

2012 Scheme

QP CODE: 317006

Reg. No:

Third Year B.Pharm Degree Supplementary Examinations March 2025 Pharmaceutical Industrial 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. Describe in detail about the administrative and production management.
2. How will you forecast and measure market demand.
3. Describe in detail the process of validation methods for pharmaceutical operations.

Short notes

(14x5=70)

4. Describe HR Management.
5. Describe the Quality audit to be followed in CGMP.
6. Design and Development of validation process.
7. Channels of distribution in trading.
8. Transportation and Storage.
9. Financial Management.
10. Procedure to be followed in imports of goods.
11. Training Procedure for pharmacist.
12. Give the principles involved in sales promotion.
13. What are the basic principles involved in Industrial material management.
14. Write the different types of trade Explain any two.
15. What are the compensation benefits to the Pharmacists in salesmanship.
16. Fundamental steps involved in preparing Cash books.
17. How the ledger books are prepared for accounting purposes.
