



**DEPARTMENT OF SOCIAL AND ADMINISTRATIVE PHARMACY
COLLEGE OF PHARMACY**

MID-SEMESTER TEST 2022/2023 SESSION

Course: SAP 301

Course Title: Pharmacy Administration I

Date: 21st November 2022

Level: 300

Time Allowed: Forty-five minutes

INSTRUCTIONS:

1. Answer ALL questions
2. Answer all the questions in your answer booklet

Write your Matriculation number in the space provided in your answer booklet

SECTION A (10marks)

1. Central to marketing is the concept of _____
(a) Profit
(b) Loss
(c) no interaction
(d) ~~Exchange~~
2. Marketing mix involves all of the following except _____
(a) Product
(b) Price
(c) ~~Person~~
(d) Place
3. Product is limited to tangible goods
(a) ~~False~~
(b) True
4. A producer set a price after considering several variables
(a) False
(b) ~~True~~
5. Different participants in the distribution channel can be called _____
(a) Wholesalers
(b) Retailers
(c) Consumers
(d) ~~Intermediaries~~
6. Which of the following is not part of the main components of marketing communication?
(a) Sales promotion
(b) Personal selling
(c) Sponsorship
(d) Direct marketing
7. Which of the following is not a factor determining market communication?
(a) the producer
(b) type of product
(c) target audience
(d) stage of product life cycle
8. The roles of advertising include all of the listed options except _____

- (a) communicative role
 - (b) production role
 - (c) economic role
 - (d) social role
9. Unfair advertising is determined by the using of unauthorized techniques and methods of disseminating promotional information
- (a) False
 - (b) True
10. Advertising as a process typically involves the following components except
- (a) Advertisers
 - (b) Advertising resolution
 - (c) Advertising agencies
 - (d) Advertising audience

SECTION B (2 marks each)

11. Principles are fundamental truths upon which other truths depend and they explain the relationships between two or more variables.
12. Henri Fayol is the Father of Management while F.W. Taylor is the Father of Scientific Management
13. Two of the major proponents of the Psychology and human relations schools were Lewin and May-J Parker Follett
14. The school of management science is also known as the Quantitative School
15. Harry Lounsbury is known as one of the prominent proponents of the school of management science.
16. J.A.F. Stonor defined management as the process of planning, organising, leading and controlling the efforts of organisational members and the use of other organisational resources in order to achieve stated organisational goals
17. Two of the aspects of leading are _____ and _____
18. Two of the four types of decisional roles of managers include those of Entrepreneur and Monitor
19. Regarding skill types needed by managers per levels, top managers require more of _____ skill than other skills.
20. Two of the names associated with the behavioural science school are Rensis Lippert and Frederick Herzberg

SECTION C (30 marks)

21. Define Pharmacy administration (4marks)
22. Two of the reasons why standard operating procedure (SOP) is so important in the pharmaceutical industry include
- (a) It is a regulatory requirement
 - (b) Improves efficiency (4marks)
23. The evolutionary history of management theories shows that the schools of management formed and developed in the 20th century were in the order of: (4marks)
24. Define Management (4marks)
25. Authority may be defined as _____ (4marks)
26. List the four approaches to management studies (4marks)
27. In the management of a community pharmacy business, the pharmacist has a twin (often conflicting) objectives of:
- (a) Customer Service Underlined by Professionalism
 - (b) Resource Utilization Business Profitability (4marks)
28. How do community pharmacists manage the twin objectives in their business?
By balancing the two objectives for a successful CPP (2marks)

8 Ps of Mgt are Man, money, machines, materials, market, management information, method, motivation.

CPP - Community Pharmacy Practice.



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COLLEGE OF PHARMACY

24th November, 2022

DEPARTMENT OF PHARMACOGNOSY AND NATURAL PRODUCTS

MID-SEMESTER TEST 2022/2023 SESSION

COURSE CODE: PCG 301

TIME ALLOWED: 60MINS

COURSE TITLE: PHARMACOGNOSY I

Instruction: Answer ALL Questions in Sections A and B.

Section A

1. Medicinal plants can be collected from wild and Cultivated Sources.
2. Cultivation ensures quality and purity of medicinal plants..... True or False
3. Cultivation ensures irregular supply of crude drugs..... True or False
4. Name the two methods of propagation of medicinal plants Seeds & Vegetative.
5. Gibberellic acid promotes the germination of dormant seeds..... True or False
6. What enzymes are indicated in the treatment of pancreatitis.....?
7. As a Pharmacist, what enzyme medication would you recommend for dyspepsia?
8. What is an autocatalytic enzyme? Give an example
9. Give two reasons why we rely on microorganisms for the production of enzymes in modern Pharmacognosy
10. Pancreatic amylase is a β -amylase, True or False
11. Resins are amorphous solid or semi solid substances that are water insoluble but mostly soluble in alcohol..... (a) amorphous, alcohol, water (b) non amorphous, alcohol, water (c) non amorphous, water, alcohol (d) amorphous, water, alcohol
12. are found to be hard, translucent or transparent and fusible.
(a) Chemically, resins (b) Physically, oleoresins (c) Physically, resins (d) Chemically, oleoresins
13. Oleoresins are semi-solid extracts composed of resin and obtained by evaporation of the solvents used for their production. (a) Olive oil (b) Corn oil (c) Vegetable oil (d) essential or fatty oil
14. are prepared from e.g. ginger, basil, nut meg, thyme, balsam, Indian bay leaves etc. (a) Oleoresins, spices (b) Resins, exudates (c) Oleoresins, exudates (d) Resins, spices
15. causes the body to make substances that fight pain and swelling.
(a) Bromelain (b) Malt extract (c) Papain (d) Oleoresin
16. Volatile oil is used to standardize drugs which the efficiency is due to odourous principles
17. The apparatus used for volatile oil content determination is Clevenger's Apparatus Antimicrobial microorganism

LEVENGERS APPARATUS

Volatiles are gotten from plants which are beneficial in Pharmaceutical industry

Clevenger's