

**Assessment tools for certification  
in the discipline "Management and Economics of Pharmacy"  
for students of the educational program specialist  
in the specialty 33.05.01 Pharmacy,  
direction (profile) Pharmacy,  
full-time of study  
for the 2023-2024 academic year**

**1. Assessment tools for current assessment of the discipline**

Current assessment includes the following types of tasks: testing, solving situational problems, assessment of the development of practical skills (abilities), control work, interview on control questions.

**1.1 Examples of test tasks**

1. ACCORDING TO THE FEDERAL LAW OF 28.12.2009 № 381-FZ ON THE BASES OF STATE REGULATION OF TRADING ACTIVITY IN THE RF. ACCORDING TO THE FEDERAL LAW № 381-FZ OF DECEMBER 28, 2009 "ON THE PRINCIPLES OF STATE REGULATION OF TRADE ACTIVITY IN THE RUSSIAN FEDERATION", WHOLESALE TRADE IS

- a) The system of measures to bring goods from the manufacturer to the point of sale or consumption;
- b) a type of trading activity associated with the purchase and sale of goods for personal, family, household and other purposes not related to entrepreneurial activity;
- c) sale of goods and provision of services for a certain period;
- d) a type of trading activity associated with the purchase and sale of goods for their use in entrepreneurial activity (including for resale) or for other purposes not related to personal, family, household and other similar use.

2. ON THE SECONDARY PACKAGING OF LP, COMING INTO CIRCULATION, IN CLEARLY LEGIBLE FONT IN THE RUSSIAN LANGUAGE IS NOT INDICATED

- a) information on conformity declaration;
- b) dispensing conditions, storage conditions, warning notices;
- c) name of the drug (international nonproprietary or chemical and trade names), series number, date of issue (for immunobiological drugs), registration certificate number, expiration date, method of use
- d) dosage or concentration, volume, activity in units of action or number of doses in a package, dosage form. 3.

3. ACCOUNTING DOCUMENTS FIXING THE FACT OF PERFORMANCE OF AN ECONOMIC OPERATION ARE CALLED

- a) cumulative;
- b) cumulative; c) primary; d) cash register documents;
- c) primary; d) internal;
- d) internal.

4. THE METHOD OF CORRECTING AN ERRONEOUS ENTRY IN AN ACCOUNTING ACCOUNT, WHICH CONSISTS IN REPEATING THE INCORRECT ENTRY IN RED INK, THEREBY ELIMINATING IT, THEN WRITING DOWN THE CORRECT TEXT IN REGULAR INK, IS CALLED

- a) correlative;
- b) proofreading;
- c) balancing;
- d) "Red Cancellation".

5. ECONOMIC METHODS OF MANAGEMENT AT THE ORGANIZATION LEVEL INCLUDE

- a) an order of the head of the organization;
- b) system of salaries and bonuses;
- c) pricing policy of the organization;
- d) the order of the head of the organization.

6. NET PROFIT OF A PHARMACY IS UNDERSTOOD AS

- a) the difference between the cost of goods sold in retail and wholesale prices;
- b) gross profit minus taxes;
- c) gross profit from the sale of a unit of products;
- d) the value of surplus drugs.

7. THE STUDY OF PHARMACEUTICAL MANAGEMENT IS BASED ON THE FOLLOWING FOUR METHODOLOGICAL APPROACHES TO MANAGEMENT

- a) systemic, quantitative, qualitative, situational.
- b) traditional, process, quantitative, qualitative;
- c) process, quantitative, qualitative, systemic;
- d) traditional, process, system, situational.

8. THE STUDY OF PHARMACEUTICAL MANAGEMENT IS BASED ON THE FOLLOWING FOUR METHODOLOGICAL APPROACHES TO MANAGEMENT

- a) system, quantitative, qualitative, situational.
- b) traditional, process, quantitative, qualitative;
- c) process, quantitative, qualitative, systemic;
- d) traditional, process, system, situational.

9. THE CONCEPT OF MANAGEMENT DOES NOT INCLUDE

- a) the distribution and control of the performance of work by members of the organization;
- b) the process that includes actions and operations to determine goals, select ways, means, and influences to achieve the goals;
- c) the process of planning, organizing, motivating, controlling and coordinating necessary to formulate and achieve the goals of the organization;
- d) a special type of activity that transforms an unorganized crowd into an effective purposeful and productive group.

10. GENERAL MANAGEMENT FUNCTIONS IN A PHARMACEUTICAL ORGANIZATION DO NOT INCLUDE

- a) concluding drug supply contracts;
- b) planning the goals of the organization;
- c) organization of work to achieve the goals;
- d) control and coordination.

### 1.2 Example of a situational task

Calculate inventory in the amount of the following data: Sales of goods (retail prices) in April 2017 was 2000.0 thousand rubles. Realized trade overlap of 20%. Commodity inventory in days planned 15 days.

### 1.3 Examples of practical skills assessment tasks

1. Perform pharmaceutical review of the prescription (name the form of the prescription form, mandatory and optional requisites, prescription validity period and shelf life in the pharmacy) and registration of the prescription received in the pharmacy.
2. Explain the procedure for receiving goods and record the receipt of goods in the primary documentation.

## 1.4 Example of a variant of the test work

Test fulfillment № 1.

Ticket № 2

1. Pharmaceutical economy as a part of economy. Principles of pharmaceutical economics. Name economic laws and characterize them. Basic theories and hypotheses of pharmaceutical economics. Micro- and macroeconomic approaches in economic research. Using the method of economic efficiency (optimization of planning decisions) carry out forecasting of economic indicator of turnover due to the introduction of new technologies

- O - 6%

- II - 2%

- NA - 3%.

3. To form the retail price for the pharmacy being on a special taxation regime, for medicines acquired from a wholesale supplier, according to the initial data -

Multi-tabs Aktiv with ginseng tab. p/o #30 (Denmark)

Price according to GRC 202-50

Manufacturer's price (excluding VAT) 188 = 64

## 1.5. Examples of control questions for the interview.

1. Normative documents, regulating the order of prescription, dispensing of drugs: their requisites and characteristics. 2.

2. Prescription, definition of the concept, the functions of the prescription as a document.

3. General rules for prescribing and prescribers drugs: who prescribes drugs, by what name of drugs, when it is forbidden to make a prescription.

4. Procedure for drawing up and issuing a prescription on paper and in the form of an electronic document. 5.

5. Name the forms of prescription forms and the drugs that are prescribed on each form of prescription form.

## 2. Assessment tools for interim certification of the discipline

Intermediate certification is in the form of an exam.

Intermediate certification includes the following types of tasks: solving situational problems, interview.

### 2.1 Example of a situational task

In the pharmacy from the wholesale company the goods were received, during the acceptance there was found the loss of 3 bottles of calendula tincture of 50 ml, the wholesale price 18=80 per bottle, in this connection the non-sterile bandages 5\*10 in quantity of 10 pieces at the price 9=85 are moistened. Document the discrepancy identified. What should be the professional actions of the materially responsible person upon detection of discrepancies in quantity and quality of goods during acceptance?

### 2.2 List of questions for the interview

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|---|
| <p>1. Fundamentals of Legislation of the Russian Federation on Health Protection of Citizens. Powers of the supreme state authorities and administration in the field of health protection of citizens. The state system of medical and pharmaceutical assistance in the Russian Federation. Systems in health care, modeling systems. Health care as a system.</p> |
|---|

2. Pharmaceutical care as an integral part of the sphere of health protection of citizens; vertical and horizontal management structure. Ministry of Health of the Russian Federation, tasks, structure. Principles of health care
3. Pharmacy as a retail link in the system of bringing drugs to the consumer. The main tasks and functions. Forms of ownership and organizational-legal forms
4. Pharmacy of finished dosage forms and with the right to manufacture. The composition of the premises depending on the activities. Organizational structure: concept, principles of construction. Sample organizational structure of a pharmacy. Nomenclature of positions of pharmacy workers, recommended staff regulations.
5. Drugs as a commodity: characteristics and features. Give a description of the regulatory legal field of the information system "Labeling of drugs" (Federal Law of December 28, 2017 № 425-FZ "On Amendments to the Federal Law" On Circulation of Medicines"). List the participants of the "Drug Labeling" system, the stages of implementation of this system. Name the tasks of the "Labeling of drugs" system. The product policy of the pharmacy organization as the main element of the marketing function. The assortment of pharmacy goods and factors of its formation.
6. Marketing methods of determining the need and study the demand for drugs. Types of demand and calculation of its size. Factors that form the consumption of drugs. Methods of drug demand assessment for different pharmacotherapeutic groups.
7. Free supply of drugs from pharmacy organizations, regulatory framework. Free drugs in DLO system, participants, their interaction, the role of pharmacy. Forms of prescriptions, validity period, storage in the pharmacy. Accounting for free prescription drugs.
8. Organization of the work of the pharmacy for receiving prescriptions and dispensing drugs. The nomenclature of positions of pharmacy specialists, responsible for receiving prescriptions and dispensing drugs; equipment and equipment of their workplaces. The use of modern technologies of labor rationalization; barcoding; registration of primary documentation.
9. Pharmaceutical examination of the prescription, tasks, algorithm of execution. Taxation of prescriptions and the procedure for their registration, the rules of registration, the terms of storage and dispensing of drugs made in the pharmacy. Period of storage of prescriptions in the pharmacy.
10. Features of the pharmacy manufacture of drugs. Organization of production in pharmacies of concentrates, semi-finished products, intra-pharmacy preparation and packaging and their documentation.
11. Organization of storage in the pharmacy of various groups of drugs and medical devices. Characteristics of ND, regulating storage. Material responsibility of pharmacy staff for the entrusted values.
12. Organization of storage in the pharmacy of drugs containing narcotic drugs and psychotropic substances. Item-quantitative accounting and the rules of release from the pharmacy. Social responsibility of the pharmacist when working with narcotic drugs. Normative documents.
13. Organization of storage in the pharmacy of drugs that contain poisonous, potent substances. Item-quantitative accounting and the order of release from the pharmacy. Normative documents. Ethyl alcohol, storage, accounting, procedure and norms of release from the pharmacy, the validity and storage of prescriptions.
14. Ethyl alcohol, storage, record keeping, order and norms of dispensing from pharmacy, validity and storage of prescriptions. Regulatory documents.
15. The organization of the sale of drugs without a doctor's prescription and other pharmacy products in the pharmacy organization. Normative documents. Merchandising as an element of trade marketing, the concept, essence, scope, basic elements and principles. Video ecology in the pharmacy. Give the characteristics of

<p>the trade areas of the pharmacy with an indication of the density of the flow of customers in percentage. Options for placement of retail equipment in the sales floor. Types of ROS materials in the pharmacy. The rule of the "golden triangle" and possible ways of increasing it.</p>
<p>16. The order of storage and handling in pharmacies with medicines and medical products with flammable and explosive properties. Regulatory documents.</p>
<p>17. Small retail pharmacy network, its importance for the organization of drug supply to the population. Drugstores, pharmacy kiosks. Premises, equipment, equipment, staff, the range of medical goods and services, storage and sale of goods to the public.</p>
<p>18. Organization of in-pharmacy quality control of drugs made in the pharmacy organization. Preventive measures that improve the quality of drugs. Types of intrapharmacy control.</p>
<p>19. Drug provision for in-patients: pharmacies of medical organizations. The main tasks, functions, the order of their organization. Organization of supply, storage, accounting in these pharmacies of goods and the order of their release to medical organizations.</p>
<p>20. Types of sales of pharmacy goods. The main types of sales network. Wholesale intermediaries, tasks, functions, classification. Sales logistics. Logistics of warehousing.</p>
<p>21. Pharmacy warehouse: tasks and functions, location and design principles, organizational structure options, staffing, equipment and equipment. Organization of acceptance, storage and accounting of goods at the pharmacy warehouse.</p>
<p>22. Procedure of medical goods delivery to pharmacies and medical organizations by wholesale structures. Transport logistics. Supply contracts. Documents confirming legality of sales and quality of medicines and medical devices.</p>
<p>23. Choosing a supplier of pharmacy products. Ensuring the competitiveness of medicines. The procedure of receiving goods by the pharmacy from suppliers. Reflection of this business operation in the accounting registers. Receiving operations. Documents of primary accounting. Synthetic record keeping</p>
<p>24. A concept of macro- and microeconomics. Subjects of microeconomics in pharmacy. Subjects of microeconomics. General and private principles of pharmaceutical economics.</p>
<p>25. Strategic and operational planning. Basic economic indicators of pharmacies: general characteristics, methods of planning</p>
<p>26. Price. Functions of price. The system of regulation of prices for medicines. Formation of retail prices in pharmacy organizations.</p>
<p>27. Choice of pricing strategy depending on the stage of life cycle of drugs. Price elasticity of demand for pharmacy goods.</p>
<p>28. Forecasting of sales volume of pharmacy goods: the concept, goals of analysis and planning, influencing factors, planning methodology. The dependence of sales volume on the choice of organization of sales of pharmacy goods.</p>
<p>29. The market system in the Russian Federation. Features of a market economy. Types and models of markets. Features of the pharmaceutical market and the economy of the pharmacy organization.</p>
<p>30. Law of demand. Factors of demand. Features of formation of demand for goods of pharmacy assortment.</p>
<p>31. The law of supply. Factors of supply. Laws of consumer behavior of pharmacy goods and services.</p>
<p>32. Types of inventory in the pharmacy. Factors affecting the size of the stock of goods in the pharmacy organization. Analysis and planning.</p>
<p>33. Costs of circulation, characteristics and classification. Costs included in the cost and attributable to the financial results. Synthetic and analytical accounting of costs of circulation in pharmacy.</p>

34. Gross and net profit, definition of profit. Factors affecting profit. Principles of maximizing net profit in pharmacy organizations. Analysis of the balance between the volume of sales of goods, costs, profit (break-even point of pharmacy organization).
35. Business accounting and its role in the management system. Accounting as an information system for management decisions. Tasks, requirements for accounting. Types of accounting in the pharmacy.
36. Accounting: the subject and method. Economic means of pharmacy: the composition, location, use and sources of formation. Business processes.
37. The main elements of the accounting method: documentation of economic activity, inventory of property and financial liabilities, valuation and calculation
38. Balance sheet. The structure and items in the balance sheet. The chart of accounts. A system of synthetic and analytical accounts. Double entry.
39. Types of business operations, their impact on the currency of the balance sheet of the pharmacy organization.
40. Fixed assets: definition, classification, accounting tasks, documentation of movement, depreciation, synthetic and analytical accounting
41. Accounting for the movement of auxiliary materials, containers, low-value and fast-moving items in the pharmacy. Forms of primary documentation on the incoming and outgoing. Analytical and synthetic accounting.
42. Accounting for the movement of goods in the pharmacy. The admission of goods, forms of primary documentation for the admission of goods. Analytical and synthetic accounting for the admission of goods.
43. Accounting for the movement of goods in the pharmacy. Expense of goods, including sales and other documented expenses. Forms of primary documentation. Analytical and synthetic accounting for the flow of goods.
44. Accounting for cash and settlements in the pharmacy. Cash receipt and cash out transactions. Execution of primary cash documents. Analytical and synthetic cash accounting.
45. Accounting for settlements. Regulation on non-cash payments. Execution of primary documents on settlements with the budget, suppliers and customers
46. Accounting for labor and payroll. Accounting for time worked. Types of wages and forms of payment. Preparing primary documentation for payroll accounting. Synthetic and analytical accounting for pay.
47. Employment contract, its types, payment of benefits at the expense of social insurance funds, the procedure for calculating the payment of temporary disability leaves. Deductions from wages.
48. Physical inventory of inventory items. Types of inventory. Objectives, terms, procedure, documentation. An inventory commission and responsible executives, their interaction.
49. The tax system in the Russian Federation. Types of taxes and levies in the Russian Federation. Elements of taxation. Rights and duties of tax bodies. Rights and duties of taxpayers. TAXES.
50. Special regimes of taxation for pharmacy organizations. ND.
51. Reporting of pharmacy organizations. Types of reporting: operational, statistical and accounting. The requirements for reporting, forms of accounting statements, the procedure and timing of submission.
52. Analysis of economic and financial activities of the pharmacy. Economic analysis of the pharmacy organization: tasks, stages, methods, techniques.
53. The main planned indicators of trade and financial activities of pharmacy organizations. Their characteristics. The relationship between the various indicators, their impact on the profit of the pharmacy.

54. Formula of material (commodity) balance as a tool for accounting and planning of goods in pharmacy. Characteristics of the components of the formula.
55. Assessment of the financial position of the organization, the characteristics of the main indicators: liquidity, profitability, the margin of financial strength.
56. Fundamentals of management. Introduction to pharmaceutical management. Models and methods in pharmaceutical management
57. Organizational design in pharmacy. Effective allocation of authority.
58. Fundamentals of human resource management in pharmaceutical organizations.
59. Communication in pharmaceutical organization management
60. Technology of development and implementation of managerial decisions in pharmacy
61. Documentary support for the management of the pharmacy organization. The basics of records management in pharmacy organizations, rules and requirements for the preparation and movement of basic documents.
62. Socio-psychological climate of the team. Methods of management of the personnel of pharmacy.
63. Methods, techniques, styles of management of work collective of pharmacy. Conflicts, managing them.
64. Rules of sale of pharmacy goods. System of protection of rights of the consumer.
65. Licensing of pharmaceutical activity: ND, the procedure for conducting, documentation, term of the license.
66. Licensing of pharmaceutical activities on turnover of narcotic drugs and psychotropic substances: ND, procedure for conducting, documentation, validity of the license.
67. Pharmaceutical business. Entrepreneurial activity. Development of a business plan.
68. The concept of pharmaceutical marketing, its elements and functions.
69. Legal basics of pharmaceutical activity. Offenses and responsibility in the sphere of drug circulation. Normative acts, regulating the rights, freedoms and legitimate interests of drug consumers. The system of protection of drug customers' rights.
70. The concept of pharmaceutical care, objectives, distinctive features, principles of pharmaceutical care. The concept of pharmaceutical care. Factors affecting the quality of pharmaceutical care.
71. Control and authorization system to ensure the quality of medicines in the Russian Federation. The system of state registration and certification.
72. Features of advertising of medicines, biologically active supplements and other goods of pharmacy assortment, ND.
73. Pharmaceutical information about drugs, information needs of different groups of consumers.

### 2.3 Example of an examination ticket

Federal State Budgetary Educational Institution of Higher Education  
"Volgograd State Medical University".

Ministry of Health of the Russian Federation

Department: Management and Economics of Pharmacy, Medical and  
Pharmaceutical Commodity Management.

Discipline: Management and Economics of Pharmacy

Specialization in specialty 33.05.01 Pharmacy

Academic year: 20\_\_-20\_\_

Examination ticket № 6

Exam questions:

1. Fundamentals of the legislation of the Russian Federation on the protection of citizens' health. Powers of the highest state authorities and management bodies in the field of citizens' health protection.
2. organization of storage in the pharmacy of different groups of medicines and medical devices. Characteristics of ND regulating storage.

Examination task:

1. A patient applied to the pharmacy with a request to release him on the prescription Zaldiar. (The prescription is attached). Conduct a pharmaceutical examination of the prescription and registration of the prescription received in the pharmacy. Explain the order of release of the drug on it.

Head of the Department

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The full fund of assessment tools for discipline / practice is available in the EIES of VolgSMU at the link:

<https://elearning.volgmed.ru/course/view.php?id=8223>

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Head of the Department,

Doctor of Pharmacy



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