

- (vii) Insurance removes the hindrance of
- (a) Persons
 - (b) Time
 - (c) Risk
 - (d) Spoilage
- (viii) Trade between two countries is known as
- (a) Import
 - (b) Export
 - (c) Foreign trade
 - (d) Regional trade
- (ix) Business activities include
- (a) Industry and commerce
 - (b) Banking and finance
 - (c) Consumers
 - (d) None of the above
- (x) Heavy machinery is sold to the consumer by
- (a) Direct selling
 - (b) Indirect selling
 - (c) Functional middlemen
 - (d) Merchant middlemen
- (xi) Itinerant retailers operate its business from:-
- (a) Fixed premises
 - (b) Street stalls
 - (c) Moving place to place
 - (d) General stores to another place
- (xii) Multiple shops deals in
- (a) All types of goods
 - (b) Same type of goods
 - (c) Specified same types of goods
 - (d) Specified types of goods.
- (xiii) Mail order business is
- (a) Wholesale trade
 - (b) Direct selling trade
 - (c) Retail trade
 - (d) Retail trade by post
- (xiv) The items which represents 10% of the total inventory but consume about 70% of the total budget of inventory are called
- (a) A items
 - (b) B items
 - (c) C items
 - (d) None of the three
- (xv) Mention the items which cannot be represented by inventory carrying cost
- (a) Salaries of store-keeper
 - (b) Paper and its typing
 - (c) Losses in storage
 - (d) Rent of storage
- (xvi) In a drug store, the expiry dated drug formulations are called
- (a) Scarp items
 - (b) Surplus item
 - (c) Obsolete item
 - (d) Dormant materials

- (xvii) Revenue is generally recognized at the point of sale. Which concept is applied in this case?
- (a) Matching
 - (b) Going concern
 - (c) Revenue realization
 - (d) Money measurement
- (xviii) Business means:
- (a) Trade and commerce
 - (b) Buying and selling of goods
 - (c) Industry and commerce
 - (d) Commerce
- (xix) A ledger is a book of
- (a) Original entry
 - (b) Secondary entry
 - (c) All cash transactions
 - (d) Petty cash transactions
- (xx) Recording of transactions in the journal is called
- (a) Posting
 - (b) Casting
 - (c) Journalising
 - (d) Tallying

2. Answer the following questions: (Any six) (6 × 5 = 30)
- (a) What are the main aspects of financial planning?
 - (b) What are the main objectives of accounting?
 - (c) Explain the meaning of a 'Trial Balance'. What are the different methods of preparing a trial balance?
 - (d) Write the main requirements of effective budgeting.
 - (e) Write about the importance of commerce in modern economy.
 - (f) How are profits made by a partnership business organization distributed?
 - (g) Mention the various services provided by the retailers to wholesalers / producers and to the consumers.
 - (h) Give the main objectives of lay out design of a drug store.

3. Answer the following questions: (Any three) (3 × 10 = 30)

- (a) Discuss the general factors to be considered while selecting for a drug store.
- (b) What do you know about EOQ? Discuss the various methods for determining the EOQ.
- (c) What is recruitment? What are the different methods of recruitment of a pharmacist?

Write the various steps involved in the selection of a person as a pharmacist.

- (d) What is a Balance Sheet? What are its characteristics? What is the need for preparing a Balance Sheet?
- (e) What do you know about book-keeping? How does it differ from accounting? What are the basic principles of double-entry book-keeping?
- (f) Define 'Finance'. What are the main sources of finance? Discuss in detail long-term finance.
- (g) Prepare a simple cash book from the following transactions of Anurag Sharma of M/s Anurag Pharmacy.

2015		₹
Jan 1	Anurag Sharma started business with cash	80,000
4	Purchased goods for cash	4,000
5	Sold goods for cash	4,350
6	Bought furniture for cash	2,700
8	Paid interest to Ram	600
12	Received commission	200
18	Purchased goods fro Shyam Lal and paid cash	2,100
22	Paid for petty expenses	425
24	Withdrew cash form personal use	4,000
25	Goods sold to Prem for cash	1,800
30	Paid for trade expenses	450
31	Received cash from Rakesh	2,300
31	Paid Salaries	4,450
31	Received rent from tenent	1,500