

# **2012 Scheme**

**QP CODE: 317006**

**Reg. No: .....**

## **Third Year B.Pharm Degree Supplementary Examinations June 2022**

### **Pharmaceutical Management**

**Time: 3 Hours**

**Total Marks: 100**

- *Answer all questions to the point neatly and legibly • Do not leave any blank pages between answers*
- *Indicate the question number correctly for the answer in the margin space*
- *Answer all parts of a single question together • Leave sufficient space between answers*
- *Draw table/diagrams/flow charts wherever necessary*

**Essay**

**(3x10=30)**

1. Explain different types of trade. How is import and export of goods performed.
2. Explain the process validation methods for pharmaceutical operations involved in production of tablets.
3. Explain the stability protocol for any two different dosage forms.

**Short notes**

**(14x5=70)**

4. Process of preparation of journals.
5. Explain the various channels of distribution.
6. What are the principle involved in sales promotion.
7. Merchandising.
8. Feedback information with suitable example.
9. Principles involved in management.
10. Financial management.
11. Process involved in material management in raw material stores.
12. Explain the detailed process of purchasing.
13. cGMP in manufacturing.
14. Explain Quality audits.
15. Explain a process involved in application of ANDA.
16. Explain the process of market research.
17. Transportation and storage.

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