



**Post Graduate Diploma in Pharmaceutical Sales Management
(PGDPSM)**

(January & July 2026)

Assignments for the courses:

**MVE-001
MVE-002
MVE-003
MVE-004
MVE-005
MVE-006**



**School of Vocational Education and Training,
Indira Gandhi National Open University Maidan Garhi, New Delhi -
110068**

Assignments of PGDPSM

Dear Students,

You have to do one assignment for each course. After submission of all six assignments you may fill up the online Exam Form (available on www.ignou.ac.in) and appear in Term End Exams for all 6 courses.

Before attempting the assignments, please read the following instructions carefully.

Instructions for Formatting Your Assignments:

1. On top of the first page of each answer sheet, please write the details exactly in the following format:

Enrolment No :
Name :
Address :
Course Code :
Course Title :
Study Centre : Date :

PLEASE FOLLOW THE ABOVE FORMAT STRICTLY TO FACILITATE EVALUATION AND TO AVOID DELAY.

2. Use **A4-size or equivalent writing paper** of good quality (but not of very thin variety) for writing your answers.
3. Leave 3 cm margin on the left, top and bottom of your answer sheet.
4. **Your answers should be precise, handwritten.** They should **not be copied from the text material as it is** and rather should be written in your own language.
5. Answers in the form of photocopy or scanned from any source will **not be accepted.**
6. You may also see the videos related to all courses at the following link: <http://www.ignou.ac.in/ignou/aboutignou/broadcast/1> You may go to youtube archives and search the video by typing in the desired keyword followed by 'ignousovet' i.e., 'Pharmaceutical Chemistry by ignousovet' will open a video on the said topic.
7. **It is strongly suggested that you should retain a copy (Scanned or photocopy) of your assignments to avoid any unforeseen situation.**
8. **Last date for submitting the assignments for January 2026 Session is 30th April 2026 and July 2026 Session is 30th October 2026** or as notified by the University from time to time on IGNOU homepage: www.ignou.ac.in
9. The assignments should be submitted at your Study Centre or the Regional Centre allotted to you **before the last date** mentioned in each assignment. **In case there is no study centre then submit them at the following address:**

(Programme: PGDPSM Assignments)

INDIRA GANDHI NATIONAL OPEN UNIVERSITY

Regional Centre (Chandigarh)

Plot No. 5, Sector 12 (Part I)

Urban Estate, Karnal 132001 (Haryana)

Phone: 0184-2989777 OR

You can also scan and email the Assignments at:

rcchandigarh@ignou.ac.in with a copy to: **pgdpsm@ignou.ac.in**

Other Details of RC Chandigarh:

Google Map Link: goo.gl/maps/sCZZ8dPYoAvwK3b38

Email : rcchandigarh@ignou.ac.in

Website: <http://rcchandigarh.ignou.ac.in>

Facebook: <https://www.facebook.com/RCCHD>

Instagram: <https://www.instagram.com/06chandigarh/>

Post Graduate Diploma in Pharmaceutical Sales Management
Course MVE 001: Introduction to Anatomy, Physiology and Pharmaceutical Chemistry

Assignment V
Course MVE-005: Introduction to Management

Course Code: MVE-005
Assignment Code: MVE 005/TMA 2026
Maximum Marks: 100

Answer all the questions given below

- Q1. Fill in the blanks: (1x5=5)
- i. Unfreezing, Moving and Refreezing are stages of -----.
 - ii. MIS means -----.
 - iii. The ability to work with resources in particular area of expertise comes under ----- skills.
 - iv. ----- is the right to command and extract obedience from others.
 - v. Good management requires future directed -----
- Q2. True or False: (1x5=5)
- i. Union represents the collective strength of all the individual workers.
 - ii. Adaptive Decisions involves problem with large number of decision variables, where outcomes are predictable.
 - iii. OC is determined by only internal factors specific to the organization.
 - iv. The result of meeting the psychological contract is an increased level of trust & influence.
 - v. Formal Groups prescribe goals and relationship officially. .
- Q3. Match the following: (1x5=5)
- | | |
|--------------------------------|---------------------------|
| i. Phases of Decision Making | a. Off the job techniques |
| ii. On the job techniques | b. Kelly |
| iii. Case Studies | c. Henry Mintzberg |
| iv. Trait Theory | d. Coaching |
| v. Path-goal Leadership Theory | e. House |
- Q4. Write short notes on any two: (12.5x2=25)
- i. Organizing Skills
 - ii. Process of Strategy Formulation
 - iii. Responsibility of manager towards his customers
- Q5. Differentiate between any two: (12.5x2=25)
- i. Strategic Planning and Operational Planning
 - ii. Individual versus Group Decision Making
 - iii. Top-down strategy and Bottom- Up strategy of change
- Q6. Describe how stress can be managed amongst employees at the Organizational level? (15)
- Q7. How will we calculate annual manpower wastage under BIM? (20)