

MSBTE CODE -1786

DTE CODE -2551

**DHARTI JANSEVA PRATISHTHAN, AURANGABAD**  
**COLLEGE OF PHARMACY, (D. PHARM)**

At. Pohetakli Tq. Pathri Dist. Parbhani. 431506 (MS)

**APPROVED BY PCI NEW DELHI**



**Co-Ordinator**  
**Mr.Pimple R.G.**  
(M.Pharm. Ph.D Scholar)

**Principal**  
**Mr.Shaikh N.S.**  
(M.Pharm PhD. Scholar)

**Diploma in Pharmacy  
(Practical Training)**

Name of the Drug Store: \_\_\_\_\_

Address: \_\_\_\_\_

Pin \_\_\_\_\_

Email:

Mobile Number:

Name of the Trainee/student: \_\_\_\_\_

Address: \_\_\_\_\_

Pin \_\_\_\_\_

Email:

Mobile Number:

**DJP College of Pharmacy (D.Pharm)**

At. Pohetakli Tq. Pathri Dist. Parbhani – 431506 MS

[Email-djp.cop@gmail.com](mailto:Email-djp.cop@gmail.com)

This working drug store belongs to which type of \_\_\_\_\_ forms of Business Organization.  
(sole proprietorship, Partnership, cooperative store etc)

Whether this drug store is \_\_\_\_\_ type of store (Retail or wholesale or Both types of drug store or mention specific type)

Location of store is: \_\_\_\_\_  
(Rural/Small town/Big city / center of city/ outside city or any mention specific area)

Whether parking facilities available for two wheelers and four wheelers:

The site of store is attached or nearby any Hospital: Yes / No  
(If yes)

Write the name of the Hospital:

Is there any hotel or cinema hall or school near to store: Yes/No  
(If yes please write the Names of the Hotel, cinema hall or school or college, this can be affecting sale of store)

How many staff members are working in drug store \_\_\_\_\_ (Including owner, Pharmacist, supporting staff etc)

What is the timing of drug store \_\_\_\_\_ (Ex 9.00 to 1.30 and 2.00 to 7.30)

In which times lot more costumers visited to Store \_\_\_\_\_

Whether credit facilities are extended to customer by retailer: Yes/No

If you Credit limit of Rs: \_\_\_\_\_ and side for \_\_\_\_\_ days/Months.

Which are the important services offered by store to customers?

( ready Stock, No alternative suggestion, Display of new products in window, new product guidance, home delivery, well-stocked with different varieties, opportunity to customer to choose the best available products, maintain Regular contact with customer, accepting complaints, Giving replacement of defective products. Pharmacist giving free advice consumer, if any good services offered please mention etc writes only specific after observation)

**Supplier** (Wholesaler or distributor):

Give the list of major five suppliers:

1. \_\_\_\_\_
2. \_\_\_\_\_
3. \_\_\_\_\_
4. \_\_\_\_\_
5. \_\_\_\_\_

Whether credit facilities are extended by supplier to retailer:

Yes ? No

If yes Credit limit of Rs : \_\_\_\_\_ and side for \_\_\_\_\_ days / Months

Is there any contact (MOU) signed between retailer and supplier:

Yes ? No

If yes specific terms and conditions included in that Contract:

\_\_\_\_\_

**Storage:** Which method of Codification is used by retailer? \_\_\_\_\_

Write its merits and demerits observed during your training? \_\_\_\_\_

(Alphabetical, Mnemonic viz ATP Aspirin tablet with Paracetamol, Numeric, Decimal, Block and Combination etc are the various methods of codifications)

Draw Layout of drug store: where you are taking training as it is:

Draw a Layout of drug store with respects to points given in the bottom (Dream drug more of your mind after proper observation during the training)

As per the Drugs and cosmetic rules 1945, to start Retail Drug store 10 sq. meter and for wholesale Drug store 10 sq meter area is required, drug store must be separated from room for private use, The front part of store should be attractive, Display of medicines should be more attractive and quickly and easily identifying. Reduce the selling expenses to minimum, customer satisfaction, professional image. Surveillance for pilferage and theft, space for reserve stock and resting place etc By keeping in mind all above point design the layout of drug store.

Prices charged as per national Pharmaceutical pricing Authority (NPPA): Yes/No

For more details please write the <http://www.nppa.india.nic.in>

Inventory of work:

Which software is used in more for regulating of stock (Write name of the software?)

Approximate out of software in Rs

Whether this software is useful for maintaining following parameters

- a. Economic order quantity.
- b. Review of slow and non-moving items (very less sale items or pending items)
- c. Rate of consumption of items (daily, weekly, monthly and yearly)  
*(You can give the Example of top selling item from store)*  
\_\_\_\_\_
- d. Maximum stock Level (Level fixed by store):  
*(You can give the Example of top selling item from store)*  
\_\_\_\_\_
- e. Minimum stock Level (Level fixed by store):  
*(You can give the Example of top selling item from store)*  
\_\_\_\_\_
- f. Re-order Level (Level fixed by store)  
*(You can give the Example of top selling item from store)*  
\_\_\_\_\_
- g. Danger Level (Level fixed by store)  
*(You can give the Example of top selling item from store)*  
\_\_\_\_\_

Which are the techniques used by store for promoting sales?

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(Free samples, tradingstamps, Coupons, Bonus offer, Prizes contests, fair and exhibitions)

Which types of advertisement / hoardings Displayed by store for sales improvement? Yes/No  
(If yes write the salient features of Advertisement and draw the advertisement displayed by store)

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**Draw a window displayed prepared by store for sales promotion?**

*(Mention color combinations used to attract the customers,*

*Red > Orange > Yellow > green > Blue, this color sequences attracts more to consumers)*

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**How Drug store is participating in Market research for good services to consumer.**  
*(Collecting accurate information from consumers regarding Quality, Prices, Packaging, Availability of products etc)*

**How Drug store is participating in Market research for good services to producers.**  
*(Salesmen, Dealer and Drug store has to provide useful feedback about the consumers reactions, sales of the particular product, sales of competitive products etc)*

**Explain the procedure adopted by Drug store Employer (Owner) for selecting or appointing the Registered Pharmacist in his drug store?**

**(Giving advertisement in news appear, receiving applications, scrutiny of applications. Preliminary Interview, selection test, selection Interview, Physical examination, References check, Final selection and placement)**



## **Evaluation Of Registered Pharmacist (Owner)**

**Name of the Drug Store:**

**Name of the Employee:** \_\_\_\_\_

**Age:** \_\_\_\_\_

**Date of joining:**

**Experiences:**

- 1. Appearances:**
- 2. Personality:**
- 3. Alertness and promptness in dealing with customers:**
- 4. Courtesy and attitude toward customers:**
- 5. Personal acquaintance with customers:**
- 6. Cooperation with Colleagues:**
- 7. Product knowledge:**
- 8. Selling Ability:**
- 9. Suggestive Selling:**
- 10. Self Improvement:**

**(Give the ratings satisfactory, Good, Very good)**

In which bank drug store is having account:

Whether Drug store has taken any Loan amount from the bank write Rs. In Lakhs:

Whether drug store is having cash Credit Facilities: Yes/No

If yes what is the limit of cash credit Rs in Lakhs:

Accounting system followed by Drug store: Yes/No

If yes Yearly Audit was carried out by the drug store: Yes/No

**Manual Cash Book is using by drug store for mainlining the accounts: Yes/No**

**What is the purpose of ledger?**

**How Drug store is using Audited Statement for the next years planning?**

**What is the use of financial Statement vz; Profit and loss and Balance sheet?**

**Whether drug store is preparing Budget for Every Year: Yes/No**

**If yes: What is the use of preparation of Budget?**

**Give the proforma for purchasing material in the drug store.**

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**Write the steps for purchasing drug in drug store**

1. \_\_\_\_\_
2. \_\_\_\_\_
3. \_\_\_\_\_

**Whether computer is used in medical store? Yes/No**

**If Yes, write use of computer in medical store.**

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**Which software used in computer for inventory control in drug store?**

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**Write any five large volume parenteral preparations available in medical store.**

1. \_\_\_\_\_
2. \_\_\_\_\_
3. \_\_\_\_\_
4. \_\_\_\_\_
5. \_\_\_\_\_

**Write any five small volume parenteral preparations available in medical store.**

1. \_\_\_\_\_
2. \_\_\_\_\_
3. \_\_\_\_\_
4. \_\_\_\_\_

**Write the surgical dressing materials available in medical store (e.g. Cotton, absorbent gauze etc)**

**Write the surgical instruments available in medical store. (e.g. Scissors, Scalpel etc)**

**Write the brand name and contents of OTC products available in medical store.**

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**Whether modern dispensing aspects (Patient counseling) are used at the time of dispensing drug to the patient?**

**Yes/No**

**Which modern dispensing aspects are used at the time of dispensing? (eg. Patient counseling/ Advice regarding drug)**

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**What advice given at the time of dispensing of following drugs.**

Antacid Tablets: \_\_\_\_\_

Diazepam: \_\_\_\_\_

Antibiotics: \_\_\_\_\_

Emulsion: \_\_\_\_\_

Suspension: \_\_\_\_\_

Diphenhydramine: \_\_\_\_\_

**Whether drugs are substituted by the drug store: Yes/No**

*(If yes, which category of drugs are substituted, OTC / General / Biological)*

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**As per Pharmacy Act 1948, how many hours/months are required for the training?**

*(Please use the PC2 rules and regulating Part III)*

**What offences and penalties charges, if dispensed by unregistered persons?**

**Enlist any 5 drugs sale which comes under sch. C**

1. \_\_\_\_\_
2. \_\_\_\_\_
3. \_\_\_\_\_
4. \_\_\_\_\_
5. \_\_\_\_\_

**Enlist any 5 drugs sale which comes under sch. C1**

1. \_\_\_\_\_
2. \_\_\_\_\_
3. \_\_\_\_\_
4. \_\_\_\_\_
5. \_\_\_\_\_

**Enlist any 5 drugs sale which comes under Sch. G**

1. \_\_\_\_\_
2. \_\_\_\_\_
3. \_\_\_\_\_
4. \_\_\_\_\_
5. \_\_\_\_\_

**Enlist any 5 drugs sale which comes under Sch. H**

1. \_\_\_\_\_
2. \_\_\_\_\_
3. \_\_\_\_\_
4. \_\_\_\_\_
5. \_\_\_\_\_

**Enlist any 5 drugs sale which comes under Sch. X**

1. \_\_\_\_\_
2. \_\_\_\_\_
3. \_\_\_\_\_
4. \_\_\_\_\_
5. \_\_\_\_\_

**Enlist any 5 Vaccines available in drug store, write its expiry date.**

1. \_\_\_\_\_
2. \_\_\_\_\_
3. \_\_\_\_\_
4. \_\_\_\_\_
5. \_\_\_\_\_

**Enlist any 5 Antibiotics available in drug store, write its expiry date.**

1. \_\_\_\_\_
2. \_\_\_\_\_
3. \_\_\_\_\_
4. \_\_\_\_\_
5. \_\_\_\_\_

**Enlist any 5 Vitamins available in drug store, write its expiry date.**

1. \_\_\_\_\_
2. \_\_\_\_\_
3. \_\_\_\_\_
4. \_\_\_\_\_
5. \_\_\_\_\_

**Enlist any 5 Veterinary drugs available in drug store, write its expiry date.**

1. \_\_\_\_\_
2. \_\_\_\_\_
3. \_\_\_\_\_
4. \_\_\_\_\_
5. \_\_\_\_\_

**What is the procedure for the disposal of the expired drugs in drug store?**



**Enlist any 5 patent and proprietary medicines available in drug store.**

1. \_\_\_\_\_
2. \_\_\_\_\_
3. \_\_\_\_\_
4. \_\_\_\_\_
5. \_\_\_\_\_

**Enlist any 5 ophthalmic preparations in drug store and write warning written on label.**

1. \_\_\_\_\_
2. \_\_\_\_\_
3. \_\_\_\_\_
4. \_\_\_\_\_
5. \_\_\_\_\_

**Write any five drugs, sale or dispensed only on prescription of registered Medical Practitioner.**

1. \_\_\_\_\_
2. \_\_\_\_\_
3. \_\_\_\_\_
4. \_\_\_\_\_
5. \_\_\_\_\_

**Name imported drugs available in drug store.**

**Hair dyes are available in drug store: Yes/No**  
**If yes, write the names and cautions on the label.**

**Give the examples of dosage forms which are stored at different storage temperature conditions.**

(Cold-2° to 8°C refrigerator, Cool-8° to 25°C, Room Temperature – temp, prevailing in working area, Warm- 30° to 40°C. Excessive heat- above 40°)

**Compare recent prescription with the sample format and list the differences.**

**What is meant by generic name and brand name? Explain with one example.**

**As pharmacist what additional instruction can be given to patients regarding the dosage form?**

**Categories the different dosage forms available in medical shop according to route of administration.**

**What precautions should be taken to avoid misuse of drug? List the dosage form, which are misused by patients?**

**Explain the procedure followed in the pharmacy regarding stock of medicines right from placing the order.**

**Explain the method of maintaining records of patients in retail pharmacy, if it is done.**

**Discuss the various sources of errors which dispensing a prescription, how are these errors corrected?**

**Paste the photo of medical shop with owner**

## Feed back by Pharmacists

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Name & signature of Pharmacists

seal of medical shop

**Feed back by student**

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