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

Term-End Examination

June, 2024

**MVE-002 : PHARMACOLOGY AND
TOXICOLOGY**

Time : 3 Hours

Maximum Marks : 75

Note : Attempt any **five** questions. All question carry **equal** mark.

1. (a) What are cholinergic Agents ? Write down the therapeutic uses of anticholin esterases. 7
- (b) Define 'Drug' and explain five main sources of Drug with suitable examples. 8
2. (a) What are coagulants and anticoagulants ? Describe the stages of Blood Clotting. 7
- (b) Describe haematinics and Plasma expanders with the help of suitable examples. 8

3. Write Short Notes on **any three** : (3 × 5 = 15)

- (a) Excretion of Drugs.
- (b) Diuretics
- (c) Water Soluble Vitamins.
- (d) Diabetes
- (e) Anaemia

4. (a) What is autacoids ? Explain in brief about first generation anti histaminics. 7
- (b) Enlist and describe the main classes of Laxatives. 8
5. (a) Describe sedative and hypnotics with suitable examples. 8
- (b) What is opioids ? Write down the different categories of narcotic analgesics. 8
6. (a) Write the significance of Trace elements with suitable examples. 7
- (b) Describe four different categories of Non-narcotic analgesic agents. 8

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7. (a) What are inhalational anaesthetics ? Describe non-barbiturates with examples. 7
- (b) Classify chemotherapeutic agents with suitable examples.
8. (a) With the help of examples describe various Anti-viral agents. 7
- (b) What are the general principles in the management of poisoning ? Write a brief note on different types of antidotes. 8
