

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

Term-End Examination

June, 2026

**MVE-002 : PHARMACOLOGY AND
TOXICOLOGY**

Time : 3 Hours

Maximum Marks : 75

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

(ii) All questions carry equal marks.

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1. (a) Discuss the semisolid/liquid dosage form meant for external use. 4
 - (b) What is Pharmacokinetics ? Discuss the biological factors affecting drug absorption. 4+7

2. (a) What are 'Adverse drug reactions'.
Explain briefly. 5
- (b) What is Rational Prescribing ?
Explain. 5
- (c) What are anticholinergic drugs ?
Discuss the therapeutic uses of atropine. 5
3. (a) What are the therapeutic uses of beta-blockers ? Give any *two* examples. 5
- (b) Explain the uses of platelet inhibiting drugs. 5
- (c) What are diuretics ? Explain the use of any *one* type of diuretic. 5
4. (a) Illustrate the first generation antihistamic drugs and give their uses. 5
- (b) Write a note on 'Expectorants and Antitussives'. 5

- (c) Write a note on sedatives and hypnotics. 5
5. (a) What are antimotility and antisecretory drugs ? Explain in brief. 5
- (b) What is meant by pre-anesthetic medication ? Describe any *two* drugs employed for pre-anesthetic medication. 5
- (c) Write a note on β -lactamase inhibitors. 5
6. (a) Write the classification of Chemotherapeutic Agents. 5
- (b) What is the composition of cotrimoxazole ? Write its uses. 5
- (c) Describe any *three* antimalarials with example. Which drug is recommended in multi-drug resistant *P. falciparum* malaria. 5

7. (a) Discuss the first and second line antitubercular drugs with examples. 10
- (b) Describe any *two* anticancer agents giving examples. 5
8. (a) Classify the antidiabetic drugs with examples. Discuss any *two* such drugs. 7
- (b) Describe the general principles for treatment of poisoning. 8

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