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| Manmohan Technical University Office of the Controller of Examinations Exam Year: 2082, Poush (Model Question) | | Exam Roll: Exam Roll in words: | |
| School: School of Medicine and Allied Health Sciences | | Level: Bachelor | Invigilator's Sign: |
| Program: B.Pharmacy | | Year/Part: III/I | Superintendent's Sign: |
| Subject: Pharmaceutical Management & Entrepreneurship (BP504) | | | Code No. |

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|--|----------------|-------------------------|
| GROUP A (Multiple-Choice Questions) | [5x1=5] | Time: 10 Minutes |
| i. This group contains 10 multiple-choice questions (MCQs). ii. Answers must be marked on the MCQ Answer Sheet. iii. You may use the main answer sheet for rough work. iv. Marks will not be awarded for answers with cutting, erasing, overwriting, or multiple shaded options. v. The MCQ question paper must be returned along with the MCQ answer sheet. | | Code No.: |

1. Which of the following cannot be the goal of any Organization.
 a) Profit b) Survival c) Retention of Customer d) Competition
2. A organization reaches its break even point when its.....
 a) Revenue is greater than Cost
 b) Revenue is smaller than cost
 c) Revenue and Cost is equal
 d) None of Above.
3. Middle level Management must have high degree of skill
 a) Operational
 b) Human
 c) Conceptual
 d) None of these
4. Balance Sheet Statements always provides position of of an organization
 a) Profit or Loss
 b) Margin
 c) Assets & Liabilities
 d) Income or Expenses
5. Objectives of Inventory Control in Pharmaceutical Management can be:
 a) Ensuring Continuous availability of essential drugs
 b) Minimizing wastage due to expiry & damage
 c) Controlling of Cost and avoid overstocking
 d) All of above

Multiple Choice Questions' Answer Sheet

Marks Secured: _____

In Words: _____

Examiner's Sign: _____ Date: _____

Scrutinizer's Marks: _____

In Words: _____

Scrutinizer's Sign: _____ Date: _____

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|------------------|---|-----|-----|
| Corrected Fill | | | |
| (A) | ● | (C) | (D) |
| Incorrected Fill | | | |
| ✗ | ● | ● | ✓ |

| | | | | |
|----|-----|-----|-----|-----|
| 1. | (A) | (B) | (C) | (D) |
| 2. | (A) | (B) | (C) | (D) |
| 3. | (A) | (B) | (C) | (D) |
| 4. | (A) | (B) | (C) | (D) |
| 5. | (A) | (B) | (C) | (D) |

Manmohan Technical University
Office of the Controller of Examinations
Exam Year: 2082, Mansir (Model Question)

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| School: School of Medicine and Allied Health Sciences | Level: Bachelor | Time: 1.5 Hours |
| Program: B. Pharmacy | Year/Part: III/I | Full Marks: 25 |
| Subject: Pharmaceutical Management & Entrepreneurship (BP504) | | Pass Marks: 12.5 |

- ✓ Candidates are required to give their answers in their own words as far as practicable.
- ✓ The figures in the margin indicate **Full Marks**.
- ✓ Assume suitable data if necessary.

GROUP A (Multiple-Choice Questions are provided on separate sheet) [5×1=5]

GROUP B (Problem Based Question) [1×6=6]

1. Atlas Pharmaceutical Company is a retail drug supplier operating in Biratnagar area since 2023. The following is the trial balance of the Company for the year 2024.

| Particulars | Amount Dr | Particulars | Amount Cr |
|------------------|----------------|----------------|----------------|
| Purchase | 350000 | Sales | 725000 |
| Opening Stock | 103500 | Capital equity | 500000 |
| Direct expenses | 11500 | Creditors | 15000 |
| Closing stock | 75000 | Others payable | 10000 |
| Debtors | 75000 | Salary payable | 12000 |
| Salary expenses | 150000 | | |
| Furniture | 300000 | | |
| Office equipment | 100000 | | |
| Cash | 97000 | | |
| Total | 1262000 | | 1262000 |

Notes: Depreciation rate for Furniture is 15% and Office expenses is 20%
Tax rate is 25%,
The company was in loss of Rs 14625 on 2023. (Retained Earning).

- A. Prepare Income Statement from above data for year 2024
- B. Prepare a balance sheet from the given data for year 2024
- C. Explain its overall Profit position at the end of year 2024.

GROUP C (Long Answer Questions - Attempt Any Two) [2×4=8]

1. Define Entrepreneurship and explain any three major characteristics of a successful entrepreneur.
2. Explain Law of Demand & Supply along with example.
3. Explain short procedure of importing pharmaceutical product.

GROUP D (Short Answer Questions - Attempt All Questions) [2×3=6]

1. Explain Motivation along with its importance in short.
2. Explain few guidelines for medical donations.
3. Point out any two pitfall in Pharmaceutical Supply Process.