

22223

3 Hours / 80 Marks



0815

Seat No.

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- 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) Assume suitable data, if necessary.
 - (5) Mobile Phone, Pager and any other Electronic Communication devices are not permissible in Examination Hall.

Marks

1. **Attempt any EIGHT of the following:** **16**
- a) State various forms of Business Organization.
 - b) Define budget. What is budgetary Control?
 - c) Define Bank. Enlist different types of Bank.
 - d) Define the terms:-
 - i) Accounting
 - ii) Safety Stock
 - e) Give the typical layout design for drug store.
 - f) Define trial balance. Write its objectives.
 - g) State any four advantages of double entry book keeping.
 - h) Write four salient features of joint stock company.
 - i) Define the term Economics. State various elements of economics.
 - j) Define scrap. State different types of scrap.
 - k) Define
 - i) Training
 - ii) Recruitment
 - l) Define codification of drug. Enlist different methods of codifications.
2. **Attempt any FOUR of the following:** **12**
- a) Define aids to trade. Enlist various aids to trade. Explain any two of it.
 - b) Give detailed classification of retailers. Explain itinerant retailers.
 - c) Define market research. Explain various survey method of market research.
 - d) Differentiate between joint stock company and partnership firm.
 - e) Explain mail order business. Write its advantages and disadvantages.
 - f) Define salesmanship. State qualities of a good salesman.
3. **Attempt any FOUR of the following:** **12**
- a) Differentiate between a trial balance and a balance sheet.
 - b) Write main objectives of financial planning. Explain types of finances required for business.
 - c) Describe evaluations system of the pharmacist.
 - d) Explain VED analysis of inventory control.
 - e) Explain departmental stores. State its advantages and disadvantages.
 - f) State the advantages of co-operative society business.

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4. **Attempt any FOUR of the following:** 12
- a) Write any six functions of wholesalers.
 - b) Explain maximum stock level, minimum stock level and re-order level.
 - c) Write any six functions of bank.
 - d) Define sales promotion. Give various techniques of sales promotion.
 - e) Define Journal? Draw its format and give advantages.
 - f) Give salient features of joint Hindu Family Business.
5. **Attempt any FOUR of the following:** 12
- a) Define the term 'Day-Book'. Explain the various types of Day-Books.
 - b) Enlist different documents required to open a retail drug store.
 - c) State and explain different methods of perpetual system of inventory control.
 - d) Explain the various stages of purchasing procedure.
 - e) Define the term Accounting concept and convention. Enlist various concepts and conventions.
 - f) Define industry. Explain any two kind of manufacturing industry.
6. **Attempt any FOUR of the following:** 16
- a) Explain the term ledger. Give its importance, draw format of ledger.
 - b) Explain different functions of management.
 - c) Define E-O-Q. Mention different methods of E-O-Q.
 - d) Give the meaning of cash book? Describe various types of cash books.
 - e) Explain, objectives and branches of Accounting.
 - f) Write the meaning of window display. Give principle of effective window display.
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