty Cash Book
 - (iii) Capital

5. Solve any FOUR questions :

12

- (a) Discuss various qualities of good salesman.
- (b) Write short note on 'Warehousing'.
- (c) Define Codification. Explain different methods used for codification.
- (d) Differentiate between Departmental Store and Multiple Shops.
- (e) Explain Money measurement concept and cost concept of accountancy.
- (f) Define Share. Explain different types of Shares.

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6. Solve any FOUR questions :**16**

- (a) Differentiate between slow moving, dormant material & obsolete items. Enlist the steps taken to detect these.
- (b) Explain Window Display as Silent salesman.
- (c) Classify different types of middlemen involved in the distribution channel. Write in brief about each middlemen.
- (d) Discuss various requirements of effective Budgeting.
- (e) From the information given below, prepare profit and loss Account of M/s Sandeep Medical Hall for the year ending 31st March 2017.

(₹)

Gross Profit	60,000.00
Rent	8,000.00
Salary	25,000.00
Commission paid	4,000.00
Interest on Loan	3,000.00
Advertisement	7,000.00
Discount Received	4,000.00
Printing and Stationary	3,000.00
Legal charges	4,000.00
Bad debts	2,000.00

- (f) Draw format of Journal and Ledger. Explain types of Accounts.
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