16172

3 Hours / 80 Marks Seat No.

Instructions : (1) All Questions are *compulsory.*

(2) Answer each next main Question on a new page.

(3) Figures to the right indicate full marks.

(4) Use of Non-programmable Electronic Pocket Calculator is permissible.

Marks

1. **Attempt any EIGHT of the following :** **8 × 2 = 16**

(a) Define the terms :

(i) Commerce (ii) Business

(b) Enlist various forms of Business Organizations.

(c) Define Accounting. Give two objectives of Accounting.

(d) Explain different types of accounting accounts with examples.

(e) Enlist various types of partners in partnership firm of business.

(f) Give any four salient features of co-operative society form of business.

(g) State channels of distribution for pharmacy.

(h) Explain the objectives of inventory control in short.

(i) State what do you mean by cash-book and enlist various types of cash-book.

(j) Define bank and enlist various kinds of banks.

(k) State objectives of sales promotion.

(l) Define the terms :

(i) Safety stock (ii) Lead time

2. Attempt any FOUR of the following :   **4 × 3 = 12**

(a) Define scrap. Explain various types of scrap and how can the scrap be controlled.

(b) Give detail classification of retailers. Explain Itinerant retailers.

(c) Define Market Research. Enlist methods of market research and give any two advantages of market research.

(d) State the difference between Joint Stock Company and Partnership Firm.

(e) Explain various branches of Accounting.

(f) Mention the salient features of Hire Purchase Trading with its advantages and disadvantages.

3. Attempt any FOUR of the following :   **4 × 3 = 12**

(a) Explain types of financial needs of Business.

(b) State and explain different methods of perpetual inventory control.

(c) Define codification of drugs. State and explain various methods of drug codification.

(d) State what do you mean by budgetory control. Give its advantages.

(e) Explain what do you mean by slow-moving, dormant and obsolete items.

(f) Differentiate between departmental stores and a multiple store.

4. **Attempt any FOUR of the following :** 4 × 3 = 12

   (a) Explain various activities which revolves around trade.

   (b) Define sale proprietorship, mention its features.

   (c) Define advertisement. State any four advantages and disadvantages of advertisement of product.

   (d) Explain various points which has to be taken into consideration for valuation of pharmacist.

   (e) State and explain minimum legal requirements for starting a retail drug store.

   (f) Explain the process of purchase followed in business organisation.

5. **Attempt any FOUR of the following :** 4 × 3 = 12

   (a) Explain the functions of management.

   (b) Explain in detail ABC technique of inventory control.

   (c) Explain the following terms :

      (i) Management

      (ii) Economics

      (iii) Recruitment

   (d) Explain any four techniques of sales promotion.

   (e) Enlist and explain how long term finance be raised.

   (f) Explain the term Budget. Give classification of budget.

6. **Attempt any FOUR of the following :**   **4 × 4 = 16**

    (a) Explain the terms accounting concept and convention. Enlist various concepts and conventions.

    (b) Explain the term ledger, give its importance, draw format of ledger.

    (c) Differentiate between balance sheet and profit and loss A/c.

    (d) State how will you select the ideal site of drug store in urban as well as rural area.

    (e) Define financial analysis and explain profitability ratio.

    (f) Journalise the following transaction for the year 2016 :

    Jan 1 Neeraj invest ₹ 50,000 in cash.

    Jan 5 buys furniture for ₹ 20,000 on credit from Mr. Naresh.

    Jan 15 purchases goods for ₹ 10,000 from Mr. Naik.

    Jan 16 withdraws money ₹ 5,000 for personal use.

    Jan 18 Receives cash ₹ 3,000 from Gopal.

    Jan 20 Issue cheques of ₹ 1,000 in favour of landlord for rent.

    Jan 25 sold goods for ₹ 6,000 to Mr. Nitin.

    Jan 29 pays salary to staff ₹ 10,000.

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