

SCHOOL OF PHARMACY, DEVI AHILYA VISHWAVIDYALAYA, INDORE
VALUE ADDED COURSE IN PHARMACEUTICAL MANAGEMENT
Examination, June 2022

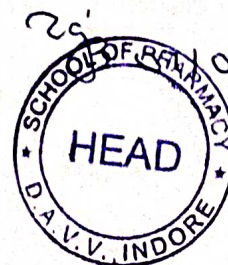
[Max. Marks: 100]

Time : 1 Hour]

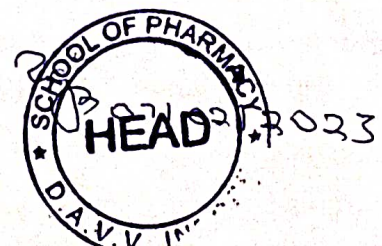
Name	
Semester	

Note: 1. Attempt all MCQs. 2. MCQ no. 1 to 40 carries 1.5 marks each. (1.5x40 = 60 marks)
 3. MCQ no. 41 to 60 carries 2 marks each. (2.0x20 = 40 marks)

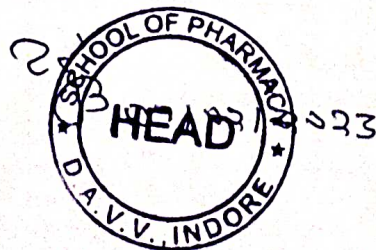
Q.No.	Question	Option
1	Management is said to be poor if it is	
	A Efficient but ineffective	B Effective but inefficient
	C Both inefficient and ineffective	D None of these
2	In general, which type of skills are required at top level of management?	
	A Conceptual skills	B Technical skills
	C Human skill	D None of these
3	Authority is	
	A Right to issue commands	B Ability to issue commands
	C Derived from many sources	D None of these
4	Which of the following management principle is concerned with promoting team spirit?	
	A Equity	B Unity of command
	C Espirit de Corps	D None of these
5	Planning means to bridge the gap between	
	A Past and present	B Present and future
	C Past and future	D None of these
6	It is not always true that just because a plan has worked before it will work again. Identify the related limitation of planning.	
	A Planning reduces creativity	B Planning may not work in a dynamic environment
	C Planning leads to rigidity	D Planning does not guarantee success
7	Management by Objective is also known as	
	A Management by planning	B Management by goals
	C Management by results	D Management by evaluation
8	In which of the following forecasting method, consensus agreement is reached among a group of experts?	
	A Executive opinion	B Delphi method
	C Time series	D None of these
9	In Management by Objective, the manager and subordinate jointly	
	A Defines each individual's major areas of responsibility	B Assess the contribution of each of its members
	C Both A and B	D None of these



10	The form of organization known for giving rise to rumors is called.....		
	A	Informal organization	B Decentralized organization
	C	Centralized organization	D Formal organization
11	Who reports to whom is made clear by.....		
	A	Planning process	B Controlling
	C	Staffing	D Organizing process
12	Delhi Pharmaceutical Sciences and Research University is theof India		
	A	First Pharmaceutical University	B Third Pharmaceutical University
	C	Eighth Pharmaceutical University	D None of these
13	The preliminary investigation of a subject that is not yet well understood or sufficiently researched is known as.....		
	A	Exploratory Research	B Descriptive Research
	C	Explanatory Research	D None of these
14refers to the time gap between placing the order and actually receiving the items ordered		
	A	Shortage time	B Lead time
	C	Carrying time	D None of these
15	The cost of insurance and taxes are included in.....		
	A	Cost of ordering	B Set up cost
	C	Inventory carrying cost	D None of these
16	Inventory held for sale in the ordinary course of business is known as		
	A	Raw Material	B Finished Goods
	C	Miscellaneous inventory	D Work-in-progress
17	Grapevine is a		
	A	Formal communication	B Informal communication
	C	Lateral Communication	D Barrier to communication
18	Which of the following type of communication is fast ?		
	A	Free flow	B Inverted V
	C	Circular	D Wheel
19is the process of converting the message into communication symbols such as words, pictures, gestures etc.		
	A	Decoding	B Encoding
	C	Noise	D None of these
20	Which of the following statement is NOT correct?		
	A	Marketing research is the study of all aspect of marketing.	B Marketing research is specific in nature
	C	Marketing research is a component of marketing information system	D None of these
21	Which of the following is the first step of marketing research?		
	A	Defining the marketing research problem	B Development of hypothesis
	C	Selection of method of enquiry	D None of these
22	The Ohio State Leadership Studies revealed and initiating structure as two major dimensions of leadership behaviour		
	A	Communication	B Consideration
	C	Control	D Collaboration



23	Select the assumption of Theory Y?			
	A	Team Members are committed to organizational activities	B	Team Members dislike work.
	C	Team Members are poorly motivated	D	Team Members seek to avoid work.
24	Motivation determines.....			
	A	What an employee can do?	B	What an employee will do?
	C	Both A and B	D	None of these
25	Which of the following needs according to Maslow's hierarchy of needs belong to low category needs?			
	A	Physiological, safety and social needs	B	Safety, social and esteem needs
	C	Physiological, safety and esteem needs	D	Physiological, safety and self-actualization needs
26	Which of the following leadership theory is based on styles of "concern for people" and "concern for production"?			
	A	The managerial grid theory	B	Expectancy Theory
	C	Transactional Theory	D	Transformational Theory
27	Which of the following is not a basic function of the management process?			
	A	Controlling	B	Organizing
	C	Working	D	Leading
28	A set of systematic and planned activities designed by an organization to provide its members with the opportunities to learn necessary skills to meet current and future job demands is known as			
	A	Human resource development	B	Career Planning
	C	Management by objectives	D	Human resource management
29	Which of the following is the first HRD intervention experienced by an employee when he joins an organization?			
	A	On-the-job training	B	Mentoring
	C	Coaching	D	Orientation
30	Which of the following HRD process helps to determine the gap between capabilities of the current employee and what they are required to do?			
	A	HRD Needs Assessment	B	HRD Implementation
	C	HRD Design	D	HRD Evaluation
31	In what way training and development offers a competitive advantage to an organization?			
	A	It ensures employee compliance	B	It increases the supervisor's role
	C	It reduces performance deficiencies	D	None of these
32is the precursor of WTO.			
	A	GATT	B	NAFTA
	C	IMF	D	EU
33	GATT was originally signed by how many countries including India?			
	A	21	B	23
	C	84	D	163
34	When did India join WTO?			
	A	April 15, 1995	B	April 15, 1994
	C	April 15, 1993	D	April 15, 1996



35	What protects the intellectual property created by an artist?			
	A	Patent	B	Trademark
	C	Copyright	D	Trade secret
36	The Term of Geographical indication protection is Years.			
	A	10	B	20
	C	60	D	None of these
37	What does a trademark protect?			
	A	An invention	B	A work of art
	C	Logo, names and brands	D	The look, shape and feel of the product
38	Which of the following ISO series is associated with quality management standards?			
	A	ISO 9001	B	ISO 14000
	C	ISO 27001	D	None of these
39	The headquarter of WHO is at			
	A	Washington DC	B	Newyork
	C	Geneva	D	None of these
40	The full form of ICH is			
	A	International Council for Harmonisation	B	International Conference on Harmonisation
	C	International Council for Humanity	D	None of these
41	"The decision making should be logical and rational rather than on the basis of bias and prejudice". This statement leads to			
	A	Scientific decisions	B	Providing managers with useful insight into reality
	C	Meeting changing environmental requirements	D	None of these
42	Which level of management is responsible for establishing a vision for the organization, developing broad plans and strategies, and directing subordinate managers?			
	A	First level managers	B	Middle managers
	C	Executive managers	D	Second level managers
43	A manager has purchased 500 kg of paracetamol powder from his brother, in addition to other vendors in the market, sells paracetamol powder. The manager got the paracetamol powder for a higher price than the market price forms his brother. Which of the following principle of management did the manager violate through doing so?			
	A	Scalar chain	B	Delegation
	C	Unity of direction	D	Subordination of individual interest to general interest
44	Which of the following is considered as a numerical plan?			
	A	Rule	B	Budget
	C	Procedure	D	Program
45	According to the World Health Organization, 39% of adults are overweight. Consequently, in the U.K., a sugar tax was introduced in 2018 on beverages containing more than 5% sugar to curb sugar intake. Identify the type of plan being described in the above lines.			
	A	Method	B	Programme
	C	Strategy	D	Rule
46	Which of the following statement is NOT true?			



	A	Qualitative methods of forecasting are subjective in nature	B	Quantitative methods are also subjective in nature
	C	Qualitative methods of forecasting are based on judgments, opinions, intuition, emotions, or personal experiences	D	Quantitative methods of forecasting are based on mathematical computations
47	XYZ is a Pharma company dealing in Solid dosage formulation. The work is mainly divided into functions including production, purchase, marketing, accounts and human resource. Identify the type of organizational structure followed by the organization.			
	A	Divisional structure	B	Functional structure
	C	Relational structure	D	None of these
48	Which of the following is not a feature of formal organization?			
	A	It places less emphasis on interpersonal relationships among the employees.	B	It is deliberately designed by the top management
	C	The standards of behavior of employees are evolved from group norms	D	It specifies the relationships among various job positions
49	Central Drug Research Institute is located at			
	A	New Delhi	B	Mumbai
	C	Lucknow	D	None of these
50	Which of the following statement is correct in relation to "need for proper inventory control"?			
	A	Inadequate inventory may lead to keep men and machines waiting.	B	Materials do not constitute a significant part of the total production cost hence proper planning and controlling of inventories is not a big deal
	C	Funds are not tied up in surplus stores and stocks	D	All of the above
51	If you are visiting to a foreign country, but don't know the language of that country, then what kind of communication barrier will you face?			
	A	Semantic barrier	B	Physical barrier
	C	Psychological barrier	D	Cultural barrier
52	Which of the following is NOT the feature of leadership?			
	A	Leadership tries to bring change in the behavior of others	B	Leadership indicates ability of an individual to influence others
	C	Leadership is exercised to achieve individual goals of the organization	D	Leadership is a continuous process
53leader involves the followers in the consultation process and also gets the suggestions or views of the followers, before making a decision.			
	A	A participative leader	B	A directive leader
	C	A supportive leader	D	An achievement-oriented leader
54	Which of the following motivation theory explains the behavioral process of why individuals choose one behavioral alternative over another?			
	A	Alderfer's ERG Theory	B	McClelland's Achievement Model
	C	Herzberg Two-Factor theory	D	Expectancy theory



55	Which of the following statement is NOT correct in respect of Human resource development (HRD) ?			
	A	HRD is a subset of Human Resource Management	B	The objective of HRD is to develop the skills, knowledge and competency of employees
	C	The nature of HRD is proactive.	D	The HRD process is considered as routine process.
56	The last amendment in the Indian Patent Act was made in the year			
	A	2005	B	2002
	C	1999	D	1970
57	Symbol of Maharaja of Air India is			
	A	Trade secret	B	Patent
	C	Copyright	D	None of these
58	Which of the following statement about WHO is NOT correct?			
	A	WHO was established on 7 th April, 1948	B	The World Health Assembly is the supreme decision-making body for WHO
	C	WHO in agency of Swiss government	D	WHO works worldwide to promote health, keep the world safe, and serve the vulnerable
59	Which of the following statement is NOT correct in respect of Bureau of Indian Standards (BIS)?			
	A	The headquarter of BIS is at New Delhi	B	ISI certification is issued by BIS
	C	AGMARK is issued by BIS	D	Hall mark is issued by BIS
60	Which of the following statement is NOT true?			
	A	CDSCO is under the Ministry of Health & Family Welfare, Government of India	B	CDSCO is the International Regulatory Authority
	C	Headquarter of CDSCO is located at New Delhi	D	None of these

No. of correct answers		Marks
1.5 marks		
2 marks		
	Total	

Name & Signature of evaluator

