

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

Term-End Examination

December, 2025

**MVE-002 : PHARMACOLOGY AND
TOXICOLOGY**

Time : 3 Hours

Maximum Marks : 75

Note : (i) *Attempt any **five** questions.*

(ii) *All questions carry equal marks.*

1. (a) Enlist various parenteral routes of administration. Give the advantages and disadvantages of parenteral route of administration. 5+5

- (b) Discuss the various types of solid dosage forms, meant for internal use. 5

2. (a) Define the term 'Pharmacodynamics'.
Illustrate the factors which can modify
the drug action. 3+7
- (b) Describe rational use of drugs. 5
3. (a) What are cholinergic drugs ? Discuss
the therapeutic use of any *two*
cholinergic drugs. 5
- (b) What are cardiac glycosides ? Write
their therapeutic uses. 5
- (c) Describe alpha adrenergic blockers.
Give their examples. 5
4. (a) What are chelating agents ? Write a
brief note on the individual agents
along with their therapeutic use. 7
- (b) Discuss the various drugs used in the
treatment of essential hypertension. 8
5. (a) Define the term 'Anaemia'. How is
anaemia classified ? 6
- (b) Describe the following : 3×3=9
- (i) Plasma expander
- (ii) Heparin
- (iii) Stages of clotting

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6. (a) Explain the mechanism of action of osmotic diuretics. Describe any *one* anti-diuretic hormone. 8
- (b) Describe serotonin and its antagonist. 7
7. (a) Discuss the various drugs used in cough and asthma. 10
- (b) Describe any *two* Narcotic analgesics. 5
8. (a) Classify the psychopharmacological agents with their examples. 5
- (b) Describe antiprotozoal and antihelmintic agents giving *two* examples of each. 5
- (c) Write short notes on the following : 5
- (i) Pre-anesthetic medication
- (ii) Thyroid hormones

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