

ISBN:978-93-92568-76-3

New Education Regulations

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Publisher :

Aditi Publication, Raipur, Chhattisgarh, INDIA

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Year : **2023**

Edition - **01**

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ISBN : **978-93-92568-76-3**

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Price : Rs. **499/-**

Publisher & Printed by :

Aditi Publication,

Opp. New Panchajanya vidya Mandir, Near Tiranga Chowk,
Kushalpur, Raipur, Chhattisgarh, INDIA

+91 9425210308

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NEW EDUCATION REGULATIONS - 1991
DIPLOMA IN PHARMACY (PART-II)
SYLLABUS
DRUG STORE AND BUSINESS
MANAGEMENT
PART-I COMMERCE (50 HOURS)

1. Introduction-Trade, Industry and Commerce, Functions and subdivision of Commerce, Introduction to Elements of Economics and Management.
2. Forms of Business Organisations.
3. Channels of Distribution.
4. Drug House Management- Selection of Site, Space, Lay-out and Legal requirements.
5. Importance and objectives of Purchasing, selection of suppliers, credit information, tenders, contracts and price determination and legal requirements thereto. Codification, handling of drug stores and other hospital supplies.
6. Inventory Control-objects and importance, modern techniques like ABC, VED analysis, the lead time, inventory carrying cost, safety stock, minimum and maximum stock levels, economic order quantity, scrap and surplus disposal.
7. Sales Promotion, Market Research, Salesman-ship, qualities of salesman, Advertising and Window Display.
8. Recruitment, training, evaluation and compensation of the pharmacist. 9. Banking and Finance Service and functions of bank, Finance Planning and sources of finance.

PART-II ACCOUNTANCY (25 HOURS)

1. Introduction to the accounting concepts and conventions.
Double entry Book keeping, Different kinds of accounts.
2. Cash Book.
3. General Ledger and Trial Balance.
4. Profit and Loss Account and Balance Sheet.
5. Simple technique of analysing financial statements.
6. Introduction to Budgetting.



Dr. R. Shridhar

Dr. R. Shridhar is a futurist, charismatic leader, celebrated motivational speaker: leadership trainer are the entrenched facts. Currently he is the Vice Chancellor of Kalinga University, Raipur, (CG). His ascend from a corporate milieu to a top management position is a chronicle of fortitude, hard work, and integrity. His leadership persona and connoisseur listening style are the outcome of life-long learning, conviction, and passions to follow his vision. Being an inspiration & a role model for many of his peers, subordinates, aspiring entrepreneurs and the students, he is bridging the prevailing islands between the academic sector and industries. He is honestly dedicated for empowering Indian businesses by sharing healthier, sustainable management solutions and innovations for new startups. One of his most incredible leadership qualities is that he is thinking exceptionally beyond the horizons and providing hand on solutions for new feasible innovative startups. It was the power of his guidance and light of motivation during the COVID -19 pandemic crises due to which several people could take empathetic decisions with conviction to sustain proficiently from all angles and acclimatize to the multi-faceted changes during the contingency period.



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Mariyam Ahmed is currently serving as an Assistant Professor in the Department of Management, at Kalinga University, a position she has held for the past two years. Prior to her academic role, she gained valuable experience in the corporate sector, where she worked for approximately one year. Her expertise lies in the dynamic fields of Marketing and Human Resource Management (HRM), where she has consistently demonstrated excellence and innovation. She is actively engaged in furthering her knowledge and contributing to the academic community through her pursuit of a Ph.D. in Marketing. Her dedication to both practical industry experience and scholarly pursuits showcases her commitment to staying at the forefront of developments in the field. As an eminent worker in Marketing and HRM, she also brings a unique blend of practical insights and academic rigor to her role as an Assistant Professor in the University.



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₹ 499