



(Sponsored by St VINCENT EDUCATIONAL SOCIETY)
Read No. 5782/2000

(Approved by AICTE PCI New Delhi and Afliated to JNTU, Hyderabad)

Kondapur Village Ghatkesar Mandal, Medchal District (Old R.R. Dist) - 501301. Cell, 9701368996.

Date: 1/4/2022

DEPARTMENT OF PHARMACY

Academic Year: 2021-2022

Class and Semester: M-PHARM II YEAR

Title of Add- on/SHORT TERM COURSE ON PHARMA SALES AND MARKETING MANAGEMENT Duration: 30 Hours (3 Hrs per day) during 06/04/2022 To 20/04/2022 from 1:15 PM To 4:5 PM

Course Code : PMH/II

Minutes of Meeting

A meeting was held in Department to discuss the following points:

- Based on the Student interest and request to conduct a "Short term Course on pharma sales and marketing management" for students
- 2) The program coordinators have to Collect the Interested Students List from "year year.
- 3) Based on the expertise "Dr.V.Ravi kumar" is nominated as coordinator for the "Certificate course on pharma sales and marketing management "
- 4) They are instructed to prepare the design and Development of Curriculum for "Certificate course on pharma sales and marketing management"

The Following Staff Members were present for the meeting

SL NO	Name of the Faculty	Designation	Signatura
1	Dr. Aravinda Reddy	Associate professor	Charden
2	Dr.D.Surya Devarakonda	Associate professor	Sugar
3	Dr.V.Ravikumar	Associate professor	Laristem
4	Dr.Y.Sirisha	Associate professor	118
5	Dr.Nagasree	Associate professor	32.
6	Dr.Aneela	Associate professor	anech
7	T.Vijayalaxmi	Assistant Professor	Notayahan
8	V.Raju	Assistant Professor	they!
9	Shilpadas	Assistant Professor	- Shile
10	Shazia	Assistant Professor	daz
11	Divya	Assistant Professor	Deux
12	G.Rajini	Assistant Professor	Harri

Shatheant ()

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Kondapur Village, Ghatkesar Mandal, Medchal District (Old R.R. Dist) - 501 301. Cell 9701368996.

Date: 1/4/2022

DEPARTMENT OF PHARMACY

To.

The Principal,

Subject: Request for the approval to conduct Add – On Program for the "SHORT TERM COURSE ON PHARMA SALES AND MARKETING MANAGEMENT "M PHARM II YEAR" and resource person allocation - Reg
Respected Sir.

The Department of pharmacy is proposing to conduct an Add – On program for Certificate Course on Pharma Sales & Marketing Management. These Add – on Programs will help the students our college to understand brand awareness and enchance their brand to establish themselves as trusted entity in the community.

We request for your kind approval to conduct these Add - On programs with the following details.

Branch	Topic	Date	Time	Resource Person
M-Pharm years	Certificate Course in Preventive Medicine	06/04/2022 To 20/04/2022	1:15 To 4:15	A.Srikanth

Thanking You

Yours Faithfully HOD





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Kondapur Village, Ghatkesar Mandal, Medchal District (Old R.R. Dist) - 501 301. Cell: 9701368996.

Date: 3/4/2022

DEPARTMENT OF PHARMACY PRACTICE

Academic Year: 2021 - 2022

Class and Semester: M-PHARM - II YEAR

Title of Add - on/ Certification Program: ADD-ON PROGRAM ON PHARMA SALES AND MARKETING MANAGEMENT

CIRCULAR

All the students are informed that the department of pharmacy practice conducting add- on program on "Pharma Sales and Marketing Management from 06-04-2022 To 20-04-2022 from 1:15 PM for the benefit of the students is to build brand awareness and enhance their brand to establish themselves as a trusted entity in the community

The Add - On Programs and Coordinators as follows

Year	Topic	Resource Person or Coordinator		
M-PHARM II Year	Preventive Medicine	A.Srikanth		
	Health Promotion, Education and behavior			
	Emergency/disaster preparedness			

The interested students have to contact the program coordinators for further information on or before 5/4/2022

To

The HOD

Academic Committee Coordinator.

Copy To:

- 1. The Director, Academics
- 2. The Director, Administration
- 3. Vice Principal
- 4. IQAC



PRINCIPAL

Principal
Samskruti College of Pharmac)
Kondapur (V), Ghatkesar (M),
Kondapur (V), PIN-501501



SAMSKRUTI COLLEGE OF PHARMACY (Sponsored by St. VINCENT EDUCATIONAL SOCIETY) Regd No 5782/2000



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Kondapur Village, Ghatkesar Mandal, Medchal District (Old R.R. Dist)-501301. Cell:9701368996.

Date :5/4/2022

DEPARTMENT OF PHARMACY

Academic Year: 2021-2022

Class And Semester: M-PHARM - II YEAR

Title of Add - On/ Certification Program :SHORT TERM COURSE ON PHARMA SALRS AND MARKETING MANAGEMENT

Course Code : MPH/II

STUDENTS REGISTRATION LIST

S.NO	Hall TICKET NO	NAME OF THE STUDENTS	SIGNATURE
1	21Y71S0501	ADELLI RENUKA	A. Peule
2	21Y71S0S02	B ANITHA	Austra
3	21Y71S0S03	BASHETTI MAHENDER	Malmer
4	21Y71S0504	ERGU SUHASINI	Shewin
5	21Y71S0505	GINDU	Sardy
6	21Y71S0506	KOTARI SRIKANTH	Sileant
7	21Y71S0507	KUNREDDY VEERABRAHMANANDA REDDY	Deorotorettranada
8	21Y71S0508	NALLAGATLA SAI KIRAN	Sa Veran
9	21Y71S0509	PEDDA VOOTLAPRAVEEN KUMAR	Promis burns
10	21Y7150510	STHAMBAMPALLY EESHWARI	ecshwart
11	21Y71S0202	KAVATI VARAPRASAD	varaprasa
12	21Y7150203	MEGAVATH GOPI	Gooi
13	21Y71S0204	MOGULURI VINAY CHARI	Vingeball
14	21Y7150205	PUNYAMURTHULA ARUN RAO	Arun Rao
15	21Y71S0206	RAMATENKI VAMSHI	Vemster
16	21Y71S0207	SURNEEDI SATISH	Calst
17	20Y71S0101	AJILAPURAM LAXMIKALA	Laxuelanda
18	20Y71S0102	B. DINESH	1 1 1.
19	20Y7150104	GANSALA SINDHUPRIYA	Singhu Priya rimen
20	20Y71S0105	MOHAMMAD NOUSHEEN	dawin Julien

Kondaput (Gharkesar I mskruti College of Pharma Kondapur (V), Ghatkeso:

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Kondapur Village, Ghatkesar Mandal, Medchal District (Old R.R. Dist) - 501301. Cell: 9701368996.

Date :6/4/2022

DEPARTMENT OF PHARMACY

Academic Year: 2021-2022

Class And Semester: M PHARM II YEAR

Title of SHORT TERM ON PHARMA SALES AND MARKETING MANAGEMENT
ATTENDANCE LIST

S.N O	HT NO	NAME OF THE STUDENTS	DA Y 1	DA Y 2	DA Y 3	DA Y 4	DA Y 5	DA Y 6	DA Y 7	DA Y 8	DA Y 9	DA Y 10
1	21Y715050 1	ADELLI RENUKA	1	~	~	~	~	_	_	~	~	V
2	21Y71S050 2	B ANITHA	~	~	~	~	~	~	V	-	~	~
3	21Y71S050 3	BASHETTI MAHENDER	/	~	~	~	-	~	-	~	V	~
4	21Y71S050 4	ERGU SUHASINI	~	~	/	/	~	~	/	~	V	V
5	21Y71S050 5	G INDU	~	~	~	/	~	~	~	~	-	_
6	21Y71S050 6	KOTARI SRIKANTH	~	~	-	~	~	~	~	_	~	~
7	21Y71S050 7	KUNREDDY VEERABRAHMANAN DA REDDY	/	~	~	~	~	~	~	~	~	~
8	21Y715050 8	NALLAGATLA SAI KIRAN	~	~	~	~	~	~	~	~	~	/
9	21Y71S050 9	PEDDA VOOTLAPRAVEEN KUMAR	~	~	~	~	~	~	~	~	~	~
10	21Y71S051 0	STHAMBAMPALLY EESHWARI	~	~	~	~	~	~	~	~	~	~
11	21Y71S020 2	KAVATI VARAPRASAD	~	~	1	1		X	~	~	~	V





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12	21Y71S020 3	MEGAVATH GOPI	/	~	_	-	~	~	/	_	~	
13	21Y71S020 4	MOGULURI VINAY CHARI	/	~	~	~	~	_	~	~	V	~
14	21Y71S020 5	PUNYAMURTHULA ARUN RAO	~	~	-	-	~	~	-	V	~	1
15	21Y71S020 6	RAMATENKI VAMSHI	~	/	~	~	/	-	~	V	~	~
16	21Y71S020 7	SURNEEDI SATISH	V	/	/	/	~	1	~	~	~	V
17	20Y71S010 1	AJILAPURAM LAXMIKALA	~	V	V	~	~	/	~	~	/	/
18	20Y71S010 2	B. DINESH	~	~	-	~	-	~	-	-	V	~
19	20Y71S010 4	GANSALA SINDHUPRIYA	~	-	1	~	~	-	-	~	~	~
20	20Y71S010 5	MOHAMMAD NOUSHEEN	1	-	~	~	-	-	~	-	-	-

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SAMSKRUTI COLLEGE OF PHARMACY (Sponsored by St VINCENT EDUCATIONAL SOCIETY) Regd No 5782/2000



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Kondapur Village, Ghatkesar Mandal, Medchal District (Old R.R. Dist)-501301. Cell:9701368996.

Program Name: SHORT TERM PHARMA SALES AND MARKETING MANAGEMENT

Course Code : MPH/II Duration: 30 Hrs

A.Y : B. PHARMACY IV YEAR (2021 - 22)

Class: M-Pharm - II Years

Curriculum Designed and Developed by :

S. No	Faculty Name	Designation	Signature
1	Dr.Y.Sirisha	Associate professor	A. 161 _
2	Dr.K.Nagasree	Associate professor	Series
3	Dr.V.Ravi kumar	Associate professor	Parlung







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Kondapur Village. Ghatkesar Mandal. Medchal District (Old R.R. Dist) - 501301. Cell: 9701368996.

Program Name: SHORT TERM Pharma Sales and Marketing Management

Duration:30 Hrs

A.Y:M- Pharmacy II Year (2021-2022)

OBJECTIVES

- Build brand awareness and enchance their brand to establish themselves as a trusted entity in the community
- 2. To persuade a medical professional to buy the drug they are promoting and prescribe into patients

LEARNING OUTCOMES

- 1.pharma regulatory
- 2.pharma reimbursement
- 3.pharma marketing plan
- 4. pharma competitor analysis

SUMMARY:

You will learn how medical technology goes from ideas to treatements. First ,we focuse on the pharmaccutical industry

andwill learn about how the pharmaccutical industry takes a product that has cleared the bench and sells it in the market

SESSION	TITLE	DURATION
1	Introduction to Pharma Industry and Sales	3 Hrs
2	Product Knowledge and Market Analysis	3 Hrs
3	Pharma Marketing Fundamentals	3 Hrs
4	Regulatory Compliance in Pharma Marketing	3 Hrs
5	Customer Relationship Management (CRM) in Pharma	3Hrs
6	Sales Training and Development	3 Hrs
7	Key Account Management in Pharma Sales	3 Hrs
8	Negotiation Skills in Pharma Sales	3 Hrs
9	Sales Forecasting and Budgeting	3 Hrs
10	Future Trends in Pharma Sales and Marketing	3Hrs

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Induction Dist. Phi-50 (50)





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Kondapur Village, Ghatkesar Mandal, Medchal District (Old R.R. Dist) - 501301. Cell: 9701368996,

Date: 20/4/2022

DEPARTMENT OF PHARMACY PRACTICE SYLLABUS COMPLETION REPORT

Academic Year : 2021 - 2022

Class and Semester: M PHARM II YEAR

Title of SHORT TERM PHARMA SALES AND MARKETING MANAGEMENT

Duration : 30 Hours (3 Hrs per day) during 06 -04- 2022 To 20 -04 - 2022 from 1 :15 PM To 4 : 5 PM

Number of students completed the Add - On/Certification Program :35

Summary Report of the Program:

SESSION	of the Program : TITLE	DATE OF COMPLETION	NO. OF STUDENTS ATTENDED
1	Introduction to Pharma Industry and Sales	15 / 03 / 2021	20
2	Product Knowledge and Market Analysis	16/03/2021	20
3	Pharma Marketing Fundamentals	17 / 03 / 2021	20
4	Regulatory Compliance in Pharma Marketing	18 / 03 / 2021	20
5	Customer Relationship Management (CRM) in Pharma	19/03/2021	20
6	Sales Training and Development	22/03/2021	20
7	Key Account Management in Pharma Sales	23/03/2021	20
8	Negotiation Skills in Pharma Sales	24/03/2021	20
9	Sales Forecasting and Budgeting	25/03/2021	20
10	Future Trends in Pharma Sales and Marketing	26 / 03 / 2021	20

Program Coordinator







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Date:20/4/2022

DEPARTMENT OF PHARMACY PRACTICE

Academic Year: 2021 - 2022

Class and Semester : M-PHARM II YEAR

Title of Add - on/ Certification Program: SHORT TERM ON PHARMA SALES AND ,MANAGEMENT

STUDENT FEED BACK FORM

hearing Hall Ticket No :

S No	Course Program	Excellent (5)	Verry Good (4	Good (3)	Satisfactory (2)	Poor (1)
1	Does the program enhance your knowledge	~				
2	Effectiveness of the speaker in terms of technical content			~		
3	Speaker's Level of commanal on the topic					
4	Effectiveness of the speaker in terms of communication		=		~	
5	Level of Interaction		~			
6	Overall Rating					- fra

Date: 20/1/2022

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Signature of the Student

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Contage of Pharming

Kondapur (V), Ghatkesar (M),

Medehal Dist, PIN-50 9501



SAMSKRUTI COLLEGE OF PHARMACY (Sponsored by St. VINCENT EDUCATIONAL SOCIETY) Regd No 5782/2000



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Kondapur Village, Ghatkesar Mandal, Medchal District (Old R.R. Dist) - 501301. Cell:9701368996,

Date: 20/4/2022

DEPARTMENT OF PHARMACY

Academic Year : 2021 - 2022

Class and Semester : B PHARM IV YEAR

Title of Add – on/ Certification Program : SHORT TERM PHARMA SALES AND MARKETING MANAGEMENT

Duration : 30 Hours (3 Hrs per day) during 06 - 04- 2022 To 20 - 04 - 2022

Course Code : MPH/II

KEY:

1)A

2)B

31B

4)C

5)C 6)C

7)C

8)D

9)A

10)D

- cipal skruti College of Pharmacy Kondapur (V), Ghatkesar (M). Medchal Dist. PIN-501501 PRINCIPAL







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DEPARTMENT OF PHARMACY

Academic Year : 2021 - 2022

Class and Semester: M PHARM II YEAR

Title of Add - on/ SHORT TERM CERTIFICATE COURSE ON PHARMA SALES AND MARKETING

MANAGEMENT

Duration : 30 Hours (3 Hrs per day) during 06 - 04- 2022 To 20 - 04 - 2022

Course Code: MPH/II

OBJECTIVE EXAM

Answer All Questions. All Questions Carry Equal Marks Time: 30 Min.

Marks: 10

- Which level of management is responsible for establishing a vision for the organization, developing board plans and strategies and directing subordinate manager?
 - a) First level managers
 - b) Middle level manager
 - c) Executive managers
 - d) Second level manager
- Good marketing is no accident, but a result of careful planning and 2. **biselling** a)execution

c) strategies

d) research

- Marketers often use the term___to cover various groupings ofcustomers. c)demographic segment d)market b)buying power a)people
- 4. Which of the following would be the best illustration of asubculture?

a)a. A religion.

b)b.A group of close friends.

e c.your university

d) d.your occupation.

5. If actual performance exceeds the expected performance of the product

K. Dist. Hyd

Then customer is





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Kondapur Village, Ghatkesar Mandal, Medchal District (Old R.R. Dist) - 501 301. Cell:9701368996,

- a)satisfied
- b)Dissatisfied
- ~IDelighted
- d) Neutral
- 6. Bread andmilk arewhich kind of products?
 - a)Specialty products
 - b)Convenience products
 - Shopping products
 - d) Unsought products
- 7.____ plans have clearly defined objective
 - a)Directional
- b) b. Flexible
- c. Specific
- d) coordination

- Standing needs
- a)Man power planning b)Communication c)Authority 4) Coordination
- 9. Name the process which co-ordinates human efforts, assemble resource and integrate both into a untitled hold to be utilized for achieving specified objective.
 - b)planning c)Directing d) Organising
- 10. Bussinesses spend most of their advertising rupees on business-to-business markets.
 - a)a.true
- b) b.false



Principal Samskruti College of Pharmacy Kondapur (V), Ghatkesar (M), Medenal Dist. PIN-501301





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Kondapur Village, Ghatkesar Mandal, Medchal District (Old R.R. Dist) - 501301. Cell: 9701368996

Date:20/4/2022

DEPARTMENT OF PHARMACY

Academic Year : 2021 - 2022

Class and Semester B PHARM IV YEAR

Title of Add - on/ Certification Program : SHORT TERM PHARMA SALES AND MARKETING MANAGEMENT

Duration : 30 Hours (3 Hrs per day) during 06 - 04- 2022 To 20 -04 - 2022

Course Code : MPH/II

KEY:

1)A

2)8

3)B

5)C

6)C

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OBJECTIVE EXAM

Answer All Questions. All Questions Carry Equal Marks	Time : 20 Min	

		QUESTIONS CATTY EQ	ual Marks Time	: 30 Min. Marks : 10	1-10/
	1. 1. 1. 1. 1. 1. 1. 1. 1. 1. 1. 1. 1. 1	l of management is r ties and directing sub level managers	esponsible for est ordinate manage	ablishing a vision for the organ	ization, developing board plans
		e level manager			
		tive managers			
		ond level manager			
	3,300	ond rever manager			
2.	. Good marketin	ng is no accident, bu	ut a result of car	eful planning and	
	a)execution	14	biselling		
	c) strategies	d) resea	rch		
3.	Marketers ofte	en use the term	to cover various	s groupings ofcustomers.	
	a)people	bibliying power	c)demographi	c segment d)market	
4.1	Which of the foll	lowing would be th	e best illustratio	on of asubculture?	
	a)a. A religion.	b)b.A group	of close friends.	Cyour university	d) d.your occupation
5.	If actual perfor	mance exceeds the	expected perfo	rmance of the product ,Then	customer is
	a)satisfied	b)Dissatisfied	Delighted	d) Neutral	
6.	Bread andmilk	arewhich kind of p	roducts?		
	a)Specialty pro	ducts b)Convenie	nce products of	Shopping products d) Unsou	ight products
1	7 plans hav	re clearly defined o	bjective		
	a)Directional	b) b. Flexible	PC Specific	d) coordination	
8.	Standing needs				
	a)Man power p	lanning b)Comn	nunication	c)Authority d) Coord	lination
9.N	ame the process	which co-ordinate	s human efforts.	assemble resource and integ	rate both into a untitled
	hold to be utilize	ed for achieving sp	ecified objective		pote potri into a difficied
1	a)Mangement	b)planning	c)Directing	d) Organising	KOD V
10.E	Bussinesses spen	nd most of their adv	ertising rupees	on business-to-business mar	Principal Principal
9	a)a.true	b) to.false			ecilego, vesar
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				C,	ANDUI MENCIPAL
				J	Konadehal
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SHORT TERM CERTIFICATE COURSE ON PHARMA SALES AND MARKETING

OBJECTIVE EXAM

Answer All Questions, All Questions Carry Equal Marks Time: 30 Min. Marks, 150

	Constions Carry Equal Marks Time: 30 Min. Marks: 10
	Which level of management is responsible for establishing a vision for the organization, developing board plans and strategies and directing subordinate manager?
	and level managers
	b)iddle level manager
	c)xecutive managers
	d)Second level manager
	. Good marketing is no accident, but a result of careful planning and
	alexecution
	biselling
	c) strategies d) research
3.	Marketers often use the termto cover various groupings of customers.
	a)people bibuying power c)demographic segment d)market
4	Which of the following would be the best illustration of asubculture?
	a)a. A religion. b)b.A group of close friends. c) c.your university d) d.your occupation
5.	If actual performance exceeds the expected performance of the product, Then customer is
	a)satisfied b)Dissatisfied c)Delighted d) Neutral
6.	Bread andmilk arewhich kind of products?
	a)Specialty products b)Convenience products c) Shopping products d) Unsought products
	plans have clearly defined objective
	a)Directional b) b. Flexible e) c. Specific d) coordination
8.	Standing needs
	a)Man power planning b)Communication c)Authority d)Coordination
N.C	me the process which co-ordinates human efforts, assemble resource and integrate both into a untitled
	noid to be utilized for achieving specified objective.
-	Mangement b)planning c)Directing d) Organising
0.8	Mangement b)planning c)Directing d) Organising ussinesses spend most of their advertising rupees on business-to-business markets. Printing of Pharmacy attribute b) b.false
1	Ja.true by b.false
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	G. H. Kan Kan at at a

SHORT TERM CERTIFICATE COURSE ON PHARMA SALES AND MARKETING

OBJECTIVE EXAM

Answer All Questions. All Questions Carry Equal Marks Time: 30 Min. Marks: 10

	Time: 30 Min. Marks: 10
	Which level of management is responsible for establishing a vision for the organization, developing board plans and strategies and directing subordinate manager? If itst level managers
	b)iddle level manager
	c)xecutive managers
	d)Second level manager
2	Good marketing is no accident, but a result of careful planning and
	a)execution biselling
	c) strategies d) research
3.	Marketers often use the term_to cover various groupings ofcustomers.
	a)people
4.	Which of the following would be the best illustration of asubculture?
	a)a. A religion. b)b.A group of close friends: c) c.your university d) d.your occupation
5.	If actual performance exceeds the expected performance of the product ,Then customer is
	a)satisfied b)Dissatisfied Delighted d) Neutral
6.	Bread andmilk arewhich kind of products?
	a)Specialty products b)Convenience products c) Shopping products d) Unsought products
8	7 plans have clearly defined objective
	a)Directional b) b. Flexible et c. Specific d) coordination
8.	Standing needs
	a)Man power planning b)Communication c)Authority d) Coordination
9.N	ame the process which co-ordinates human efforts, assemble resource and integrate both into a untitled hold to be utilized for achieving specified objective.
-	Mangement b)planning c)Directing d) Organising
O.E	Bussinesses spend most of their advertising rupees on business-to-business markets. Princip of prin
3	Bussinesses spend most of their advertising rupees on business-to-business markets. Principal Pharia. Bussinesses spend most of their advertising rupees on business-to-business markets. Principal Pharia. Principal Pharia. Principal Of Ph
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wer All Questi	ions. All Questions	Carry Equal Marks Tir	ne: 30 Min. Marks: 10	,	10/
1. Wh	ich level of manage	ment is responsible for exting subordinate manage	atablebies		developing board plans
χ.	bliddle level man	gers			
_	c)vecutive manage				
	d)Second level n				
	-/	nanager			
2. Good m	arketing is no acc	ident, but a result of ca	reful planning and _	-	
a)execut	tion	byselling			
c) strate	gies	d) research			
3. Markete	ers often use the	term_to cover vario	us groupings ofcuston	mers.	
a)people	bitseyin	g power c)demograpi	nic segment d)marki	et	
4.Which of t	the following wou	old be the best illustrat	ion of asubculture?		
a)a. A re	OTENODE: CT#SN:	group of close friends		1121. STE201022	ur occupation
5. If actual	performance exce	eeds the expected perf	ormance of the produ	ict ,Then custor	neris
a)satisfie	d b)Dissati	isfied chelighted	d) Neutral		
6. Bread an	dmilk arewhich ki	ind of products?			
a)Special	ty products b)Co	onvenience products e	Shopping products	d) Unsought pro	oducts
7pla	ns have clearly de	efined objective			
a)Directio	onal b) b. Flex	ible c/c. Specific	d) coordination		
8. Standing	needs				
		b)Communication	c)Authority	Coordination	
Name the p	rocess which co-c	ordinates human effort	s assemble resource a	nd laterace	N. 40 (40 (42) 2 (10) 10 (10
hold to be	utilized for achie	ving specified objective	e.	ind integrate bo	th into a untitled
AMangen	125500 HVIII		d) Organising		
O.Bussinesse	s spend most of t	heir advertising rupees	on business-to-busin	ess markets.	principal pharmacy
a)a.true	ts) b.false			Samskruti Kondapi Mada	Principal College of Pharmacy or (V), Ghatkosar Fish or (V), Ghatkosar Fish pin-salsar

DRIECTIVE EXAM

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nswer All Ques	tions. All Questions	Carry Equal Marks Tin	ne:30 Min. Marks:10	/	
1 W	hich level of manage	ment is responsible for e	etablishi		developing board plans
	b)iddle level mana				
	c)xecutive manage				
	diSecond level m				
	alacteria icael II	anager			
2. Good r	narketing is no acc	dent, but a result of ca	reful planning and	•0	
a)exec	ution	Selling			
c) strat	egies	d) research			
3. Market	ers often use the I	erm_to cover variou	us groupings ofcustom	ers.	
a)peop	le Obuying	power c)demograph	nic segment d)market	t	
4.Which of	the following wou	ld be the best illustrati	on of asubculture?		
a)a. A r	eligion. b)b.A	group of close friends	Cyour universit	y d) d.y	our occupation
5. If actua	l performance exce	eds the expected perf	ormance of the produc	t ,Then custo	mer is
a)satisfi			d) Neutral		
6. Bread a	ndmilk arewhich ki	nd of products?			
a)Specia	alty products b)Co	nvenience products	Shopping products d) Unsought pr	roducts
7 pl	ans have clearly de	fined objective			
a)Direct	ional b) b. Flex	ble cle specific	d) coordination		
8. Standing	g needs				
)Communication		Coordinatio	
9.Name the hold to b	process which co-o be utilized for achie	rdinates human efforts ving specified objective	s,assemble resource an e.		
alMange		/	d) Organising		apal charmaci
10.Bussiness	es spend most of th	eir advertising rupees	on business-to-busine	ss markets.	Princip of Princip
a)a.true	b) b.false			C ZITSKN	Principal Principal At College of Pharmach At College of Pharmach April (V). Ghaikreair Achai Disk PIN-504561
				KONO	ASTA PRINCIPAL

SHORT TERM CERTIFICATE COURSE ON PHARMA SALES AND MARKETING

ORJECTIVE EXAM

Answer All Questions. All Questions Carry Equal Marks Time: 30 Min. Marks: 10

			11	Marks: 10	•	
	 Which lev 	cl of management	it rereseable t	74,450	ganization, developing board plans	
	and strate	gies and directing	subordings	establishing a vision for the or	Panization de 1	
	(S)Fire	st level managers	subordinate mana	ger?	surreaction, developing board plans	
		le level manager				
	Clyac	to the manager				
	die	utive managers				
	a)5e	cond level mana	ger			
2	Good market					
- 6	. Good marketi	ng is no accident	t, but a result of c	areful planning and		
	a)execution		/.	and		
	DICKECUTION		biselling			
	c) strategies	d) re	search			
-	*************					
3.	Marketers of	ten use the term	to cover varie	ous groupings ofcustomers.		
	520		vario	ius groupings ofcustomers.	7	
	a)people	-bibuving por	ver cldomosso-	hic segment d)market		
	•		rei cjuemograp	nic segment d)market		
4.	Which of the fo	llowing would be	the best III	tion of asubculture?		
		0	the best illustra	tion of asubculture?		
	a)a. A religion.	h)h A are				
		C/O.A gro	up of close friend	e c your university	d) d.your occupation	
5.	If actual perfo	CD anco over a de		- The second of	-, -, our occupation	
	Pento	mance exceeds	the expected per	formance of the product ,T	hen customer is	
	a)satisfied	h10:			men eastonier is	
	aysoushed	b)Dissatisfied	c)Delighted	d) Neutral		
6	Bread and will			110/81 0 0000000000000000000000000000000		
	or can anumilik	arewhich kind o	f products?			
	alConstale.					
	a) specialty pro	ducts b)Conve	nience products	Shopping products d) Ur	Sought product	
	7 -1 - 1	a 10 72 6 50	3	77 07 1300 0701	isought products	
	/ plans ha	ve clearly define	d objective			
	a)Directional	b) b. Flexible	c. Specific	d) coordination		
	22 2			-y coordination		
8.	Standing needs	5				
	020000					
	a)Man power p	planning b)Co	mmunication	c)Authority dice		
122-01					ordination	
9.N	ame the proces	s which co-ordin	ates human effor	ts assemble recourse and l	ntegrate both into a untitled	
	hold to be utiliz	zed for achieving	specified objective	in the second of	itegrate both into a untitled	
	_ /		specifica objectiv	76.		
	a)Mangement	b)planning	c)Directing			
-		-79-101111116	conecung	d) Organising		
10.E	Bussinesses sper	nd most of their	advasticina	s on business-to-business r		
		no most of their	ouvertising rupee	s on business-to-business r	narkets.	95
	a)a.true	MARINE			principal	rmac)
	0/3.U.G	b) b.false			Principal Principal Samskruti College of Pho Kondapur (Vallycpati- Kondapur (Vallycpati- Kondapur Dieterati-	" A.
		3.5			College College	A
					Camskin (Applicanted)	4.5.4
					Soundabou Dieterate	
					Modehal	
					14.00	

ORJECTIVE EXAM

Answer All Questions. All Questions Carry Equal Marks Time: 30 Min. Marks: 10

	Time: 30 Min. Marks: 10
	Which level of management is responsible for establishing a vision for the organization developing board plans and strategies and directing subordinate manager?
	and strategies and directing subordinate manager?
	alfirst level managers
	buddle level manager
	c)vecutive managers
	d)Second level manager
-	Good marketing is no accident, but a result of careful planning and
	a)execution biselling
	c) strategies d) research
3	Marketers often use the term to cover various groupings ofcustomers.
	a)people blaving power c)demographic segment d)market
4	
	Which of the following would be the best illustration of asubculture?
	a)a A religion. b)b A group of close friends. c)c, your university d) d, your occupation
5.	If actual performance exceeds the expected performance of the product ,Then customer is
	a)satisfied b)Dissatisfied e)Delighted d) Neutral
6.	Bread andmilk arewhich kind of products?
	a)Specialty products b)Convenience products e). Shopping products d) Unsought products
	7 plans have clearly defined objective
	a)Directional b) b. Flexible b) c. Specific d) coordination
8.	Standing needs
	a)Man power planning b)Communication c)Authority d) Coordination
9.1	Jame the process which co-ordinates human effects
	lame the process which co-ordinates human efforts, assemble resource and integrate both into a untitled hold to be utilized for achieving specified objective.
_	Mangement b)planning c)Directing d) Organising
10.	Bussinesses spend most of their advertising rupees on business-to-business markets.
	a)a.true b) b.false
	Principal pharmacy
	Samskini Collegens and son
	Sounday of Con
	1700

Carry Equal Marks	Time: 30 Min. Marks	10
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1. Which level	of management is se					10	/
and strates	of management is re- ies and directing subo	sponsible for esti	oblishing a sesion t	for the organ	nitation.de	who ping board olah	
della	limed managers	counts unuster					
	min manates						
	tive managers						
d)Sec	and level manager						
2. Good must we							
a Good marketin	g is no accident but	a result of tare	ful planning and	đ			
			51 Tibel				
alexecution.	/-	effelling					
eV e2	555						
c) strategies	d) resear	ch					
3. Marketers ofte	en use the term_t	to cover various	groupings ofcus	stomers			
1.5							
a)people	bitraying power	c)demographic	segment dim	arket			
4 Which of the foll	lowing would be the	best illustratio	n of asubcultari	67			
		11.000-0.000					
a)a. A religion.	b)b.A group o	of close friends.	LE Cyour unit	apretty.	all all con-		
						r occupation	
If actual perfor	mance exceeds the	expected perfor	rmance of the or	raduct The		atio No	
		/ Compens	mance of the pr	roduct, the	en custom	er is	
a)satisfied	b) Dissatisfied _	c)Delighted	d) Neutral				
		-closuRitten	d) Neutrai				
6 Bread andmilk	arewhich kind of pro	nd sets 3					
		PURCEST					
alSpecialty pro-	ducts b)Convenien	ca mendures al	/	02 00 W 02 00			
	Diconvenien	re products es	anopping produ	cts d) Unsi	ought pro	ducts	
7. plans hav	ve clearly defined ob	Martina					
500	c cicarry defined of	lective					
a)Directional	b) b. Flexible	w	Water State of the Control of the Co				
S/OFF CCCOUNTER	of o. riexible	et c Specific	d) coordination	on			
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a)Man power p	lanning b)Comm	nunication	c)Authority	01 C00	rdination		
A.V							
a.Name the process	s which co-ordinates	s human efforts,	assemble resou	rce and int	egrate bo	th into a untitled	
hold to be utiliz	ed for achieving spe	cified objective				35.55	
		-					
Mangement	b)planning	c)Directing	d) Organising				
		C. 377.0					cyl
10 Bussinesses sper	nd most of their adv	ertising rupees	on business-to-t	business m	arkets	יתרובאו היבוו	Wine 1
					P	tine of by	28%
a)a true	b) b.false					rincipal college of pinal r (V). Gharrish r (V). Gharrish rai Cist Principa	-01
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Answer All Questions. All Questions Carry Equal Marks Time: 30 Min. Marks: 10

Which level of menagement is responsible for establishing a vision for the organization developing board plans
Durana managers
Cixecutive managers
disconding
d)Second level manager
Good marketing is no accident, but a result of careful planning and
Alexecution
c) strategies d) research
 Marketers often use the termto cover various groupings ofcustomers.
a)people bibuying power c)demographic segment d)market
4 Which of the following would be the best illustration of asubculture?
a)a. A religion. b)b.A group of close friends. c) your university d) d your occupation
S. If actual performance exceeds the expected performance of the product ,Then customer is
a)satisfied b)Dissatisfied c)Delighted d) Neutral
6 Bread and milk are which kind of products?
e/Specialty products b/Convenience products c/Shopping products d) Unsought products
7 plans have clearly defined objective a) Directional b) b. Flexible c) Specific at
a)Directional b) b. Flexible c). Specific d) coordination 8 Standing needs
a)Man power planning b)Communication
Coordination
9. Name the process which co-ordinates human efforts, assemble resource and integrate both into a untitled hold to be utilized for achieving specified objective.
Sittlangement b)planning c)Directing d) Organising
10. Bussinesses spend most of their advertising rupees on business-to-business markets.
Displangement b)planning c)Directing d) Organising 10. Bussinesses spend most of their advertising rupees on business-to-business markets. a)a.true b) b.felse Principal of their advertising rupees on business-to-business markets.
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SHORT TERM CERTIFICATE COURSE ON PHARMA SALES AND MARKETING

OBJECTIVE EXAM

Answer All Questions, All Questions Carry Equal Marks Time: 30 Min. Marks: 10

Time : 30 min. Maras : 10	
 Which level of management is responsible for establishing a vision for the organization, developing 	board plans
and strategies and directing subordinate manager?	Codia piani
alfirst level managers	
b)iddle level manager	
checutive managers	
d)Second level manager	
disecond level manager	
2 Good marketing is no partition by a second	
2. Good marketing is no accident, but a result of careful planning and	
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a)execution b)selling	
el etratagias di	
c) strategies d) research	
3. Marketers often use the term to cover various groupings ofcustomers	
 Marketers often use the term to cover various groupings ofcustomers. 	
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4. Which of the following would be the best illustration of asubculture?	
4. Which of the following would be the best indstration of associatore?	
a)a. A religion. b)b. A group of close friends c/c.your university d) d.your occup	ation
by a real group of close menus (7 c. your university a) a your occup	ation
5. If actual performance exceeds the expected performance of the product ,Then customer is	
or in second performance exceeds the expected performance of the product, then customer is	
a)satisfied b)Dissatisfied c)Delighted d) Neutral	
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Bread andmilk arewhich kind of products?	
a)Specialty products b)Convenience products c), Shopping products d) Unsought products	
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7 plans have clearly defined objective	
a)Directional b) b. Flexible c) c. Specific d) coordination	
8. Standing needs	
a)Man power planning b)Communication c)Authority d) Coordination	
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9. Name the process which co-ordinates human efforts, assemble resource and integrate both into	untitled
hold to be utilized for achieving specified objective.	
a)Mangement b)planning c)Directing d) Organising	
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SHORT TERM CERTIFICATE COURSE ON PHARMA SALES AND MARKETING

OBJECTIVE EXAM

Answer All Questions. All Questions Carry Equal Marks Time: 30 Min. Marks: 10

	1 Which leve	of management	is responsible for es	tahlishing a visio	o for the organia	stina davelonina i	ho and plans	
	3.4	Kies and the string	subordinate manage	4.5	rior the organiz	ation, developing i	poard plans	
	1 / /	t level managers						
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2	. Good marketi	ng is no accident	h	<i>.</i>	.72			
		e is no accident	but a result of car	etul planning a	nd			
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	c) strategies	d) res	earch					
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3.	Marketers oft	en use the term	_to cover variou	s groupings ofc	ustomers.			
	a)people	- balaning now		erren er				
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4.1	Which of the fol	lowing would be	the best illustration	on of asubcultu	ITA?			
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	a)a. A religion.	b)b.A grou	p of close friends.	C) c.your un	iversity d) d.your occupa	tion	
5.	If actual perfor	mance exceeds t	he expected perfo	rmance of the	product ,Then	customer is		
	a)satisfied	b)Dissatisfied	c)Øelighted	d) Neutral				
6.	Bread andmilk	arewhich kind of	products?					
		o comment and or	products:	1				
	a)Specialty pro	ducts b)Conven	ience products of	Shopping prod	ucts d) Unsoug	tht products		
7	7 plans hav	ve clearly defined	objective					
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8.	Standing needs				/			
9	a)Man power p	lanning b)Con	nmunication	c)Authority	d) Coordi	nation		
9.Na	ame the process	which co-ordina	tes human efforts	,assemble resor	urce and integr	ate both into a	untitled	
1	hold to be utiliz	ed for achieving	pecified objective	•		TOTAL MENTAL MANAGEMENT	and deco	
1	Mangement	b)planning	c)Directing	d) Organising	3	ets, narpai of Principal of Pri	Participarity Pharm	CY
0.B	ussinesses sper	nd most of their a	dvertising rupees	on business-to-	business mark	ote Wal epi	afril charry	.11.
		11/			- damicas mark	Willen Boy	CIP ALE ALD	6.
a	a)a.true	bi b.false				L'Olleg Bar	1698 JIN 5034	
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wer All Questions. A	Il Questions Carry E	qual Marks Time	: 30 Min. Mark	1:10		/	
1. Which fey	el of management is	rereserble for au					
and strap	gies and directing so	ubordinate manage	abiishing a vision	for the organ	nization,dev	eloping board p	plans
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bledd	fe level manager						
c)vec	utive managers						
d)Se	cond level manage	4					
2. Good market	ing is no accident,	but a result of car	eful planning an	ıd			
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c) strategies	d) rese	earch					
3. Marketers of	ten use the term_	_to cover various	s groupings ofcu	istomers.			
variety or and	1/1						
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4 Which of the Co				/			
4. writch of the fo	llowing would be	the best illustratio	on of asubcultur	re?			
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a)a. A tengion	. b)b.A group	o of close friends.	crc.your uni	versity	d) d.your	occupation	
5. If actual perfo	rmance exceeds th	no evnected norte	rmance of the n	roduct The		-1-	
John Jene	monec exceeds to	le expected perio	mance of the p	roduct, the	n custome	ris	
a)satisfied	b)Dissatisfied	cDelighted	d) Neutral				
07- 8 2-2200 10200	-,	L)ocus, iteo	d) Heddai				
6. Bread andmilk	arewhich kind of	products?					
		L					
a)Specialty pro	oducts b)Conveni	ence products c)	Shopping produ	icts d) Unsc	ought prod	ucts	
		/					
7 plans ha	ive clearly defined	objective					
a)Disastinasi	LVE 51- 11-	. 2	0 9.1				
a)Directional	b) b. Flexible	c) c. Specific	d) coordinati	on	22		
8. Standing need		/			1		
or storion griceo	•		62	- 1	_		
a)Man power;	planning b)Com	munication	Authority	8	7.45		
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9.Name the proces	s which co-ordina	tes human efforts	assemble resou	irce and inti	arres ball	1.4	20
hold to be utili	zed for achieving s	pecified objective	,	ree and me	Brate ooti	i into a untitle	d
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Mangement	b)planning	c)Directing	Organising	O.			
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10 Bussinesses spe	nd most of their a	dvertising rupees	on business-to-l	business ma	rkets	nai Cie bulio College Of P	1000
	,				rnets.		12.5
a)a.true	b) 6.false				Y	" 306 O.	0521 01
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OBJECTIVE EYAM

Answer All Questions, All Questions Carry Equal Marks | Time : 30 Min., Marks : 10

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W	vel of management regies and directing rst level managers	is responsible for e subordinate mana	establishing a visio ger?	n for the organ	nization, developi	ng board plans
	die level manager					
	cutive managers					
d)Se	econd level manag	er				
			-2			
Good market	ting is no accident.	but a result of ca	reful planning a	nd		
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a)execution		biselling				
c) strategies	d) res	earch				
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Marketers of	ten use the term_	to cover vario	us groupings ofc	ustomers.		
=20 5	1					
a)people	_bibuying pow	er c)demograph	nic segment d):	market		
4. Which of the fo	ollowing would be	the best illustrat	ion of asubcultu	re?		
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a)a. A religion	 b)b.A grou 	p of close friends	. crc.your un	iversity	d) d.your occup	pation
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5. If actual perfo	rmance exceeds t	he expected perf	ormance of the p	roduct ,Ther	customer is	
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a)satisfied	b)Dissatisfied	Delighted	d) Neutral			
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Bread andmilk	arewhich kind of	products?				
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a)specialty pro	oducts b)Conven	ence products of	Shopping produ	icts d) Unsoi	ight products	
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opinion power p	naming bycom	munication	c)Authority	of Coord	fination	
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hold to be utilia	ted for achieving s	nosified ability	**************************************	rce and integ	rate both into	a untitled
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10 Bussinesses sner	nd most of their se	was in a summer		entra de estado entra trabajo de la como	econo und	THE CAN
10.Bussinesses sper	, then a	vortising rupees	on business-to-t	ousiness mark	kets.	14 C 15 C
a)a.true	b) b.false				50	15.7
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OBJECTIVE EXAM

Answer All Questions. All Questions Carry Equal Marks Time: 30 Min. Marks: 10

	inner 30 Min. Marks : 10
	Which level of management is responsible for establishing a vision for the organization, developing board plans and strategies and directing subordinate manager? a) First level managers
	biddle level manager
	Cleautive managers
	d)Second level manager
	d)Second level manager
2	Good marketing is no accident, but a result of careful planning and
	a)execution b)selling
	ci strategies di research
3.	Marketers often use the termto cover various groupings ofcustomers.
	a)people b)buying power c)demographic segment d)market
4.	Which of the following would be the best illustration of asubculture?
	a)a. A religion. b)b. A group of close friends. c/c.your university d) d.your occupation
5.	If actual performance exceeds the expected performance of the product ,Then customer is
	a)satisfied b)Dissatisfied d) Neutral
6.	Bread andmilk arewhich kind of products?
	a)Specialty products b)Convenience products of Shopping products d) Unsought products
	7 plans have clearly defined objective
	a)Directional b) b. Flexible c/c. Specific d) coordination
8.	Standing needs
	a)Man power planning b)Communication c)Authority d)Coordination
9,1	fame the process which co-ordinates human efforts, assemble resource and integrate both into a untitled
	hold to be utilized for achieving specified objective.
1	a)Mangement b)planning c)Directing d) Organising
10.	Bussinesses spend most of their advertising rupees on business-to-business markets.
	a)Atrue b) b.false
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ORIFCTIVE EXAM

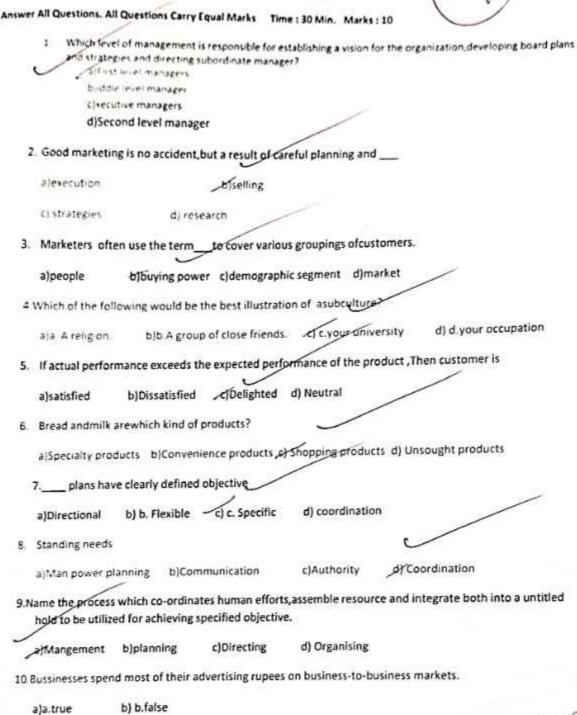
Answer All Questions, All Questions Carry Equal Marks Time: 30 Min. Marks: 10

				Jan (Mark) Time	: 30 Min. Marks : 10		
	1	Which level of	of management is in its and directing sul evel managers	responsible for esta bordinate manager	blishing a vision for the or	ganization, developing	board plans
1	/		evel manager				
V	60		ve managers				
			nd level manager				
		0,500	no rever manager	0.0			
	2. G	ood marketing	is no accident h	ut a result of care			
			, o occident, o	ut a result of care	ful planning and		
	a	lexecution		biselling			
	c) strategies	d) rese	arch			
3	. 1	Marketers often	n use the term	to cover various	groupings ofcustomers		
	a)people	bibuying powe	r c)demographic	segment d)market		
8	4.W	hich of the folio	owing would be t	he best illustratio	n of asubculture?		18
12		i)a. A religion.		of close friends.	e) c.your university	d) d.your occu	pation
-				7	mance of the product,	Then customer is	
- 24		i)satisfied	b)Dissatisfied prewhich kind of p	/	d) Neutral		
		neso snamik s	newnich kind of	products?			
	à	Specialty prod	fucts b Conveni	ence products cr	Shopping products d) L	Insought products	
	7.	plans hav	e clearly defined	objective			
202)Directional	b) b. Flexible	c. Specific	d) coordination		
3		itanding needs	erundater arasistica				
8)Man power pl		munication	ANTERIOR MARKET SECURIOR	Coordination	
,				tes numan errorts pecified objective	assemble resource and	integrate both into	a untitled
	7	Mangement	b)planning	c)Directing	d) Organising		
1	10.B	ussinesses spen	nd most of their a	dvertising rupees	on business-to-busines	s markets.	Ghatkesar (%). Ghatkesar (%). PIN-501501
	а)a.true	by b.false			icolia.	Ghatkes01501
						Chapur (Ghatkesar (AN)
						Wear	

OBJECTIVE EXAM

Answer All Questions. All Questions Carry Equal Marks Time: 30 Min. Marks: 10 Which level of management is responsible for establishing a vision for the organization, developing board plans and at a tegies and directing subordinate manager? of level managers hutter eve manager Elecutive managers d)Second level manager 2. Good marketing is no accident, but a result of careful planning and alexecution c) strategies d) research 3. Marketers often use the term_to cover various groupings of customers. bibuying power c)demographic segment d)market a)people 4. Which of the following would be the best illustration of asubculture? d) d your occupation b)b. A group of close friends. Stc. your warversity 5. If actual performance exceeds the expected performance of the product ,Then customer is b)Dissatisfied c)Delighted d) Neutral a)satisfied 6. Bread andmilk arewhich kind of products? a) Specialty products Convenience products of Shopping products d) Unsought products plans have clearly defined objective c) c. Specific d) coordination b) b. Flexible a)Directional 8. Standing needs d Coordination a)Man power planning b)Communication c)Authority Name the process which co-ordinates human efforts, assemble resource and integrate both into a untitled hold to be utilized for achieving specified objective. d) Organising Mangement c)Directing b)planning Washing College of Pharmacy 10. Bussinesses spend most of their advertising rupees on business-to-business markets. Working Concide of Linguist City Madeiral Dist. PIN SAINCIPAL b.false a)a.true

ORJECTIVE EXAM



Kondafur (V). Condessor (7.1).

SHORT TERM CERTIFICATE COURSE ON PHARMA SALES AND MARKETING

OBJECTIVE EXAM

Answer All Questions, All Questions Carry Equal Marks Time: 30 Min. Marks: 10

	and strate	el of management is gies and directing su it level managers	responsible for est bordinate manage	tablishing a vision r?	for the organization	on, developing board pl	ans
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		utive managers					
		ond level manage	•				
	1000	iono isvenimanage					
2	. Good marketi	ng is no accident,t	out a result of car	eful planning an	d		
	a)execution		biseling				
	c) strategies	d) rese	arch				
3.	Marketers of	en use the term_	_to cover variou:	s groupings ofcu	stomers.		
	a)people	bibuying powe	r c)demographi	c segment d)n	narket		
4.	Which of the fo	llowing would be t	he best illustratio	on of asubcultur	22		
	a)a. A religion.	b)b.A group	of close friends.	stc.your uni	versity d) c	f.your occupation	
5.	If actual perfo	rmance exceeds th	e expected perfo	rmance of the p	roduct ,Then cu	stomer is	
	a)satisfied	b)Dissatisfied	_e)tTelighted	d) Neutral			
6.	Bread andmilk	arewhich kind of p	products?				
	a)Specialty pro	ducts b)Conveni	ence products s	Shopping produ	cts d) Unsought	t products	
	7 plans ha	ve clearly defined	objective				
	a)Directional	b) b. Flexible	c) c. Specific	d) coordinati	on		
8.	Standing needs	.a					
	a)Man power p	lanning b)Com	munication	c)Authority	d) Coordina	ition	
9.N		swhich co-ordinated for achieving sp			rce and integrat	e both into a untitle	d
_	a)Mangement	b)planning	c)Directing	d) Organising			عد ا
10.i	Bussinesses sper	nd most of their ac	vertising rupees	on business-to-l	ousiness markets	s. principe	of Pharman
	a)a.true	め b.false			San	s. Principa nskruti College nskruti College Nedenal Principal Medenal Principal	PAL
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OBJECTIVE EXAM

Answer All Questions. All Questions Carry Equal Marks Time: 30 Min. Marks: 10

1. Which level of management is respo

0	and strateg	ies and directing su level managers	responsible for es bordinate manage	tablishing a vision fo er?	r the organization, developing board plans
	butai	Flevel manager			
		five managers			
		ond level manage	r		
2	2. Good marketin	g is no accident,b	ut a result of car	reful planating and	_
	alexecution		-biselling		
	c) strategies	d) rese	arch		
3.	Marketers ofte	n use the term	to cover variou	s groupings ofcust	omers,
	a)people	by buying powe	r c)demographi	ic segment d)ma	rket
4.	Which of the foll	owing would be t	ne best illustratio	on of asubculture	
	a)a A religion.	b)b A group	of close friends.	el c.your unive	rsity d) d.your occupation
5.	If actual perform	mance exceeds the	e expected perfo	rmance of the pro	dact ,Then customer is
	a)satisfied	b)Dissatisfied	e)Delighted	d) Neutral	
6.	Bread andmilk a	erewhich kind of p	roducts?		-/
			THE STREET	Shopping product	s d) Unsought products
		e clearly defined o	_		
	a)Directional	b) b. Flexible	e) c. Specific	d) coordination	
8.	Standing needs				
		anning b)Comr		c)Authority	dlebordination
9.N		which co-ordinate d for achieving sp			e and integrate both into a untitled
	all fannament	hlelanning	c)Disastina	di O	

10. Bussinesses spend most of their advertising rupees on business-to-business markets.

b) b.false a)a true

Sumskruti College of Pharmacy Kondahal Dist. PININGSAL

OBJECTIVE EXAM

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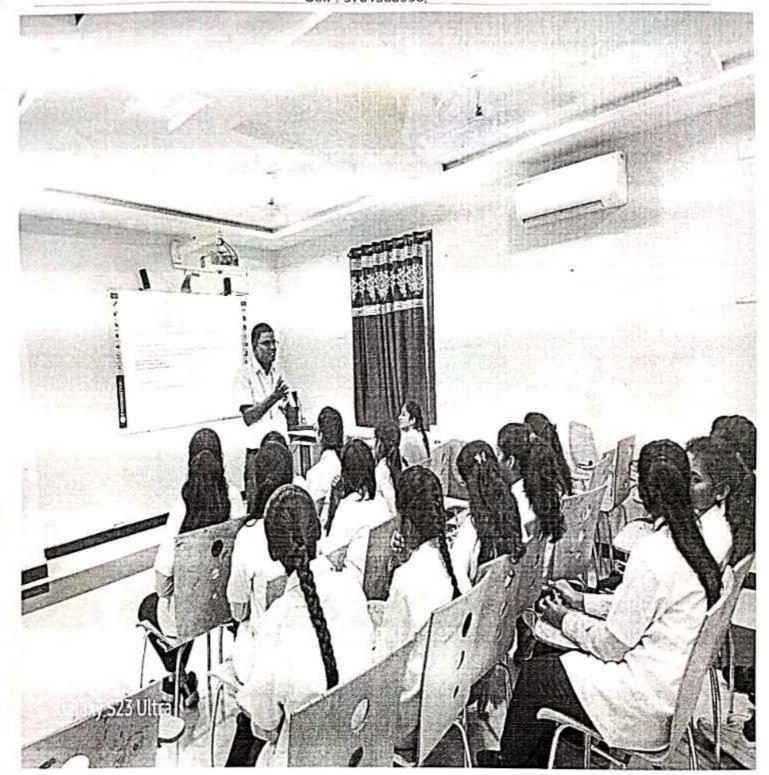
Answer All Questions. All Questions Carry Equal Marks Time: 30 Min. Marks: 10

	- ALLIEST	level managers	is responsible for esta subordinate manager	blishing a vision for ?	r the organization,de	veloping board plans
		level manager				
		ive managers				
	d)Seco	and level mana	ger			
2	. Good marketin	g is no acciden	t,but a result of care	ful planning and	_	
	a)execution		biselling			
	c) strategies	d) re	search			
3	Marketers ofte	n use the term	to cover various	groupings ofcust	omers.	
	a)people	bibuying po	wer c)demographic	segment d)ma	rket	
4,	Which of the foll	owing would b	e the best illustratio	n of asubculture	2	
	a)a. A religion.		up of close friends.		NOTE OF STATE OF STAT	ur occupation
5	If actual perfor	mance exceeds	the expected perfor	rmance of the pro	oduct ,Then custor	ner is
	a)satisfied	b)Dissatisfie	d c)Delighted	d) Neutral		
б.	Bread andmilk					
	a)Specialty pro	ducts b)Conve	enience products &	Shopping produc	ts d) Unsought pr	oducts
	7 plans hav	e clearly define	ed objective			
	a)Directional	b) b. Flexible	√() c. Specific	d) coordinatio	n /	6
8.	Standing needs				_ /	
	a)Man power p		ommunication	c)Authority	diCoordinatio	
9.1	Name the process hold to be utilize	which co-ordi ed for achievin	nates human efforts g specified objective	,assemble resour e.	ce and integrate t	ooth into a untitled
1	Mangement	b)planning	c)Directing	d) Organising		
10	Bussinesses sper	nd most of thei	r advertising rupees	on business-to-b	usiness markets.	Principal ruti College of Pharmaci Hapur (V). Principal Solison
	ala trua	b) b.false	/			hade of him way.
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(Approved by AICTE, PCI, New Delhi and Af Hated to JNTU, Hyderabad)
Kondapur Village Ghatkesar Mandal, Medchal District (Old R.R. Dist) - 501 301
Cell : 9701368996,





(Sponsored by St. VINCET FEL. DATIONAL SOCIETY) Regd No 5782/20 II

(Approved by AICTE PCI. New Delhis and Alliased to JNTU Hyderabad)

KondapurVillage, Ghatkesar Ma, iral, Medichal D. d. of (Old R. R. Dist) -501 301

Date: 24/11/2021

DEPARTMENT OF PHARMACY

Academic Year :2021-2022

Class and Semester: PHARM DII, III YEARS

Title of Add- on/Certification Program: HANDS ON TRAINING ON FIRST AID PRACTICES

Minutes of Meeting

A meeting was held in Department to discuss the following points : Based on the Student interest and request to conduct a "HANDS ON TRAINING ON FIRST AID PRACTICES" for students

1) The program coordinators have to Collect the Interested Students List

Based on the expertise "Mr.Dr.Nadeem" is nominated as coordinator for the "Hands on Training on First Aid Practices

2) " Programming for Year.

They are instructed to prepare the design and Development of Curriculum for "Hands on Training on First Aid Practices"

The Following Staff Members were present for the meeting

5L NO	Name of the Faculty	Designation	Signatuse
1	Dr.Y.Sirisha	Associate Professor	M. Bel
2	Dr.K.Nagasree	Associate Professor	
3	Dr.Nadeem	Associate Professor	Madeen
4	Sowjanya Daniel	Assistant Professor	Sougant
5	V.Balamani	Assistant Professor	Balu
6	G.Hanumanthu	Assistant Professor	Harrie
7	S.Umarani	Assistant Professor	Unialay,
8	B.Kalpana devi	Assistant Professor	Kalpenader
9	E.Shamantha	Assistant Professor	Shall
10	G.Tanusha	Assistant Professor	tany

PRINCIPAL

Samskrufi College of Pha-Kondapur (V). Ghatkesar (M). Medchal Dist. pin.504501





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Rego No. 5782/2000

(Approved by AICTE, PCI, New Delhiand Affiliated in JNTU, Fryderapad)

Karamara Mages Ghatikesar Mandal Medd: I/District/Old F Exstp-561301 C I/ 9701368996

Date: 26/11/2021

DEPARTMENT OF PHARMACY

Academic Year: 2021-2022

Class and Semester: PHARM D II, III YEARS

Title of Add - on/ Certification Program: HANDS ON TRAINING ON FIRST AID PRACTICES

CIRCULAR

All the students are informed that the department of pharmacy practice conducting Add-On Programs on "HANDS ON TRAINING ON FIRST AID PRACTICES" from 02/12/2021 to 14/12/2021 from 11:00 AM -1:00 PM. For the benefit of the students is to gain knowledge about dressing wounds. Manage bleeding, and treat minor injuries. Plan for and deal with arrange of first aid incidents, such as chocking. The Add – On Programs and Coordinators as follows

Year	Topic	Resource Person or Coordinator
PHARM D II, III YEARS	HANDS ON TRAINING ON FIRST AID PRACTICES"	B. Manasa

The interested students have to contact the program coordinators for further information on or before 27/11/2021.

To

The HOD

Academic Committee Coordinator.

Copy To:

- The Director, Academics
- 2. The Director, Administration
- 3. Vice Principal
- 4. IQAC

out Of

PRINCIPAL



Regd No. 5782-2004

(Approved by AICTE, PCI, New Delhi and Affiliated to JNTU, Hyderabad)

Kondapur Village Ghatkesar Mandal Medchal District (Old R.R. Dist)-501301.
Cell 9701388998.

Date :27/11/2021

DEPARTMENT OF PHARMACY

Academic Year: 2020-2021

Class And Semester : PHARM D II,III YEARS

Title of Add – On/ Certification Program : HANDS ON TRAINING ON FIRST AID PRACTICES

Duration : 02/12/2021 to 14/12/2021 from 11:00 AM -1:00 PM

Course Code : PD /2020/FAP

STUDENTS REGISTRATION LIST

S.NO	Hall TICKET NO	NAME OF THE STUDENTS	SIGNATURE
1	20Y71T0026	MUCHA AHMED	
2	20Y71T0027	ARUMULLA ANANYA	MuchaAhamreal
3	20Y71T0028	RAYAPTI SAHITHI	A. Ananya
4	19Y71T0001	AMIR SOYEL	Satethil
5	19Y71T0002	APURA SATHVIKA	Amen Boyer
6	19Y71T0003	ARUYA MANISHA	Sathuston
7	19Y71T0004	BACHALAKURI AMULYA	Markeya
8	19Y71T0005	GOREKAR SUSSANA SUPRIYA	B. Amulya
9	19Y71T0006	HARI JYOSHNA PRIYA	Suriana
10	19Y71T0007	KANUKUNTLA MALAVIKA	Toyomapsingo
11	19Y71T0008	KARNATI MAHESHWARI	K. Malaylow
12	19Y71T0009	KATHROJU RAKESH	Mahashwar
13	19Y71T0010	KONGALA YAMINI	Palcash
14	19Y71T0011	KVNS VASAVI VYAHRUTHI	Yaro First
15	19Y71T0012	MALLE VAISHNAVI	Varau
16	19Y71T0013	MD MASIHUR RAHAMAN	Vairhyan
17	19Y71T0014	MOOLA JOYCY LOVELY	Masible Lahaman
18	19Y71T0015	MUSIGUMPULA GOPI	Toyour)
19	19Y71T0016	MUTHUKRISHNA BHANU PRIYA	Colot
20	19Y71T0017	PAILLA SRAVANTHI	istanu sya
21	19Y71T0018	RAVULA ANUSHA	Someontho
22	19Y71T0019	SALMAN SAH	Anneha

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KondapurVillage Ghatkesar Mandal Medchal District (Old R. R. Dist) -501301 Cell 9701368996.

Date:2/12/2021

DEPARTMENT OF PHARMACY

Academic Year: 2020-2021

Class And Semester : PHARM D II, III YEARS

Title of Add - On/ Certification Program: HANDS ON TRAINING ON FIRST AID PRACTICES

Duration : 02/12/2021 to 14/12/2021 from 11:00 AM -1:00 PM

Course Code : PD/ 2020 / FAP

ATTENDANCE LIST

S N	HT NO	NAME OF THE STUDENTS	DAY 1 3Hrs	DAY 2 3Hrs	DA Y 3 3Hr	DA Y 4 3Hr	DA Y 5 3Hr	DA Y 6 3Hr	DAY 7 3Hrs	DAY 3 3Hrs	DAY 9 3Hrs	DAY 10 3Hrs
1	20Y71T0026	MUCHA AHMED			S	S	5	5	- /			
2	20Y71T0027	ARUMULLA ANANYA	V		_	-	/	v		_	-	-
3	20Y71T0028	RAYAPTI SAHITHI	V	-	-	-	-	-	-	-		-
4	1977170001	AMIR SOYEL	V	V	-	/	-	-	-		~	_
5	19Y71T0002	APURA SATHVIKA		/	~	-		V	V	-	V	V
6	19Y71T0003	ARUYA MANISHA	~	_	~	-	V	0	~	_	-	-
7	19Y71T0004	BACHALAKURI AMULYA	~	~	~	_	~	-	/	-	-	V
97	1977170005	GOREKAR SUSSANA SUPRIYA	~	-	_		-	V	~	~	~	/
9	1977170006	HARI JYOSHNA PRIYA	~	/	~	-	V	~	V	v	V	V
1	19Y71T0007	MALAVIKA	<u></u>	~	~	V	V	V	~	~	V	
1 1	1977170008	KARNATI MAHESHWARI	/	1	~	V	~	~	V	V	v	~
1 2	1943110009	KATHROJD RAKESH	6	V	-	V	V	·	~	C	C	L
1 3	19Y71T0010	KONGALA YAMINI	V		v	2	-		v.	1		No.





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Regd No 5782/2000

(Approved by AICTE PCI New Delhi and Affliated to JNTU. Hyderabad)

Koncapul village: Gnatkesar Mandal, Meddoul District (Old R.R. Dist)-501 301

Cell 9701368996

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1	19Y71T0011	KVNS VASAVI VYAHRUTHI	~	V	V	V	V	~	V	V	~	V
1 5	19Y71T0012	MALLE VAISHNAVI	/	/	~	~	~		~	~	/	U
1 6	19Y71T0013	MD MASIHUR RAHAMAN		/	V	1	-	/	/	/	/	V
1 7	19Y71T0014	MOOLA JOYCY LOVELY	/	/	~		/	/	~	~		7
1 8	19Y71T0015	MUSIGUMPULA GOPI	~		-V			~	~	V	-	-
1 9	19Y71T0016	MUTHUKRISHNA BHANU PRIYA	~	~	/	-				~	-	-
2	19Y71T0017	PAILLA SRAVANTHI		~	~	/	~	/		~	0	~
2	19Y71T0018	RAVULA ANUSHA	~	~	/	V		0	/	~		3
2	19Y71T0019	SALMAN SAH	V		V	V	~	V	/	/	V	C





Regd Nr. 5782/2000

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Kondapur Village , Ghatkesar Mandal, Medchal District (Old R.R. Dist) - 501301 Cell: 9701368996

Date: 27/11/2021

ACADEMIC YEAR : Pharm D II,III years

Program Name : Course Code : PD/2020/FAP

Duration : 02/12/2021-14/12/2021 from 11:00 AM -1:00 PM"

Curriculum Designed and Developed by :

S.No	Faculty Name	Designation	Signature
1	Dr.Y.Sirisha	Associate Professor	morris
7	Sowjanya Daniel	Assistant Professor	Sourang
2	Dr.Nadeem	Associate Professor	Cordeen







Approved by St. VINCENT EDUCATIONAL STREET TO Regit N. 575222001

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Kondapur Village .Ghatkesar Mandal, Medchal District (Old R. R. Dist) - 501301. Cell: 9701368996.

OBJECTIVES:

Treatment of acute medical condition or sudden illness (Diabetes, Asthma, allergic Reaction, Meningitis, Febrile Convulsions

LEARNING OUTCOMES

Treatment of acute medical condition or sudden illness (Diabetes, Asthma, allergic Reaction, Meningitis, Febrile Convulsions)

SUMMARY

Providing pediatric first aid in the earliest hour of injury increases the probability of a better outcome of medical treatment. It further prevents deterioration of the injured infant's condition. A quick response to an accident can save lives and minimize the risk.

SESSION	TITLE	DURATION
	First aid in pediatrics Introduction	3 Hrs
4	OBJECTIVES Treatment of acute medical condition or sudden illness (Diabetes, Asthma, Allergic Reactions, Meningitis, Febrile Convulsions)	3 Hrs
3	LEARNING OUTCOMES Treatment of acute medical condition or sudden illness (Diabetes, Asthma, Allergic Reactions, Meningitis, Febrile Convulsions)	3 Hrs
i	Understand the role and responsibility of the pediatric First Aider To perform emergency first aid to a child and baby	3 Hrs
ş	Treatment of unconscious casualty who is breathing recovery position Treatment of a unconscious casualty who is not breathing CPR	3Hrs
6	Treatment of a choking casualty Treatment of a casualty with external bleeding	3 Hrs
.3	Treatment of a casualty with a seizure Treatment of a suspected injury to bones, muscles and joints.	3 Hrs
8	Treatment of a casualty with a personal head and spinal injuries	3 Hrs
9	Treatment of a conditions affected eyes , ears and nose	3 Hrs
10	Treatment of acute medical condition or sudden illness (Diabetes, Asthma, Allergic Reactions, Meningitis, Febrile Convulsions)	3 Hrs

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Kondaran Village Ghatkesar Maniial, Meichal District (Old R.R. Dist) - 501301 Call 9701358996.

Date: 14/12/2021

DEPARTMENT OF PHARMACY SYLLABUS COMPLETION REPORT

Academic Year: 2020-2021

Class And Semester: PHARM D II,III YEAR

Title of Add - On/ Certification Program: HANDS ON TRAINING ON FIRST AID PRACTICES

Duration: 02/12/2021 to 14/12/2021

Course Code : PD/2020/FAP

Number of students completed the Add - On/Certification Program :

Summary Report of the Program:

SESSION	TITLE	DATE OF COMPLETION	NO. OF STUDENTS ATTENDED
1	First aid in pediatrics Introduction	2/12/2021	22
2	OBJECTIVES Treatment of acute medical condition or sudden illness (Diabetes, Asthma, Allergic Reactions, Meningitis, Febrile Convulsions)	3/12/2021	22
3	LEARNING OUTCOMES Treatment of acute medical condition or sudden illness (Diabetes, Asthma, Allergic Reactions, Meningitis, Febrile Convulsions)	4/12/2021	22
4	Understand the role and responsibility of the pediatric First Aider To perform emergency first aid to a child and baby	5/12/2021	22







Regular 57K 2000

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Kondapur Village "Ghatkesar Mandal, Medchal District (Old R.R. Dist)-501301

Cell	9/01368996	
Treatment of unconscious casualty who is breathing – recovery position Treatment of unconscious casualty who is not breathing – CPR	7/12/2021	22
Treatment of a choking casualty Treatment of a casualty with external bleeding	8/12/2021	22
Treatment of a casualty with a seizure Treatment of a suspected injury to bones, muscles and joints	9/12/2021	22
Treatment of a casualty with suspected head and spinal injuries	10/12/2021	22
Treatment of conditions affected eyes, ears, and nose	11/12/2021	22
Treatment of acute medical condition or sudden illness (Diabetes, Asthma, Allergic Reactions, Meningitis, Febrile Convulsions)	14/12/2021	22
	Treatment of unconscious casualty who is breathing – recovery position Treatment of unconscious casualty who is not breathing – CPR Treatment of a choking casualty Treatment of a casualty with external bleeding Treatment of a casualty with a seizure Treatment of a suspected injury to bones, muscles and joints Treatment of a casualty with suspected head and spinal injuries Treatment of conditions affected eyes, ears, and nose Treatment of acute medical condition or sudden illness (Diabetes, Asthma, Allergic	breathing – recovery position Treatment of unconscious casualty who is not breathing – CPR Treatment of a choking casualty Treatment of a casualty with external bleeding Treatment of a casualty with a seizure Treatment of a suspected injury to bones, muscles and joints Treatment of a casualty with suspected head and spinal injuries Treatment of conditions affected eyes, ears, and nose Treatment of acute medical condition or sudden illness (Diabetes, Asthma, Allergic

PROGRAM COORDINATOR



PRINCIPAL

Specific principal and principal





(Specimental by St. VINCENT FUNCATIONAL SOCIETY))
Regard Street

(ApprovedbyAICTE_PCLb):wDr(h;andAlliafeths.fbTU, Hyderobard)

Kasaapar Village: Ghatkesar Marcal, Misdehal District (Citals 1: 1987) 55/1307 Cell 9701368996.

Date: 14/12/2021

DEPARTMENT OF PHARMACY

Academic Year: 2020-2021

Class And Semester : PHARM D II, III YEARS

Title of Add - On/ Certification Program : HANDS ON TRAINING ON FIRST AID PRACTICES

Duration: 02/12/2021 to14/12/2021

Course Code : PD/2020/FAP

STUDENT FEED BACK FORM	
hearing Hall Ticket No :	

Students have attended the Add - On Programmer with course

S No	Course Program	Excel lent (Verry Good (4)	Good (3)	Satisfactory (2)	Poor (
1	Does the program enhance your knowledge	5)	12.00	~	Nacy.	
2	Effectiveness of the speaker in terms of technical content	/				
3	Speaker's Level of commanal on the topic					
4	Effectiveness of the speaker in terms of communication		~			
5	Level of Interaction			~		
6	Overall Rating		1			

Date: 14/12/2021

Signature of the Student





(Spansored by St. VINCENT EDUCATIONAL SOCIETY)
Regd No. 5782/2000

(Approved by AICTE_PCL New Delhiand Affliated to JNTU. Hyderabad)

KondapurVillage: Ghatkesar Mandal, Madchal District (Old R. R. Dist) - 501301 Cell 9701368996,

Date:14/12/2021

DEPARTMENT OF PHARMACY

Academic Year: 2020-2021

Class and Semester : PHARM D II, III YEARS

Title of add - on/ Certification program: HANDS ON TRAINING ON FIRST AID PRACTICES

Duration: 02/12/2021 to 14/12/2021

Course Code :PD/2020/FAP

KEY:

1)C

218

3)C

4)D

5)C

6)D

7)A

8)C

9)B

10) C





Regd No 5782 Linu (Approved by AICTE_PCI, New Delhi and Affliated to JNTU Hyderabad)

Kondapur Village , Ghatkesar Mandal, Medchal District (Old R. R. Distr. 501381) Cell 9701368996.

Date:14/12/2021

DEPARTMENT OF PHARMACY

Academic Year: 2020-2021

Class and Semester: PHARM D II, III year

Title of add - on/ Certification program: HANDS ON TRAINING ON FIRST AID PRACTICES

Duration: 02/12/2021 to 14/12/2021

Course Code :PD/2020/FAP

OBJECTIVE EXAM

Answer All Questions. All Questions Carry Equal Marks

Marks: 10 Time: 20 Min.

- 1. If a child is experiencing asthma attack at what point would you call for an ambulance?
 - a) After 20 minutes

- b) Only if it was child's first known attack
- c) After 10 minutes if medication has no effect/if first known attack d) Not at all as asthma isn't serious
- 2. What is the correct treatment for a choking infant (under 12 months) ?
 - a) Alternate backflows with abdominal thrusts
 - b) Up to 5 backflows with up 5 chest thrusts
 - c) Chest thrusts only
 - d) Backflows only
- 3. What is the correct treatment for a choking child (over 12 months)?
 - a) Alternate backflows with chest thrusts
 - b) Chest thrusts only
 - c) Up to 5 backflows with up 5 abdominal thrusts
 - d) Backflows only
- 4. What should you do if a child gets a wasp/bee sting on their arm?
 - a) Put some butter on it
 - b) Squeeze the sting to get the poison out
 - c) Bandage the arm to cover the small wound
 - d) Apply a cold compress and watch for swelling or signs of an allergic reaction





I Sconsored by St. MINCENT EDUCATIONAL SIGNED (
Regd N. 5782 p.m.

[Approved by AICTE PCL/A w De Fig. 1 Amigratio / NTU Hyderabad).

Kondapur Village Ghatkesar Mancal Medonal District (Old R. Dist)-501301

- 5. Which of the following are indications of a severe allergic attack?
 - a) Swollen feet

- b) Earache
- c) Sensations around the tongue and lips, swelling and difficulty breathing
- d) Hiccups
- 6. How should you treat child who is feeling faint?
 - a) Give them a glass of cold water or milk
 - b) Put them in the recovery position and call an for an ambulance
 - c) Sit them down for 5 minutes
 - d) Lay them down with feet raised and loosen their clothing
- 7. How should you treat a child who is suffering from a nosebleed?
 - a) Him/her to lean forward and pinch the top. Fleshy part of their nose
 - b) Get him/her to lean back and pinch the bridge of the nose
 - c) Just let it stop by itself
 - d) For an ambulance and hold a cold fennel on their forehead
- 8. Why should you place an unconscious child in the recovery position?
 - a) Because it is comfortable
 - b) To help them work up
 - c) To maintain an open airway
 - d) To minimize shock
- How should you treat a child that has swallowed some tablets that he/she found thinking they were sweets
 - a) Mark them so
 - b) Keep them calm, call for an ambulance and have tablet samples ready to pass to paramedics c) Give them sips of milk or cold water
 - d) Make them walk around to keep them awake and call for an ambulance
- 10. How should you treat child who appears to have broken his/her arm?
 - a) Bathe the arm in cold water to reduce swelling to have broken his/her arm
 - b) Tightly bandage the arm to reduce swelling and take them to see a doctor
 - c) Steady and support the arm. Reassure the child and seek medical aid
 - d) Wait for 30minutes to see if pain subsides it may only be a sprain





(Sponsored by St. VINCENT EDUCATIONAL SOCIETY)
Regal No. 5782/2000

(Approved by AICTE, PCI, New Delh, and Affiliated to JNTU, Hyderabad)

Kondapur Village Ghatkesar Manual, Medchal District (Old R. R. Distri-501301). Cell: 9701368996

Date: 24/11/2021

DEPARTMENT OF PHARMACY

Academic Year :2021-2022

Class and Semester: PHARM DII, III YEARS

Title of Add- on/Certification Program: HANDS ON TRAINING ON FIRST AID PRACTICES

Minutes of Meeting

A meeting was held in Department to discuss the following points:

Based on the Student interest and request to conduct a "HANDS ON TRAINING ON FIRST AID PRACTICES" for students

1) The program coordinators have to Collect the Interested Students List

Based on the expertise "Mr.Dr.Nadeem" is nominated as coordinator for the "Hands on Training on First Aid Practices

2) " Programming for Year.

They are instructed to prepare the design and Development of Curriculum for "Hands on Training on First Aid Practices"

The Following Staff Members were present for the meeting

SL NO	Name of the Faculty	Designation	Signature
1	Dr.Y.Sirisha	Associate Professor	M-Stre
2	Dr.K.Nagasree	Associate Professor	081
3	Dr.Nadeem	Associate Professor	Meder
4	Sowjanya Daniel	Assistant Professor	Souperye
5	V.Balamani	Assistant Professor	Balue
6	G.Hanumanthu	Assistant Professor	Daniel
7	S.Umarani	Assistant Professor	Muracond
8	B.Kalpana devi	Assistant Professor	Basara
9	E.Shamantha	Assistant Professor	
10	G.Tanusha	Assistant Professor	- Trank



PRINCIPAL





Rega No 5782/2000

(Approved by AICTE, PCI, New Delhi and Affliated to JNTU, Hyderabad)

Kondapur Village , Ghatkesar Mandal, Medchal District (Old R. R. Dist) - 501301 Cell 9701368996.

Date: 26/11/2021

DEPARTMENT OF PHARMACY

Academic Year: 2021-2022

Class and Semester: PHARM DII, III YEARS

Title of Add - on/ Certification Program: HANDS ON TRAINING ON FIRST AID PRACTICES

CIRCULAR

All the students are informed that the department of pharmacy practice conducting Add- On Programs on "HANDS ON TRAINING ON FIRST AID PRACTICES"" from 02/12/2021 to 14/12/2021 from 11:00 AM -1:00 PM. For the benefit of the students is to gain knowledge about dressing wounds. Manage bleeding, and treat minor injuries. Plan for and deal with arrange of first aid incidents, such as chocking. The Add – On Programs and Coordinators as follows

PHARM D II, III YEARS HANDS ON TRAINING ON FIRST B. Manasa AID PRACTICES"	Year	Topic	Resource Person or Coordinator
		HANDS ON TRAINING ON FIRST	B. Manasa

The interested students have to contact the program coordinators for further information on or before 27/11/2021.

To

The HOD

Academic Committee Coordinator.

Copy To:

- 1. The Director, Academics
- 2. The Director, Administration
- 3. Vice Principal
- 4. IQAC



PRINCIPAL







Approved by AUCTE PCCHI w Dein and Administration (NTO Hyderabad) Kondapur Village Ghatkesar Mandal Medchal District (Old R.R. Dist)-501301 Cell:9701368996.

Date: 27/11/2021

DEPARTMENT OF PHARMACY

Academic Year: 2020-2021

Class And Semester: PHARM D II, III YEARS

Title of Add – On/ Certification Program : HANDS ON TRAINING ON FIRST AID PRACTICES

Duration : 02/12/2021 to 14/12/2021 from 11:00 AM -1:00 PM

Course Code : PD /2020/FAP

STUDENTS REGISTRATION LIST

S.NO	Hall TICKET NO	NAME OF THE STUDENTS	SIGNATURE
1	20Y71T0026	MUCHA AHMED	La what Aharred
2	20Y71T0027	ARUMULLA ANANYA	Amerya
3	20Y71T0028	RAYAPTI SAHITHI	Sability
4	19Y71T0001	AMIR SOYEL	Amis Sour
5	19Y71T0002	APURA SATHVIKA	Marsha
6	19Y71T0003	ARUYA MANISHA	Amulia
7	19Y71T0004	BACHALAKURI AMULYA	Sukana
8	19Y71T0005	GOREKAR SUSSANA SUPRIYA	Tiroshua
9	19Y71T0006	HARI JYOSHNA PRIYA	Salaush
10	19Y71T0007	KANUKUNTLA MALAVIKA	Description of the second
11	19Y71T0008	KARNATI MAHESHWARI	Sathurla
12	19Y71T0009	KATHROJU RAKESH	Pa Carl
13	19Y71T0010	KONGALA YAMINI	Vaurus
14	19Y71T0011	KVNS VASAVI VYAHRUTHI	4 PM
15	19Y71T0012	MALLE VAISHNAVI	Vaidanati
16	19Y71T0013	MD MASIHUR RAHAMAN	
17	19Y71T0014	MOOLA JOYCY LOVELY	Masinux Ferham
18	19Y71T0015	MUSIGUMPULA GOPI	Japan
19	19Y71T0016	MUTHUKRISHNA BHANU PRIYA	Breine Dilya
20	19Y71T0017	PAILLA SRAVANTHI	Seint Bright
21	19Y71T0018	RAVULA ANUSHA	- Saray
22	19Y71T0019	SALMAN SAH	Scilven Cala

Principal

PRINCIPAL

Samskruti College of Pharmaci Rendapur (V), Ghatkesar (iii). Medchal Dist. PIN-501601





(Sponsored by St. VINCENT EDUCY (RODAL SOCIETY)
Regd No. 57825006

(ApprovedbyAICTE_PCI NewDelhiandAllhatedto.TMTL Hyderabad)

Kondapor Village: Charkesar Manual Medchalt District Civil P. (2015) 551:351.

Cell 5703:368991.

Date:2/12/2021

DEPARTMENT OF PHARMACY

Academic Year: 2020-2021

Class And Semester: PHARM DII,III YEARS

Title of Add – On/ Certification Program : HANDS ON TRAINING ON FIRST AID PRACTICES

Duration: 02/12/2021 to 14/12/2021 from 11:00 AM -1:00 PM

Course Code : PD/ 2020 / FAP

ATTENDANCE LIST

S N	HT NO	NAME OF THE STUDENTS	DAY 1 3Hrs	DAY 2 3Hrs	DA Y 3 3Hr	DA Y 4 3Hr	DA Y 5 3Hr	DA Y 6 3Hr	DAY 7 3Hrs	DAY 3 3Hrs	DAY 9 3Hrs	DAY 10 3Hrs
1	20Y71T0026	MUCHA AHMED		~	3	~	5	5	-	1-	-	_
2	20Y71T0027	ARUMULLA ANANYA	~	-	V	/	~	~	~	-	V	/
3	20Y71T0028	RAYAPTI SAHITHI		~	~	~	V	2.	-	-	-	/
4	19Y71T0001	AMIR SOYEL		/	/	-	~	-	~	-	-	V
5	19Y71T0002	APURA SATHVIKA			~	1	1	~	~	~	-	~
6	19Y71T0003	ARUYA MANISHA	-	/	V	V	-	1	V	1	-	V
7	19Y71T0004	BACHALAKURI AMULYA	~	1	V	~	~	V	~	~	/	/
8	19Y71T0005	GOREKAR SUSSANA SUPRIYA	V	/	V	~	V	/	/	-	~	-
9	19Y71T0006	HARI JYOSHNA PRIYA	/	/	/	~	/	/	V	~	_	1
1	19Y71T0007	KANUKUNTLA MALAVIKA	~	/	~	~	V	~	v	~	-	/
1	19Y71T0008	KARNATI MAHESHWARI	~	/	~	~	~	~	~	V	~	~
1 2	19Y71T0009	KATHROJU RAKESH	_	1	~	/	V	~	V	V		~
1 3	19Y71T0010	KONGALA YAMINI	4	Es,	MS	V	L	1	~	~	~	~



Regd. No. 5745-2000 (Approved by AICTE, PCI, New Delhi and Affliated to JNTU. Hyderabad)

Kondapur Village, Ghatkesar Mandal, Medchal District (Old R. R. Dist) - 501301

Cell 9701368996

				-		- 1000						
1	19Y71T0011	KVNS VASAVI VYAHRUTHI	~	/	~	V	/	~	1-	~	-	_
1 5	19Y71T0012	MALLE VAISHNAVI	~	~	~	~	/	/	-	~	~	_
1	19Y71T0013	MD MASIHUR RAHAMAN	~	~	~	_	_	~	V	~	_	/
7	19Y71T0014	MOOLA JOYCY LOVELY	~	~	/	-			~	~	~	-
1 8	19Y71T0015	MUSIGUMPULA GOPI	V	~	·	~	~	/	~	/	/	/
1 9	19Y71T0016	MUTHUKRISHNA BHANU PRIYA	~	~	~	~	~	~	~	V	1	V
2		PAILLA SRAVANTHI	V	/	~	/	V	~	/	1	/	V
2		RAVULA ANUSHA	V	V	V	V	/	~	V	V	/	/
2	19Y71T0019	SALMAN SAH	~	/	/	~	~	V	~	V	/	/

(Consider by St. TINGENT EDUCATIONAL SPICIETY) Approved by AICTE_PCLNewDell and Affirated to JNTU riyderabad)



Kondapur Village , Ghatkesar Mandal, Medchal District (Old R. R. Dist) - 50 1 301 Cell:9701368996.

Date: 27/11/2021

ACADEMIC YEAR : Pharm D II,III years

Program Name : Course Code : PD/2020/FAP

Duration : 02/12/2021-14/12/2021 from 11:00 AM -1:00 PM"

Curriculum Designed and Developed by:

S.No	Faculty Name	Designation	Signature,
1	Dr.Y.Sirisha	Associate Professor	1 28 is
2	Sowjanya Daniel	Assistant Professor	Societina
3	Dr.Nadeem	Associate Professor	Nadecon



(Sponsored by St VINCENT EDUCATIONAL SOCIETY)
Regd No. 5782/2000

(Approved by AICTE, PCI, New Delhi and Affiliated to JNTU, Hyderabad)

Kondapur Village Ghatkesar Mandal Madchal District (Old R.R. Distr-501301 Cell 9701368996)

OBJECTIVES:

Treatment of acute medical condition or sudden illness (Diabetes, Asthma, allergic Reaction, Meningitis, Febrile Convulsions

LEARNING OUTCOMES

Treatment of acute medical condition or sudden illness (Diabetes, Asthma, allergic Reaction, Meningitis, Febrile Convulsions)

SUMMARY

Providing pediatric first aid in the earliest hour of injury increases the probability of a better outcome of medical treatment. It further prevents deterioration of the injured infant's condition. A quick response to an accident can save lives and minimize the risk.

ESSION	TITLE	DURATION
	First aid in pediatrics Introduction	3 Hrs
	OBJECTIVES	3 Hrs
2	Treatment of acute medical condition or sudden illness (Diabetes, Asthma, Allergic Reactions, Meningitis, Febrile Convulsions)	
3	LEARNING OUTCOMES Treatment of acute medical condition or sudden illness (Diabetes, Asthma, Allergic Reactions, Meningitis, Febrile Convulsions)	3 Hrs
4	Understand the role and responsibility of the pediatric First Aider To perform emergency first aid to a child and baby	3 Hrs
5	Treatment of unconscious casualty who is breathing recovery position Treatment of a unconscious casualty who is not breathing CPR	3Hrs
6	Treatment of a choking casualty Treatment of a casualty with external bleeding	3 Hrs
7	Treatment of a casualty with a seizure Treatment of a suspected injury to bones, muscles and joints.	3 Hrs
	Treatment of a casualty with a personal head and spinal injuries	3 Hrs
8	Treatment of a conditions affected eyes, ears and nose	3 Hrs
9		3 Hrs
10	Treatment of acute medical condition or sudden illness (Diabetes, Asthma, Allergic Reactions, Meningitis, Febrile Convulsions)	
		(1)

PRINCIPAL IPAL OF PROTECTION

Cell 9701368996

Date: 14/12/2021

DEPARTMENT OF PHARMACY SYLLABUS COMPLETION REPORT

Academic Year : 2020-2021

Title of Add - On/ Certification Program: HANDS ON TRAINING ON FIRST AID PRACTICES

Duration : 02/12/2021 to 14/12/2021

Course Code : PD/2020/FAP

Number of students completed the Add - On/Certification Program :

Summary Report of the Program:

SESSION	TITLE	DATE OF COMPLETION	NO. OF STUDENTS ATTENDED
_	First aid in pediatrics Introduction	2/12/2021	22
1	11131	3/12/2021	22
2	OBJECTIVES Treatment of acute medical condition or sudden illness (Diabetes, Asthma, Allergic Reactions, Meningitis, Febrile Convulsions)	3/12/2021	
3	LEARNING OUTCOMES Treatment of acute medical condition or sudden illness (Diabetes, Asthma, Allergic Reactions, Meningitis, Febrile Convulsions)	4/12/2021	22
4	Understand the role and responsibility of the pediatric First Aider To perform emergency first aid to a child and baby	5/12/2021	22





(Approved by AICTE PCI, New Delpi and Alliated to JNTU Hyderabad)

Kondapur Village , Ghatkesar Mandal, Medchal District (Old R. R. Dist) - 501301

	Cell:9	701368996.	
5	Treatment of unconscious casualty who is breathing – recovery position Treatment of unconscious casualty who is not breathing – CPR	7/12/2021	22
6	Treatment of a choking casualty Treatment of a casualty with external bleeding	8/12/2021	22
7	Treatment of a casualty with a seizure Treatment of a suspected injury to bones, muscles and joints	9/12/2021	22
8	Treatment of a casualty with suspected head and spinal injuries	10/12/2021	22
9	Treatment of conditions affected eyes, ears, and nose	11/12/2021	22
10	Treatment of acute medical condition or sudden illness (Diabetes, Asthma, Allergic Reactions, Meningitis, Febrile Convulsions)	14/12/2021	22

PROGRAM COORDINATOR

N. Rows

Samskruti College of Phantiacy



(Sponsared by St. VINCENT EDUCATIONAL SOCIETY)
Regd No. 5782:2000

(Approved by AICTE PCI New Delhiand Atliated to JNTU, Hyderabad)

Kondapur Village: Ghatkesar Mandal Medchal District (Cld R.R. Dist)-501301 Cell 9701368996,

Date: 14/12/2021

DEPARTMENT OF PHARMACY

Academic Year: 2020-2021

Class And Semester: PHARM D II, III YEARS

Title of Add - On/ Certification Program : HANDS ON TRAINING ON FIRST AID PRACTICES

Duration: 02/12/2021 to14/12/2021

Course Code: PD/2020/FAP

STUDENT FEED BACK FORM

hearing Hall Ticket No :

Students have attended the Add - On Programmer with course

S No	Course Program	Excel lent (5)	Verry Good (4)	Good (3)	Satisfactory (2)	Poor (
1	Does the program enhance your knowledge			~		
2	Effectiveness of the speaker in terms of technical content		~			
3	Speaker's Level of commanal on the topic					
4	Effectiveness of the speaker in terms of communication					
5	Level of Interaction					
6	Overall Rating				1 11-00	A

Date: 14/12/2021

Signature of the Student







Regard 5782/2000

(Approved by AICTE_PCL New Delhi and Affiliated to JNTU_Hyderabad)

Kondapur Village Ghatkesar Mandal Medchal District (Old R. R. Distr-501301 Cell 9701368996

Date:14/12/2021

DEPARTMENT OF PHARMACY

Academic Year: 2020-2021

Class and Semester : PHARM D II, III YEARS

Title of add - on/ Certification program: HANDS ON TRAINING ON FIRST AID PRACTICES

Duration: 02/12/2021 to 14/12/2021

Course Code :PD/2020/FAP

KEY:

1)C

2)B

3) C

4)D

5)C

6)D

7)A

8)C

9)B

10)C

Fort

Principal

Samskruft College of Pharmacy Kandaffer (V), Ghatkesar (M), Medehal Olst, PIN-501601

PRINCIPAL







Regit #L 5787 (200)

[Approved by AICTE_PCI New Delh and Ail rated to JINTU. Hyderabad]

Kondapur Village , Ghatkesar Mandal, Medchal District (Old R. R. Dist) - 501301 Cell: 9701368996.

Date:14/12/2021

DEPARTMENT OF PHARMACY

Academic Year: 2020-2021

Class and Semester: PHARM D II, III year

Title of add - on/ Certification program: HANDS ON TRAINING ON FIRST AID PRACTICES

Duration: 02/12/2021 to 14/12/2021

Course Code :PD/2020/FAP

OBJECTIVE EXAM

Answer All Questions. All Questions Carry Equal Marks

Time: 20 Min.

Marks: 10

- 1. If a child is experiencing asthma attack at what point would you call for an ambulance?
 - a) After 20 minutes

b) Only if it was child's first known attack

- After 10 minutes if medication has no effect/if first known attack d) Not at all as asthma isn't serious
- What is the correct treatment for a choking infant (under 12 months) ?
 - a) Alternate backflows with abdominal thrusts
 - Up to 5 backflows with up 5 chest thrusts
 - c) Chest thrusts only
 - d) Backflows only
- What is the correct treatment for a choking child (over 12 months)?
 - a) Alternate backflows with chest thrusts
 - b) Chest thrusts only
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 - d) Backflows only
- 4. What should you do if a child gets a wasp/bee sting on their arm?
 - a) Put some butter on it
 - b) Squeeze the sting to get the poison out
 - c) Bandage the arm to cover the small wound
 - Apply a cold compress and watch for swelling or signs of an allergic reaction





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Cell 9701368996

- 5. Which of the following are indications of a severe allergic attack?
 - a) Swollen feet

- b) Earache
- Sensations around the tongue and lips, swelling and difficulty breathing
- d) Hiccups
- 6. How should you treat child who is feeling faint?
 - a) Give them a glass of cold water or milk
 - b) Put them in the recovery position and call an for an ambulance
 - c) Sit them down for 5 minutes
 - Lay them down with feet raised and loosen their clothing
- 7. How-should you treat a child who is suffering from a nosebleed?
 - Him/her to lean forward and pinch the top. Fleshy part of their nose
 - b) Get him/her to lean back and pinch the bridge of the nose
 - c) Just let it stop by itself
 - d) For an ambulance and hold a cold fennel on their forehead
- 8. Why should you place an unconscious child in the recovery position?
 - a) Because it is comfortable
 - b) Jo help them work up
 - To maintain an open airway
 - d) To minimize shock
- How should you treat a child that has swallowed some tablets that he/she found thinking they were sweets
 - a) Mark them so
 - Keep them calm, call for an ambulance and have tablet samples ready to pass to paramedics c) Give them sips of milk or cold water
 - d) Make them walk around to keep them awake and call for an ambulance
- 10. How should you treat child who appears to have broken his/her arm?
 - a) Bathe the arm in cold water to reduce swelling to have broken his/her arm
 - b) Tightly bandage the arm to reduce swelling and take them to see a doctor
- Steady and support the arm. Reassure the child and seek medical aid
 - d) Wait for 30minutes to see if pain subsides it may only be a sprain







Hegy No STREETON

(Approved by AICTE_PCI_New Delhiand Attiated to JNTU, Hyderabad)

KondapurVIIIage, Ghatkesar Mandal, Medchal District (Old R. R. Dist) - 591 301 Cell 9701368996.

DEPARTMENT OF PHARMACY

Academic Year :2021-2022

Date:

Class and Semester :PHARM .D II&III YEAR

Title of add - on/ Certification program: Hands On Training On First Aid Of Pediatrics

Course Code :PD/2021/FAP

KEY:

1)C 2)B 2)B 3)C 4)D 5)C 6)D 7)A 8)C 8)C





DEPARTMENT OF PHARMACY

Academic Year :2021-2022

Class and Semester: PHARM .D H&III YEAR

Title of add - on/ Certification program: hands on training on First Aid of Pediatrics

Course Code: PD/2021/FAF

OBJECTIVE EXAM

19771700015

Answer All Questions. All Questions Carry Equal Murks

If a child is experiencing asthma attack at what point would you call for an ambulance?

- a) After 20 minutes first known attack d) Not at all as asthma isn't serious known attack After 10 minutes if medication has no effect if b) Only if it was child's first
- 2.What is the correct treatment for a choking infant (under 12 months)?
- b) Up to 5 backflows with up 5 chest thrusts a) Alternate backflows with abdominal thrusts
- c) Chest thrusts only
- d) Backflows only
- 3.What is the correct treatment for a clocking child (over 12 months)? a) Alternate backflows with chest thrusts
- b) Chest thrusts only
- d) Backflows only c). Up to 5 backflows with up 5 abdominal thrusts
- 4. What should you do if a child gets a wasp/bee sting on their arm?
- Squeeze the sting to get the poison out

a) Put some butter on it

- c) Bandage the arm to cover the small wound
- d) Apply a cold compress and watch for swelling or signs of an
- SA Which of the following are indications of a severe allergicattack?
- c) Sensations around the tongue and lips, swelling and difficult a) Swollen feet

breathing d) Hiecups

- How should you treat child who is feeling fain!!
- a) Give them a glass of cold water or milk
- b) Put them in the recovery position and call an for an ambulance
- c) Sit them down for 5 minutes
- d) Lay them down with feet raised and loosen their clothing How should you treat a child who is suffering from a nosebleed?
- a) Him/her to lean forward and pinch the top. Fleshy part of their nose
- Get him/her to lean back and pinch the bridge of the nose
- c) Just let it stop by itself
- d) For an ambulance and hold a cold flannel on their forehead
- Why should you place an unconscious child in the recovery position
- a) Because it is comfortable
- b) To help them work up
- c) To maintain an open airway
- d) To Minimize shock
- How should you treat a child that has swallowed some tablets that he/she a) Mark them so found, thinking they were sweets
- to pass to paramedics b) Keep them calm, call for an ambulance and have tablet samples ready
- c) Give them sips of milk or cold water
- d) Make them walk around to keep them awake and call for an ambulance
- 10. How should you treat child who appears to have broken his/her arm? a) Bathe the arm in cold water to reduce swelling to have broken his/her
- Tightly bandage the arm to reduce swelling and take them to see a
- d) Wait for 30minutes to see if pain subsides it may only be a speain c) Steady and support the arm. Reassure the child and seek medical uid

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DEPARTMENT OF PHARMACY

Vendemie Vent (2021-2022

Class and Semester: PHARM D H&HI YEAR

Fitle of add - on/ Certification programs hands on training on First Aid of Pediatries

Course Code: PD/2021/FAP

OBJECTIVE EXAM

7000 11 E/- P1

Answer All Questions, All Questions Carry Equal Marks

Time: 20 Min.

If a child is experiencing asthma attack at what point would you call for

- an ambulance? After 20 minutes known attack __e) After 10 minutes if medication has no effect/if first known attack d) Not at all as asthma isn't serious b) Only if it was child's first
- 2. What is the correct treatment for a choking infant (under 12 months)?
- a) Alternate backflows with abdominal thrusts
- b) Up to 5 backflows with up 5 chest thrusts d) Backflows only
- 3. What is the correct treatment for a choking child (over 12 months)? a) Alternate backflows with chest thrusts c) Chest thrusts only
- b) Chest thrusts only
- c) Up to 5 backflows with up 5 abdominal thrusts
- 4. What should you do if a child gets a wasp/bee sting on their arm?

d) Backflows only

- Squeeze the sting to get the poison out a) Put some butter on it
- c) Bandage the arm to cover the small wound
- d) Apply a cold compress and watch for swelling or signs of an
-) Swollen feet Which of the following are indications of a severe allergic attack? Sensations around the tongue and lips, swelling and difficulty b) Eurache P

breathing d) Hiccups

- How should you treat child who is feeling faint?
- b) Put them in the recovery position and call an for an ambulance a) Give them a glass of cold water or milk
- c) Sit them down for 5 minutes
- How should you treat a child who is suffering from a nosebleed? d) Lay them down with feet raised and loosen their clothing
- a) Him/her to lean forward and pinch the top. Fleshy part of their nose
- b) Get him/her to lean back and pinch the bridge of the nose
- c) Just let it stop by itself
- d) For an ambulance and hold a cold flannel on their forehead
- 90 a) Because it is comfortable Why should you place an unconscious child in the recovery position
- b) To help them work up
- c) To maintain an open airway
- d) To Minimize shock
- How should you treat a child that has swallowed some tablets that he/she found, thinking they were sweets b) Keep them calm, call for an ambulance and have tablet samples ready a) Mark them so
- c) Give them sips of milk or cold water

to pass to paramedics

- d) Make them walk around to keep them awake and call for an ambulance
- 10. How should you treat child who appears to have broken his/her arm? arm a) Bathe the arm in cold water to reduce swelling to have broken his/her
- doctor Tightly bandage the arm to reduce swelling and take them to see a
- c) Steady and support the arm. Reassure the child and seek medical aid d) Wait for 30minutes to see if pain subsides it may only be a sprain



DEPARTMENT OF PHARMACY

\cademic Year : 2021-2022

Class and Semester: PHARM D H&III YEAR

Fitle of add - on/ Certification program: hands on training on First Aid of Pediatries

Course Code: PD/2021/FAP

OBJECTIVE EXAM

1000 11 t/bi

Answer All Questions. All Questions Carry Equal Marks

Marks : 10

an ambulance? If a child is experiencing asthma attack at what point would you call for

- After 20 minutes known attack first known attack d) Not at all as asthma isn't serious After 10 minutes if medication has no effect/if b) Only if it was child's first
- 2.What is the correct treatment for a choking infant (under 12 months)?
- a) Alternate backflows with abdominal thrusts
- c) Chest thrusts only b) Up to 5 backflows with up 5 chest thrusts
- d) Backflows only
- 3. What is the correct treatment for a choking child (over 12 months)?
- a) Alternate backflows with chest thrusts
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- c) Up to 5 backflows with up 5 abdominal thrusts
- d) Backflows only
- 4. What should you do if a child gets a wasp/bee sting on their arm?
- a) Put some butter on it
- Squeeze the sting to get the poison out
- c) Bandage the arm to cover the small wound
- d) Apply a cold compress and watch for swelling or signs of an
- S c) Sensations around the tongue and lips, swelling and difficulty a) Swollen feet Which of the following are indications of a severe allergic attack? b) Eurache

breathing d) Hiccups

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- How should you treat child who is feeling faint?
- a) Give them a glass of cold water or milk b) Put them in the recovery position and call an for an ambulance
- c) Sit them down for 5 minutes
- d) Lay them down with feet raised and loosen their clothing How should you treat a child who is suffering from a nosebleed?
- 4 a) Him/her to lean forward and pinch the top. Fleshy part of their nose
- b) Get him/her to lean back and pinch the bridge of the nose
- c) Just let it stop by itself
- d) For an ambulance and hold a cold flannel on their forehead
- Why should you place an unconscious child in the recovery position
- a) Because it is comfortable
- b) To help them work up
- c) To maintain an open airway

d) To Minimize shock

- How should you treat a child that has swallowed some tablets that he/she a) Mark them so found, thinking they were sweets Keep them calm, call for an ambulance and have tablet samples ready
- to pass to paramedics
- c) Give them sips of milk or cold water d) Make them walk around to keep them awake and call for an ambulance
- 10. How should you treat child who appears to have broken his/her arm? a) Bathe the arm in cold water to reduce swelling to have broken his/her
- BIII Tightly bandage the arm to reduce swelling and take them to see a
- c) Steady and support the arm. Reassure the child and seck medical aid

d) Wait for 30minutes to see if pain subsides it may with tortegas (b) Grand St. Car. ONE TO

DEPARTMENT OF PHARMACY

Agademic Year :2021-2022

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Class and Semester: PHARM D H&III YEAR

Tale of add - on/ Certification program: hands on training on First Aid of Pediatries

Course Code: PD/2021/FAP

OBJECTIVE EXAM

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Answer All Questions, All Questions Carry Equal Marks

Marks: 10

If a child is experiencing asthma attack at what point would you call for an ambulance?

 a) After 20 minutes first known attack d) Not at all as asthma isn't serious known attack _c) After 10 minutes if medication has no effect/if b) Only if it was child's first

2.What is the correct treatment for a choking infant (under 12 menths)? a) Alternate backflows with abdominal thrusts

b) Up to 5 backflows with up 5 chest thrusts

3. What is the correct treatment for a choking child (over 12 months)? c) Chest thrusts only d) Backflows only

a) Alternate backflows with chest thrusts

b) Chest thrusts only

e)-Up to 5 backflows with up 5 abdominal thrusts

4. What should you do if a child gets a wasp/bee sting on their arm? d) Backflows only

a) Put some butter on it

Squeeze the sting to get the poison out

c) Bandage the arm to cover the small wound Apply a cold compress and watch for swelling or signs of an

SA Sensations around the tongue and lips, swelling and difficulty a) Swollen feet Which of the following are indications of a severe allergic attack? b) Earache

breathing of Hiscorts

- How should you treat child who is feeling faint?
- to that them in the recovery position and call an for an ambulance at cost them a glass of cold water or milk
- e) Sit them down for 5 minutes
- a) Lay them down with feet raised and loosen their elothing a) Him her to lean forward and punch the top. Fleshy part of their nose How should you treat a child who is suffering from a noschleed?
- is eact him her to lean back and pinch the hydge of the nose
- c) Just let it stop by itself
- d) For an ambulance and hold a cold flannel on their forehead
- a) Because it is coinfortable Why should you place an unconscious child in the recovery position
- b) To help them work up
- e) To maintain an open airway
- d) To Minimize shock

9. How should you treat a child that has swallowed some tablets that he/she

- found thinking they were sweets
- to pass to paramedies b) Keep them calm, call for an ambulance and have tablet samples ready a) Mark them so
- c) Give them sips of milk or cold water
- d) Make them walk around to keep them awake and call for an ambulance
- 10 How should you treat child who appears to have broken his/her arm? a) Bathe the arm in cold water to reduce swelling to have broken his/her
- doctor b) Tightly bandage the arm to reduce swelling and take them to see a
- c) Steady and support the arm. Reassure the child and seck medical aid al) Want for 30mmutes to see if pain subsides it may only be a sprain

DEPARTMENT OF PHARMACY

Academic Year :2021-2022

Class and Semester: PHARM .D H&III YEAR

Title of add - on/ Certification program: hands on training on First Aid of Pediatries

Course Code: PD/2021/FAP

OBJECTIVE EXAM

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Answer All Questions, All Questions Carry Equal Marks

Time: 20 Min

If a child is experiencing asthma attack at what point would you call for an ambulance?

- After 20 minutes known attack first known attack d) Not at all as asthma isn't serious c) After 10 minutes if medication has no effect/if b) Only if it was child's first
- 2.What is the correct treatment for a choking infant (under 12 months)?
- b) Up to 5 backflows with up 5 chest thrusts a) Alternate backflows with abdominal thrusts
- What is the correct treatment for a choking child (over 12 months)? c) Chest thrusts only d) Backflows only
- a) Alternate backflows with chest thrusts.
- b) Chest thrusts only
- e) Up to 5 backflows with up 5 abdominal thrusts
- d) Backflows only
- b) Squeeze the sting to get the poison out a) Put some butter on it

4. What should you do if a child gets a wasp/bee sting on their arm?

- c) Bandage the arm to cover the small wound d) Apply a cold compress and watch for swelling or signs of an
- Lik a) Swollen feet Which of the following are indications of a severe allergic attack? c) Sensutions around the tongue and lips, swelling and difficulty b) Earache

breathing d) Hiccups

- How should you treat child who is feeling faint?
- a) Give them a glass of cold water or milk
- b) Put them in the recovery position and call an for an ambulance
- c) Sit them down for 5 minutes
- d) Lay them down with feet raised and loosen their clothing
- a) Him/her to lean forward and pinch the top. Fleshy part of their nose How should you treat a child who is suffering from a nosebleed?
- b) Get him/her to lean back and pinch the bridge of the nose
- c) Just let it stop by itself
- d) For an ambulance and hold a cold flannel on their forehead
- 7-Why should you place an unconscious child in the recovery position
- a) Because it is comfortable
- b) To help them work up
- c) To maintain an open airway
- d) To Minimize shock
- How should you treat a child that has swallowed some tablets that he/she found, thinking they were sweets
- a) Mark them so
- to pass to paramedics b) Keep them calm, call for an ambulance and have tablet samples ready
- c) Give them sips of milk or cold water
- 10. How should you treat child who appears to have broken his/her arm? d) Make them walk around to keep them awake and call for an ambulance
- a) Bathe the arm in cold water to reduce swelling to have broken his/her
- Tightly bandage the arm to reduce swelling and take them to see a
- d) Wait for 30minutes to see if pain subsides it may only by prain c) Steady and support the arm. Reassure the child and seek medical aid

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Vendemic Year : 2021-2022

Class and Semester: PHARM D H&III YEAR

Title of add - on/ Certification program: hands on training on First Aid of Pediatries

Course Code: PD/2021/FAP

OBJECTIVE EXAM

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Answer All Questions. All Questions Carry Equal Marks

Time: 20 Min.

- If a child is experiencing asthma attack at what point would you call for an ambulance?
- a) After 20 minutes known attack first known attack d) Not at all as asthma isn't serious c) After 10 minutes if medication has no effect/if b) Only if it was child's first
- 2.What is the correct treatment for a choking infant (under 12 months)?
- a) Alternate backflows with abdominal thrusts
- c) Chest thrusts only b) Up to 5 backflows with up 5 chest thrusts d) Backflows only
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- b) Chest thrusts only
- c) Up to 5 backflows with up 5 abdominal thrusts
- d) Backflows only
- 4. What should you do if a child gets a wasp/bee sting on their arm?
- a) Put some butter on it
- Squeeze the sting to get the poison out
- c) Bandage the arm to cover the small wound
- d) Apply a cold compress and watch for swelling or signs of an
- (c) Sensations around the tongue and lips, swelling and difficulty a) Swollen feet Which of the following are indications of a severe affergie attack? b) Larache

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- How should you treat child who is feeling faint?
- A) Give them a glass of cold water or milk
- b) Put them in the recovery position and call an for an ambulance
- c) Sit them down for 5 minutes
- ayHinvher to lean forward and pinch the top. Fleshy part of their nose dY Lay them down with feet raised and loosen their clothing How should you treat a child who is suffering from a nosebleed?
- b) Get him/her to lean back and pinch the bridge of the nose
- d) For an ambulance and hold a cold flannel on their forehead Ust let it stop by itself
- Why should you place an unconscious child in the recovery position
- b) To help them work up a) Because it is comfortable

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- c) To maintain an open airway
- d) To Minimize shock
- How should you treat a child that has swallowed some tablets that he/she found, thinking they were sweets
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- c) Give them sips of milk or cold water
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- 10. How should you treat child who appears to have broken his/her arm? a) Bathe the arm in cold water to reduce swelling to have broken his/her
- doctor b) Tightly bandage the arm to reduce swelling and take them to see a
- c) Steady and support the arm. Reassure the child and seek medical aid
- d) Wait for 30minutes to see if pain subsides it may only by a sprain

Academic Year :2021-2022

Date

Class and Semester: PHARM .D II&III YEAR

Title of add - on/ Certification program: hands on training on First Aid of Pediatries

Course Code: PD/2021/FAP

OBJECTIVE EXAM

900011E/47

Answer All Questions: All Questions Carry Equal Marks

Marks: 10

Time: 20 Min

- If a child is experiencing asthma attack at what point would you call for an ambulance?
- a) After 20 minutes first known attack d) Not at all as asthma isn't serious known attack c) After 10 minutes if medication has no effect/if b) Only if it was child's first
- 2. What is the correct treatment for a choking infant (under 12 months)? a) Alternate backflows with abdominal thrusts
- b) Up to 5 backflows with up 5 chest thrusts
- 3. What is the correct treatment for a choking child (over 12 months)? c) Chest thrusts only d) Backflows only
- a) Alternate backflows with chest thrusts
- b) Chest thrusts only
- e) Up to 5 backflows with up 5 abdominal thrusts
- 4. What should you do if a child gets a wasp/bee sting on their arm? d) Backflows only
- Squeeze the sting to get the poison out

a) Put some butter on it

- c) Bandage the arm to cover the small wound
- d) Apply a cold compress and watch for swelling or signs of an
- w a) Swollen feet Sensations around the tongue and lips, swelling and difficulty Which of the following are indications of a severe allergic attack? b) Earache

breathing d) Hiccups How should you treat child who is feeling faint?

- b) Put them in the recovery position and call an for an ambulance a) Give them a glass of cold water or milk
- c) Sit them down for 5 minutes
- dy Lay them down with feet raised and loosen their clothing How should you treat a child who is suffering from a nosebleed?
- b) Get him/her to lean back and pinch the bridge of the nose a) Him/her to lean forward and pinch the top. Fleshy part of their nose
- c) Just let it stop by itself
- œ d) For an ambulance and hold a cold flannel on their forehead Why should you place an unconscious child in the recovery position
- a) Because it is comfortable
- b) To help them work up
- d) To Minimize shock c) To maintain an open airway
- How should you treat a child that has swallowed some tablets that he/she
- a) Mark them so found, thinking they were sweets b) Keep them calm, call for an ambulance and have tablet samples ready
- c) Give them sips of milk or cold water

to pass to paramedics

- 10. How should you treat child who appears to have broken his/her arm? d) Make them walk around to keep them awake and call for an ambulance
- a) Bathe the arm in cold water to reduce swelling to have broken his/her
- b) Tightly bandage the arm to reduce swelling and take them to see a
- c) Steady and support the arm. Reassure the child and seek medical aid d) Wait for 30minutes to see if pain subsides it may only be a sprain



Academic Year :2021-2022

Class and Semester: PHARM .D II&III YEAR

Title of add - on/ Certification program: hands on training on First Aid of Pediatrics

Course Code: PD/2021/FAP

OBJECTIVE EXAM

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Answer All Questions. All Questions Carry Equal Marks

Time: 20 Min.

Marks: 10

If a child is experiencing asthma attack at what point would you call for an ambulance?

a) After 20 minutes known attack

b) Only if it was child's first

- first known attack d) Not at all as asthma isn't serious c) After 10 minutes if medication has no effect/if
- 2. What is the correct treatment for a choking infant (under 12 months)? a) Alternate backflows with abdominal thrusts
- b) Up to 5 backflows with up 5 chest thrusts d) Backflows only
- c) Chest thrusts only
- 3. What is the correct treatment for a choking child (over 12 months)?
- a) Alternate backflows with chest thrusts
- b) Chest thrusts only
- e) Up to 5 backflows with up 5 abdominal thrusts
- 4. What should you do if a child gets a wasp/bee sting on their arm? d) Backflows only
- a) Put some butter on it Squeeze the sting to get the poison out
- c) Bandage the arm to cover the small wound
- d) Apply a cold compress and watch for swelling or signs of an
- S a) Swollen feet Which of the following are indications of a severe allergic attack? c) Sensations around the tongue and lips, swelling and difficulty b) Earache

- How should you treat child who is feeling faint?
- b) Put them in the recovery position and call an for an ambulance a) Give them a glass of cold water or milk
 - - c) Sit them down for 5 minutes
- How should you treat a child who is suffering from a nosebleed? d) Lay them down with feet raised and loosen their clothing
- a) Him/her to lean forward and pinch the top. Fleshy part of their nose b) Get him/her to lean back and pinch the bridge of the nose
- c) Just let it stop by itself
- Why should you place an unconscious child in the recovery position d) For an ambulance and hold a cold flannel on their forehead
 - a) Because it is comfortable

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- b) To help them work up
- e) To maintain an open airway
- d) To Minimize shock
- How should you treat a child that has swallowed some tablets that he/she found, thinking they were sweets
- a) Mark them so
- b) Keep them calm, call for an ambulance and have tablet samples ready
 - c) Give them sips of milk or cold water to pass to paramedics
- d) Make them walk around to keep them awake and call for an ambulance
 - 10. How should you treat child who appears to have broken his/her arm?
 - a) Bathe the arm in cold water to reduce swelling to have broken his/her
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- c) Steady and support the arm. Reassure the child and seek medical aid d) Wait for 30minutes to see if pain subsides it may only be a sprain



Academic Vear :2021-2022

Class and Semester: PHARM D H&III VEAR

Title of add - on/ Certification program: bands on training on First Aid of Pediatrics

Course Code ; PD/2021/PAP

OBJECTIVE EXAM

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Answer All Questions. All Questions Carry Equal Marks

Time: 20 Mia.

Marks: 10

1. If a child is experiencing asthma attack at what point would you call for an ambulance ?

b) Only if it was child's first c) After 10 minutes if medication has no effect/if first known attack d) Not at all as asthma isn't serious a) After 20 minutes known attack

- 2. What is the correct freatment for a choking infant (under 12 months)?
 - a) Alternate backflows with abdominal thrusts
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- 3. What is the correct treatment for a choking child (over 12 months)?
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 - b) Chest thrusts only
- c) Up to 5 backflows with up 5 abdominal thrusts
 - d) Backflows only
- 4. What should you do if a child gets a wasp/bee sting on their arm?
 - a) Put some butter on it
- b) Squeeze the sting to get the poison out
- c) Bandage the arm to cover the small wound
- d) Apply a cold compress and watch for swelling or signs of an
- Which of the following are indications of a severe aftergae attack? U Sensations around the tongue and lips, swelling and difficulty W Swollen feet

- How should you treat child who is feeling faint? a) Give them a glass of cold water or milk
- b) Put them in the recovery position and call an for an ambulance

 - d) Lay them down with feet raised and loosen their clothing c) Sit them down for 5 minutes
- a) Him/her to lean forward and pinch the top. Fleshy part of their nose How should you treat a child who is suffering from a nosebleed? b) Get him/her to lean back and pinch the bridge of the nose
- c) Just let it stop by itself
- Why should you place an unconscious child in the recovery position d) For an ambulance and hold a cold flannel on their forehead 00
 - a) Because it is comfortable
- b) To help them work up
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- How should you treat a child that has swallowed some tablets that he/she found, thinking they were sweets d) To Minimize shock
 - a) Mark them so
- b) Keep them calm, call for an ambulance and have tablet samples ready to pass to paramedics
 - c) Give them sips of milk or cold water
- d) Make them walk around to keep them awake and call for an ambulance 10. How should you treat child who appears to have broken his/her arm?
 - a) Bathe the arm in cold water to reduce swelling to have broken his/her b) Tightly bandage the arm to reduce swelling and take them to see a
- c) Steady and support the arm. Reassure the child and spek, medical aid d) Wait for 30minutes to see if pain subsides it may only be a sprain

Academic Vear (2021-2022

Date

Class and Semester: PHARM, D H&HI YEAR

Title of add - on/ Certification program: hands on training on First Aid of Pediatrics

Course Code: PD/2021/FAP

OBJECTIVE EXAM

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Answer All Questions. All Questions Carry Equal Marks

Time: 20 Min.

Marks: 10

1. If a child is experiencing asthma attack at what point would you call for

an ambulance?

a) After 20 minutes

b) Only if it was child's first e) After 10 minutes if medication has no effect/if

first known attack d) Not at all as asthma isn't serious known attack

- 2. What is the correct treatment for a choking infant (under 12 months)?
 - a) Alternate backflows with abdominal thrusts
- b) Up to 5 backflows with up 5 chest thrusts
- d) Backflows only c) Chest thrusts only
- 3. What is the correct treatment for a choking child (over 12 months)? a) Alternate backflows with chest thrusts
- By Chest thrusts only
- c)\Up to 5 backflows with up 5 abdominal thrusts
 - d) Backflows only
- 4. What should you do if a child gets a wasp/bee sting on their arm?
 - a) Put some butter on it
- b) Squeeze the sting to get the poison out
- c) Bandage the arm to cover the small wound
- dkApply a cold compress and watch for swelling or signs of an
- Which of the following are indications of a severe affergic attack? of Sensations around the tongue and lips, swelling and difficulty b) Earnebe a) Swollen feet 6

- How should you treat child who is feeling faint?
- b) Put them in the recovery position and call an for an ambulance a) Give them a glass of cold water or milk
 - - c) Sit them down for 5 minutes
- d) Lay them down with feet raised and loosen their clothing
- a) Him/her to lean forward and pinch the top. Fleshy part of their nose How should you treat a child who is suffering from a nosebleed?
 - b) Get him/her to lean back and pinch the bridge of the nose
 - c) Just let it stop by itself
- d) For an ambulance and hold a cold flannel on their forehead
- Why should you place an unconscious child in the recovery position 90
 - a) Because it is comfortable
 - b) To help them work up
- c) To maintain an open airway
- d) To Minimize shock
- 9. How should you treat a child that has swallowed some tablets that he/she found, thinking they were sweets
- a) Mark them so
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 - to pass to paramedics
- d) Make them walk around to keep them awake and call for an ambulance c) Give them sips of milk or cold water
 - How should you treat child who appears to have broken his/her arm?
 - a) Bathe the arm in cold water to reduce swelling to have broken his/her
- b) Tightly bandage the arm to reduce swelling and take them to see a
- e) Steady and support the arm. Reassure the child and seek medical aid
 - d) Wait for 30minutes to see if pain subsides it may one sprain.

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Academic Year :2021-2022

Class and Semester: PHARM.D H&III YEAR

Date

Title of add - on/ Certification program: hands on training on First Aid of Pediatrics

Course Code; PD/2021/FAP

OBJECTIVE EXAM

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Answer All Questions. All Questions Carry Equal Marks

Time: 20 Min.

Marks: 10

- If a child is experiencing asthma attack at what point would you call for an ambulance? _
 - b) Only if it was child's first c) After 10 minutes if medication has no effect/if first known attack d) Not at all as asthma isn't serious a) After 20 minutes known attack
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 - a) Alternate backflows with abdominal thrusts
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- c) Up to 5 backflows with up 5 abdominal thrusts
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- 4.What should you do if a child gets a wasp/bee sting on their arm?
 - a) Put some butter on it
- b) Squeeze the sting to get the poison out
- c) Bandage the arm to cover the small wound
- A) Apply a cold compress and watch for swelling or signs of an
- Which of the following are indications of a severe allergic attack? e) Sensations around the tongue and lips, swelling and difficulty b) Earache a) Swollen feet un:

- How should you treat child who is feeling faint?
- b) Put them in the recovery position and call an for an ambulance a) Give them a glass of cold water or milk
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- a) Him/her to lean forward and pinch the top. Fleshy part of their nose How should you treat a child who is suffering from a nosebleed?
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- Why should you place an unconscious child in the recovery position
- a) Because it is comfortable

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- By To help them work up
- c) To maintain an open airway
- d) To Minimize shock
- How should you treat a child that has swallowed some tablets that he/she found, thinking they were sweets
- a) Mark them so
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- & Give them sips of milk or cold water
- d) Make them walk around to keep them awake and call for an ambulance
- 10. How should you treat child who appears to have broken his/her arm? a) Bathe the arm in cold water to reduce swelling to have broken his/her
- b) Tightly bandage the arm to reduce swelling and take them to see a
- c) Steady and support the arm. Reassure the child and see k medical aid

d) Wait for 30minutes to see if pain subsides it may only.

Scattemic Sear :2021-2022

Date

Class and Semester: PHARM D H&H YEAR

Title of add - on. Certification program; hands on training on First Aid of Pediatrics

Course Code: PD/2021/FAP

OBJECTIVE EXAM

11 000 LI EJ. b]

Answer All Questions, All Questions Carry Equal Marks

Time: 20 Min.

 If a child is experiencing asthma attack at what point would you call for an ambulance?

- a) After 20 minutes first known attack d) Not at all as asthma isn't serious known attack e) After 10 minutes if medication has no effect/if b) Only if it was child's first
- 2 What is the correct treatment for a choking infant (under 12 months)? a) Alternate backflows with abdominal thrusts
- a) Afternate backflows with up 5 chest thrusts
- 3. What is the correct treatment for a choking child (over 12 months)? c) Chest thrusts only d) Backflows only
- a) Alternate backflows with chest thrusts
- b) Chest thrusts only
- er Up to 5 backflows with up 5 abdominal thrusts
- d) Backflows only
- 4 What should you do if a child gets a wasp/bee sting on their arm?
- a) Put some butter on it
- b) Squeeze the sting to get the poison out
- c) Bandage the arm to cover the small wound
- d) Apply a cold compress and watch for swelling or signs of an
- a) Swollen feet Which of the following are indications of a severe affergre attack." 5) Sensations around the tongue and lips, swelling and drifficulty b) barache

- How should you treat child who is leeling laint?
- b) Put them in the recovery position and call an for an ambulance a) Give them a glass of cold water or milk
- c) Sit them down for 5 minutes
- d) Lay them down with feet raised and loosen their clothing How should you treat a child who is suffering from a nosebleed?
- a) Him/her to lean forward and pinch the top. Fleshy part of their noise
- b) Get him her to lean back and pinch the bridge of the nose
- c) Just let it stop by itself
- d) For an ambulance and hold a cold flannel on their forehead Why should you place an unconscious child in the recovery position
- a) Because it is comfortable
- c) To maintain an open airway d) To Minimize shock to help them work up
- How should you treat a child that has swallowed some tablets that he she found, thinking they were sweets
- a) Mark them so
- to pass to paramedics Keep them calm, call for an ambulance and have tablet samples ready
- c) Give them sips of milk or cold water
- 10. How should you treat child who appears to have broken his/her arm? a) Bathe the arm in cold water to reduce swelling to have broken his her d) Make them walk around to keep them awake and call for an ambulance
- b) Tightly bandage the arm to reduce swelling and take them to see a
- e) Steady and support the arm. Reassure the child and seek medical and d) Wait for 30minutes to see if pain subsides it may only be a sprain

Academic Year :2021-2022

Class and Semester: PHARM .D H&III YEAR

Title of add -- on/ Certification program: hands on training on First Aid of Pediatrics

Course Code: PD/2021/FAP

OBJECTIVE EXAM

[10001] ELb1

Answer All Questions. All Questions Carry Equal Marks

Marks: 10

Time: 20 Min.

If a child is experiencing asthma attack at what point would you call for an ambulance?

- After 20 minutes first known attack d) Not at all as asthma isn't serious known attack e) After 10 minutes if medication has no effect/if b) Only if it was child's first
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- a) Alternate backflows with abdominal thrusts
- c) Chest thrusts only b) Up to 5 backflows with up 5 chest thrusts
- d) Backflows only
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- b) Chest thrusts only
- e) Up to 5 backflows with up 5 abdominal thrusts
- 4.What should you do if a child gets a wasp/bee sting on their arm?

d) Backflows only

a) Put some butter on it

- Squeeze the sting to get the poison out
- c) Bandage the arm to cover the small wound
- 4) Apply a cold compress and watch for swelling or signs of an
- Ch a) Swollen feet Which of the following are indications of a severe allergic attack? c) Sensations around the tongue and lips, swelling and difficulty b) Earache

- How should you treat child who is feeling faint?
- a) Give them a glass of cold water or milk
- b) Put them in the recovery position and call an for an ambulance
- c) Sit them down for 5 minutes
- d) Lay them down with feet raised and loosen their clothing
- a) Him/her to lean forward and pinch the top. Fleshy part of their nose How should you treat a child who is suffering from a nosebleed?
- b) Get him/her to lean back and pinch the bridge of the nose
- c) Just let it stop by itself
- 8 d) For an ambulance and hold a cold flannel on their forchead
- a) Because it is comfortable Why should you place an unconscious child in the recovery position
- To help them work up
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- d) To Minimize shock
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Academic Year :2021-2022

Date:

Class and Semester: PHARM D H&III YEAR

Title of add - on/ Certification programs hands on training on First Aid of Pediatrics

Course Code: PD/2021/FAP

OBJECTIVE EXAM

10001111/11

Answer All Questions, All Questions Carry Equal Marks

Time : 20 Min.

Marks: 10

- If a child is experiencing asthma attack at what point would you call for an ambulance?
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- a) Swollen feet Which of the following are indications of a severe allergic attack? b) Earache
- c) Sensations around the tongue and lips, swelling and difficulty

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- breathing d) Hiccups How should you treat child who is feeling faint?
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- a) Because it is comfortable
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- c) Steady and support the arm. Reassure the child and seek medical aid d) Wait for 30minutes to see if pain subsides it may only Control & Street

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Academic Year :2021-2022

Class and Semester: PHARM .D II&III YEAR

: SHECE

Title of add - on/ Certification program: hands on training on First Aid of Pediatrics

Course Code: PD/2021/FAP

OBJECTIVE EXAM

h10001/4/61

Answer All Questions. All Questions Carry Equal Marks

Time ± 20 Min. Marks : 10

- If a child is experiencing asthma attack at what point would you call for an ambulance?
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- c) Bandage the arm to cover the small wound
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- e) Sensations around the tongue and lips, swelling and difficulty a) Swollen feet Which of the following are indications of a severe allergic attack? b) Earache

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- b) Put them in the recovery position and call an for an ambulance a) Gove them a glass of cold water or milk then should you treat child who is feeling faint?
- d) Lay them down with feet raised and loosen their elothing c) Sit them down for 5 minutes
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- c) Just let it stop by itself b) Get him her to lean back and pinch the bridge of the nose
- b) To help them work up a) Because it is comfortable d) For an ambulance and hold a cold flannel on their ferehead Why should you place an unconscious child in the recovery position
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- 10. How should you treat child who appears to have broken his her arm? b) Tightly bandage the arm to reduce swelling and take them to see a a) Bathe the arm in cold water to reduce swelling to have broken his/her
- d) Wait for 30minutes to see if pain subsides it may only c) Steady and support the arm. Reassure the child and seek medical aid



SAMSKRUTI COLLEGE OF PHARMACY



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