

**POST GRADUATE DIPLOMA IN  
PHARMACEUTICAL SALES MANAGEMENT  
(PGDPSM)**

**Term-End Examination**

**December, 2016**

**MVE-002 : PHARMACOLOGY AND TOXICOLOGY**

*Time : 3 hours*

*Maximum Marks : 75*

*Note : Attempt any five questions. All questions carry equal marks.*

1. (a) List the factors affecting drug absorption and discuss any one of them. 7  
(b) What are different routes of administration? Describe them in brief. 8
2. Write short notes on any two :  $7\frac{1}{2} \times 2 = 15$ 
  - (a) Sources of drugs
  - (b) Anticholinergic drugs
  - (c) Antihypertensives and Vasodilators
3. (a) Describe the mechanism of clotting.  $7\frac{1}{2}$   
(b) Describe coagulants and anticoagulants.  $7\frac{1}{2}$
4. Write short notes on any two :  $7\frac{1}{2} \times 2 = 15$ 
  - (a) Diuretics
  - (b) Prostaglandins
  - (c) Sedatives and hypnotics

5. (a) What are Psychopharmacological Drugs ? 5x3=15  
(b) Describe anti-anxiety drugs.  
(c) Write a note on tricyclic anti-depressants.
6. (a) What are anti nuclear agents ? 7½  
(b) Describe intravenous anaesthetics. 7½
7. (a) Describe different generation *beta-Lactam* antibiotics. 7½  
(b) Discuss antiprotozoal and anthelmintic agents. 7½
8. Write short notes on any two : 7½x2=15  
(a) Anti tubercular drugs  
(b) Anti thyroid agents  
(c) Organophosphorus poisoning
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