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THE OPEN UNIVERSITY OF SRI LANKA
FACULTY OF HEALTH SCIENCES
DEPARTMENT OF PHARMACY
ACADEMIC YEAR 2019/2020 – SEMSETER I

BACHELOR OF PHARMACY HONOURS
FMU3356 – PHARMACEUTICAL MANAGEMENT – LEVEL 3
FINAL EXAMINATION
DURATION: THREE (03) HOURS

DATE:23RD SEPTEMBER 2020 TIME: 1.30 P.M. – 4.30 P.M.

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Part B – 02 SAQs (20 marks)

01.

1.1 Define the term 'organization'. (02 marks)

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1.2 List four (04) aims/purposes of an organization? (04 marks)

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1.3 Define following terms with respect to the 'chain of command'. (04 marks)

a. Responsibility - .....

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b. Delegation - .....

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02.

2.1 What are the four (04) major elements in a typical drug management cycle? (04 marks)

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2.2 Write two (02) factors that should be considered when determining the drug reorder quantities. (02 marks)

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2.3 List four (04) methods of drug procurement. (04 marks)

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Part C – 04 SEQs (60 marks)

01.

1.1 Distinguish between 'authority' and 'power'. (04 marks)

1.2 What are the five (5) sources/bases of power? (05 marks)

1.3 Briefly explain the three (03) components of the 'interpersonal' managerial roles as identified by Mintzberg. (06 marks)

1.4 Explain two (02) skills required by a manger of a pharmaceutical distribution company. (10 marks)

02.

Imagine that you are going to plan a new distribution channel in your pharmaceutical distributing company.

2.1 What is meant by the term 'planning'? (02 marks)

2.2 Write four (04) benefits of planning. (05 marks)

2.3 Explain the main steps you would consider when planning a new distribution channel for your company. (12 marks)

2.4 Briefly explain three (03) barriers that you may encounter in the planning process of a programme/project? (06 marks)

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03.

3.1 Write four (04) common problems in the procurement of drugs by tender process. (04 marks)

3.2 What are the five (05) elements that are considered in determining the total cost of a medicine? (05 marks)

3.3 Briefly explain the following with regards to the pharmaceutical procurement cycle

a. Specification of contract terms (03 marks)

b. Monitoring order status (03 marks)

3.4 Briefly explain four (04) different supply chain systems currently used by the Sri Lankan government to supply pharmaceuticals to the health services. (10 marks)

04.

4.1 Write four (04) conditions that are needed to a pull system of inventory management. (04 marks)

4.2 Using a diagram, illustrate the ideal inventory control model of a pharmaceutical product. (07 marks)

4.3 Average monthly consumption of paracetamol 500 mg tablets in hospital A is 20,000. Lead time for paracetamol tablets is 04 months. About 200,000 of paracetamol 500 mg tablets have been ordered to meet the annual consumption of hospital A. Calculate the following with regard to paracetamol 500 mg tablets requirement of this hospital.

i. Annual safety stock level (02 marks)

ii. Annual average stock on hands (04 marks)

4.4 Briefly explain the importance of following with regards to quality assurance for pharmaceutical procurement.

a. Product certification (04 marks)

b. Contract certification (04 marks)