



SAMSKRUTI COLLEGE OF PHARMACY

(Sponsored by St VINCENT EDUCATIONAL SOCIETY)
Regd No 5782/2000



(Approved by AICTE PCI New Delhi and Affiliated to JNTU, Hyderabad)

Kondapur Village Ghatkesar Mandal Medchal District (Old R.R. Dist) - 501 301.
Cell : 9701368996.

Date : 1/4/2022

DEPARTMENT OF PHARMACY

Academic Year : 2021-2022

Class and Semester : M-PHARM II YEAR

Title of Add- on/SHORT TERM COURSE ON PHARMA SALES AND MARKETING MANAGEMENT

Duration : 30 Hours (3 Hrs per day) during 06/04/2022 To 20/04/2022 from 1 :15 PM To 4 : 5 PM

Course Code : PMH/II

Minutes of Meeting

A meeting was held in Department to discuss the following points :

- 1) Based on the Student interest and request to conduct a "Short term Course on pharma sales and marketing management " for students
- 2) The program coordinators have to Collect the Interested Students List from "year year.
- 3) Based on the expertise "Dr.V.Ravi kumar" is nominated as coordinator for the "Certificate course on pharma sales and marketing management "
- 4) They are instructed to prepare the design and Development of Curriculum for "Certificate course on pharma sales and marketing management "

The Following Staff Members were present for the meeting

SL NO	Name of the Faculty	Designation	Signature
1	Dr.Aravinda Reddy	Associate professor	
2	Dr.D.Surya Devarakonda	Associate professor	
3	Dr.V.Ravikumar	Associate professor	
4	Dr.Y.Sirisha	Associate professor	
5	Dr.Nagasree	Associate professor	
6	Dr.Aneela	Associate professor	
7	T.Vijayalaxmi	Assistant Professor	
8	V.Raju	Assistant Professor	
9	Shilpadas	Assistant Professor	
10	Shazia	Assistant Professor	
11	Divya	Assistant Professor	
12	G.Rajini	Assistant Professor	



PRINCIPAL
Principal
Samskruti College of Pharmacy
Kondapur (V), Ghatkesar (M),
Medchal Dist. 501301



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Cell : 9701368996,

Date : 1/4/2022

DEPARTMENT OF PHARMACY

To,

The Principal,

Subject : Request for the approval to conduct Add – On Program for the "SHORT TERM COURSE ON PHARMA SALES AND MARKETING MANAGEMENT "M PHARM II YEAR " and resource person allocation - Reg

Respected Sir,

The Department of pharmacy is proposing to conduct an Add – On program for Certificate Course on Pharma Sales & Marketing Management. These Add – on Programs will help the students our college to understand brand awareness and enhance their brand to establish themselves as trusted entity in the community.

We request for your kind approval to conduct these Add – On programs with the following details.

Branch	Topic	Date	Time	Resource Person
M-Pharm years	Certificate Course in Preventive Medicine	06/04/2022 To 20/04/2022	1 : 15 To 4 : 15	A.Srikanth

Thanking You



Yours Faithfully
HOD



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Kondapur Village, Ghatkesar Mandal, Medchal District (Old R.R. Dist)-501301.
Cell : 9701368996,

Date : 3/4/2022

DEPARTMENT OF PHARMACY PRACTICE

Academic Year : 2021 - 2022

Class and Semester : M-PHARM – II YEAR

Title of Add – on/ Certification Program : ADD-ON PROGRAM ON PHARMA SALES AND MARKETING MANAGEMENT

CIRCULAR

All the students are informed that the department of pharmacy practice conducting add- on program on "Pharma Sales and Marketing Management from 06 – 04 – 2022 To 20 – 04 – 2022 from 1 : 15 PM To 4 : 15 PM for the benefit of the students is to build brand awareness and enhance their brand to establish themselves as a trusted entity in the community

The Add – On Programs and Coordinators as follows

Year	Topic	Resource Person or Coordinator
M-PHARM II Year	Preventive Medicine	A.Srikanth
	Health Promotion, Education and behavior	
	Emergency/disaster preparedness	

The interested students have to contact the program coordinators for further information on or before 5/4/2022

To

The HOD

Academic Committee Coordinator.

Copy To :

1. The Director, Academics
2. The Director, Administration
3. Vice Principal
4. IQAC



PRINCIPAL

Principal
Samskruti College of Pharmacy,
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Date :5/4/2022

DEPARTMENT OF PHARMACY

Academic Year : 2021- 2022

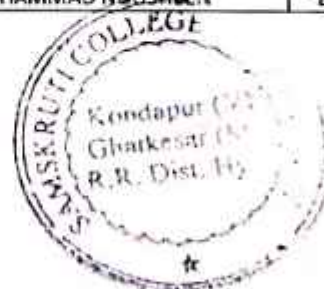
Class And Semester : M-PHARM – II YEAR

Title of Add – On/ Certification Program :SHORT TERM COURSE ON PHARMA SALRS AND MARKETING MANAGEMENT

Course Code : MPH/II

STUDENTS REGISTRATION LIST

S.NO	Hall TICKET NO	NAME OF THE STUDENTS	SIGNATURE
1	21Y71S0501	ADELLI RENUKA	<i>A. Renuka</i>
2	21Y71S0502	B ANITHA	<i>B Anitha</i>
3	21Y71S0503	BASHETTI MAHENDER	<i>Mahender</i>
4	21Y71S0504	ERGU SUHASINI	<i>Suhasini</i>
5	21Y71S0505	G INDU	<i>G Indu</i>
6	21Y71S0506	KOTARI SRIKANTH	<i>Srikanth</i>
7	21Y71S0507	KUNREDDY VEERABRAHMANANDA REDDY	<i>Veerabrahmananda Reddy</i>
8	21Y71S0508	NALLAGATLA SAI KIRAN	<i>Sai Kiran</i>
9	21Y71S0509	PEDDA VOOTLAPRAVEEN KUMAR	<i>Praveen Kumar</i>
10	21Y71S0510	STHAMBAMPALLY EESHWARI	<i>Eeshwari</i>
11	21Y71S0202	KAVATI VARAPRASAD	<i>Varaprasad</i>
12	21Y71S0203	MEGAVATH GOPI	<i>Gopi</i>
13	21Y71S0204	MOGULURI VINAY CHARI	<i>Vinay Chari</i>
14	21Y71S0205	PUNYAMURTHULA ARUN RAO	<i>Arun Rao</i>
15	21Y71S0206	RAMATENKI VAMSHI	<i>Vamshi</i>
16	21Y71S0207	SURNEEDI SATISH	<i>Satish</i>
17	20Y71S0101	AJILAPURAM LAXMIKALA	<i>Laxmikala</i>
18	20Y71S0102	B. DINESH	<i>Dinesh</i>
19	20Y71S0104	GANSALA SINDHUPRIYA	<i>Sindhupriya</i>
20	20Y71S0105	MOHAMMAD NOUSHEEN	<i>Nousheen</i>



Samskruti College of Pharmacy
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Cell : 9701368996.

Date : 6/4/2022

DEPARTMENT OF PHARMACY

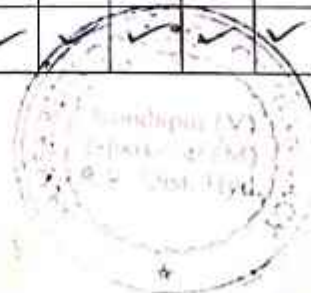
Academic Year : 2021- 2022

Class And Semester : M PHARM II YEAR

Title of SHORT TERM ON PHARMA SALES AND MARKETING MANAGEMENT

ATTENDANCE LIST

S.N O	HT NO	NAME OF THE STUDENTS	DA Y 1	DA Y 2	DA Y 3	DA Y 4	DA Y 5	DA Y 6	DA Y 7	DA Y 8	DA Y 9	DA Y 10
1	21Y71S050 1	ADELLI RENUKA	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
2	21Y71S050 2	B ANITHA	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
3	21Y71S050 3	BASHETTI MAHENDER	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
4	21Y71S050 4	ERGU SUHASINI	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
5	21Y71S050 5	G INDU	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
6	21Y71S050 6	KOTARI SRIKANTH	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
7	21Y71S050 7	KUNREDDY VEERABRAHMANAN DA REDDY	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
8	21Y71S050 8	NALLAGATLA SAI KIRAN	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
9	21Y71S050 9	PEDDA VOOTLAPRAVEEN KUMAR	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
10	21Y71S051 0	STHAMBAMPALLY EESHWARI	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
11	21Y71S020 2	KAVATI VARAPRASAD	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓





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12	21Y71S020 3	MEGAVATH GOPI	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
13	21Y71S020 4	MOGULURI VINAY CHARI	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
14	21Y71S020 5	PUNYAMURTHULA ARUN RAO	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
15	21Y71S020 6	RAMATENKI VAMSHI	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
16	21Y71S020 7	SURNEEDI SATISH	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
17	20Y71S010 1	AJILAPURAM LAXMIKALA	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
18	20Y71S010 2	B. DINESH	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
19	20Y71S010 4	GANSALA SINDHUPRIYA	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
20	20Y71S010 5	MOHAMMAD NOUSHEEN	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓

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Program Name : SHORT TERM PHARMA SALES AND MARKETING MANAGEMENT

Course Code : MPH/II

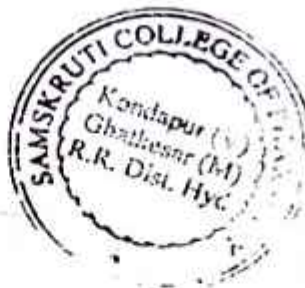
Duration : 30 Hrs

A.Y : B. PHARMACY IV YEAR (2021 – 22)

Class : M-Pharm – II Years

Curriculum Designed and Developed by :

S. No	Faculty Name	Designation	Signature
1	Dr.Y.Sirisha	Associate professor	
2	Dr.K.Nagasree	Associate professor	
3	Dr.V.Ravi kumar	Associate professor	





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Cell : 9701368996

Program Name: SHORT TERM Pharma Sales and Marketing Management

Duration: 30 Hrs

A.Y.M- Pharmacy II Year (2021-2022)

OBJECTIVES

1. Build brand awareness and enhance their brand to establish themselves as a trusted entity in the community
2. To persuade a medical professional to buy the drug they are promoting and prescribe into patients

LEARNING OUTCOMES

1. pharma regulatory
2. pharma reimbursement
3. pharma marketing plan
4. pharma competitor analysis

SUMMARY:

You will learn how medical technology goes from ideas to treatments. First, we focus on the pharmaceutical industry and will learn about how the pharmaceutical industry takes a product that has cleared the bench and sells it in the market

SESSION	TITLE	DURATION
1	Introduction to Pharma Industry and Sales	3 Hrs
2	Product Knowledge and Market Analysis	3 Hrs
3	Pharma Marketing Fundamentals	3 Hrs
4	Regulatory Compliance in Pharma Marketing	3 Hrs
5	Customer Relationship Management (CRM) in Pharma	3Hrs
6	Sales Training and Development	3 Hrs
7	Key Account Management in Pharma Sales	3 Hrs
8	Negotiation Skills in Pharma Sales	3 Hrs
9	Sales Forecasting and Budgeting	3 Hrs
10	Future Trends in Pharma Sales and Marketing	3Hrs



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Cell : 9701368996,

Date : 20/4/2022

DEPARTMENT OF PHARMACY PRACTICE SYLLABUS COMPLETION REPORT

Academic Year : 2021 – 2022

Class and Semester : M PHARM II YEAR

Title of SHORT TERM PHARMA SALES AND MARKETING MANAGEMENT

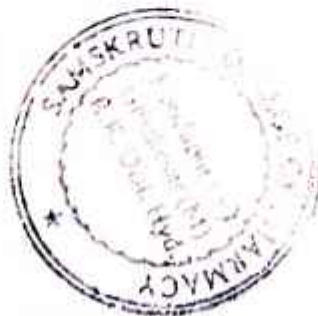
Duration : 30 Hours (3 Hrs per day) during 06-04- 2022 To 20-04 – 2022 from 1 :15 PM To 4 : 5 PM

Number of students completed the Add – On/Certification Program :35

Summary Report of the Program :

SESSION	TITLE	DATE OF COMPLETION	NO. OF STUDENTS ATTENDED
1	Introduction to Pharma Industry and Sales	15 / 03 / 2021	20
2	Product Knowledge and Market Analysis	16 / 03 / 2021	20
3	Pharma Marketing Fundamentals	17 / 03 / 2021	20
4	Regulatory Compliance in Pharma Marketing	18 / 03 / 2021	20
5	Customer Relationship Management (CRM) in Pharma	19 / 03 / 2021	20
6	Sales Training and Development	22 / 03 / 2021	20
7	Key Account Management in Pharma Sales	23 / 03 / 2021	20
8	Negotiation Skills in Pharma Sales	24 / 03 / 2021	20
9	Sales Forecasting and Budgeting	25 / 03 / 2021	20
10	Future Trends in Pharma Sales and Marketing	26 / 03 / 2021	20

Program Coordinator



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Cell : 9701368996,



Date : 20/4/2022

DEPARTMENT OF PHARMACY PRACTICE

Academic Year : 2021 – 2022

Class and Semester : M-PHARM II YEAR

Title of Add – on/ Certification Program : SHORT TERM ON PHARMA SALES AND ,MANAGEMENT

STUDENT FEED BACK FORM

I _____ hearing Hall Ticket No : _____

Students have attended the Add – On Programmer with course

S No	Course Program	Excellent (5)	Very Good (4)	Good (3)	Satisfactory (2)	Poor (1)
1	Does the program enhance your knowledge	✓				
2	Effectiveness of the speaker in terms of technical content			✓		
3	Speaker's Level of command on the topic		✓			
4	Effectiveness of the speaker in terms of communication				✓	
5	Level of Interaction		✓			
6	Overall Rating			✓		

Date : 20/4/2022

Signature of the Student



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Cell : 9701368996,



Date : 20/4/2022

DEPARTMENT OF PHARMACY

Academic Year : 2021 – 2022

Class and Semester : B PHARM IV YEAR

Title of Add – on/ Certification Program : SHORT TERM PHARMA SALES AND MARKETING MANAGEMENT

Duration : 30 Hours (3 Hrs per day) during 06 – 04- 2022 To 20 -04 – 2022

Course Code : MPH/II

KEY :

- 1) A
- 2) B
- 3) B
- 4) C
- 5) C
- 6) C
- 7) C
- 8) D
- 9) A
- 10) D

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DEPARTMENT OF PHARMACY

Academic Year : 2021 – 2022

Class and Semester : M PHARM II YEAR

Title of Add – on/ SHORT TERM CERTIFICATE COURSE ON PHARMA SALES AND MARKETING
MANAGEMENT

Duration : 30 Hours (3 Hrs per day) during 06 – 04- 2022 To 20 -04 – 2022

Course Code : MPH/II

OBJECTIVE EXAM

Answer All Questions. All Questions Carry Equal Marks Time : 30 Min.

Marks : 10

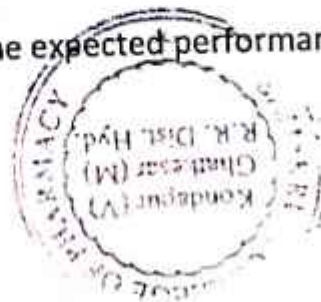
1. Which level of management is responsible for establishing a vision for the organization, developing board plans and strategies and directing subordinate manager?
 - a) First level managers
 - b) Middle level manager
 - c) Executive managers
 - d) Second level manager

2. Good marketing is no accident, but a result of careful planning and ____
 - a) execution
 - b) selling
 - c) strategies
 - d) research

3. Marketers often use the term ____ to cover various groupings of customers.
 - a) people
 - b) buying power
 - c) demographic segment
 - d) market

4. Which of the following would be the best illustration of a subculture?
 - a) a. A religion.
 - b) b. A group of close friends.
 - c. your university
 - d) d. your occupation.

5. If actual performance exceeds the expected performance of the product, Then customer is





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- a) satisfied
b) Dissatisfied
c) Delighted
d) Neutral
6. Bread and milk are which kind of products?
a) Specialty products
b) Convenience products
c) Shopping products
d) Unsought products
7. _____ plans have clearly defined objective
a) Directional b) b. Flexible c) Specific d) coordination
8. Standing needs
a) Man power planning b) Communication c) Authority d) Coordination
9. Name the process which co-ordinates human efforts, assemble resource and integrate both into a unit held to be utilized for achieving specified objective.
a) Mangement b) planning c) Directing d) Organising
10. Businesses spend most of their advertising rupees on business-to-business markets.
a) a.true b) b.false



Principal
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Date :20/4/2022

DEPARTMENT OF PHARMACY

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Class and Semester : B PHARM IV YEAR

Title of Add – on/ Certification Program : SHORT TERM PHARMA SALES AND MARKETING MANAGEMENT

Duration : 30 Hours (3 Hrs per day) during 06 – 04- 2022 To 20 -04 – 2022

Course Code : MPH/II

KEY :

- 1) A
- 2) B
- 3) B
- 4) C
- 5) C
- 6) C
- 7) C
- 8) D
- 9) A
- 10) B



PRINCIPAL

SHORT TERM CERTIFICATE COURSE ON PHARMA SALES AND MARKETING

OBJECTIVE EXAM

Answer All Questions. All Questions Carry Equal Marks Time : 30 Min. Marks : 10

2147150501

10
10

1. Which level of management is responsible for establishing a vision for the organization, developing board plans and strategies and directing subordinate manager?
a) First level managers
b) Middle level manager
c) Executive managers
d) Second level manager
2. Good marketing is no accident, but a result of careful planning and ____
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9. Name the process which co-ordinates human efforts, assemble resource and integrate both into a unified hold to be utilized for achieving specified objective.
a) Management
b) planning
c) Directing
d) Organising
10. Businesses spend most of their advertising rupees on business-to-business markets.
a) a. true
b) b. false

Principal
Sanskriti College of Pharmacy,
Kondapur (V), Ghatkesar (M),
Medchal DISTRICT
PRINCIPAL

SHORT TERM CERTIFICATE COURSE ON PHARMA SALES AND MARKETING

OBJECTIVE EXAM

Answer All Questions. All Questions Carry Equal Marks Time : 30 Min. Marks : 10

2147150502

10
10

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b) b. false

Principal
Sanskriti College of Pharmacy
Boudhapur (V), Ghatakpur (P.O.),
Muzaffarpur Dist. PIN-501101
PRINCIPAL

SHORT TERM CERTIFICATE COURSE ON PHARMA SALES AND MARKETING

OBJECTIVE EXAM

Answer All Questions. All Questions Carry Equal Marks Time : 30 Min. Marks : 10

217718053
10
10

1. Which level of management is responsible for establishing a vision for the organization, developing board plans and strategies and directing subordinate manager?
a) First level managers
b) Middle level manager
c) Executive managers
d) Second level manager
2. Good marketing is no accident, but a result of careful planning and ____
a) execution
b) selling
c) strategies
d) research
3. Marketers often use the term ____ to cover various groupings of customers.
a) people
b) buying power
c) demographic segment
d) market
4. Which of the following would be the best illustration of a subculture?
a) A religion.
b) A group of close friends
c) your university
d) your occupation
5. If actual performance exceeds the expected performance of the product, then customer is
a) satisfied
b) Dissatisfied
c) Delighted
d) Neutral
6. Bread and milk are which kind of products?
a) Specialty products
b) Convenience products
c) Shopping products
d) Unsought products
7. ____ plans have clearly defined objective
a) Directional
b) Flexible
c) Specific
d) coordination
8. Standing needs
a) Man power planning
b) Communication
c) Authority
d) Coordination
9. Name the process which co-ordinates human efforts, assemble resource and integrate both into a unit held to be utilized for achieving specified objective.
a) Management
b) planning
c) Directing
d) Organising
10. Businesses spend most of their advertising rupees on business-to-business markets.
a) true
b) false

Principal
Samskruti College of Pharmacy
Kondapur (V), Ghatkesar (M),
Medchal Dist. PIN-501301
PRINCIPAL

SHORT TERM CERTIFICATE COURSE ON PHARMA SALES AND MARKETING

OBJECTIVE EXAM

Answer All Questions. All Questions Carry Equal Marks Time : 30 Min. Marks : 10

2177150504

10
10

1. Which level of management is responsible for establishing a vision for the organization, developing board plans and strategies and directing subordinate manager?
a) first level managers
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a) Management
b) planning
c) Directing
d) Organising
10. Businesses spend most of their advertising rupees on business-to-business markets.
a) true
b) false

Principal
Sanskriti College of Pharmacy,
Kondapur (V), Ghatkesar (T),
Medchal Dist. PIN-501501
PRINCIPAL

SHORT TERM CERTIFICATE COURSE ON PHARMA SALES AND MARKETING

OBJECTIVE EXAM

Answer All Questions. All Questions Carry Equal Marks Time : 30 Min. Marks : 10

2177150805
10
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10. Businesses spend most of their advertising rupees on business-to-business markets.
a) a. true
b) b. false

Principal
Samskruti College of Pharmacy
Kondapur (V), Ghatkesar (T),
Medchal Dist. PIN-501501
PRINCIPAL

2177130506
10
10

Answer All Questions. All Questions Carry Equal Marks Time : 30 Min. Marks : 10

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d) Organising
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a) a. true
b) b. false

Principal
Sanskriti College of Pharmacy
Kondapur (V), Ghairpur (C.),
Mandla Dist. PIN-481504

2377150507
10/10

Answer All Questions. All Questions Carry Equal Marks Time : 30 Min. Marks : 10

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a) true
b) false

Principal
Sanskriti College of Pharmacy
Kondapur (V), Ghatkesar
Mehsana Dist. 382 504

217150508
9/10

Answer All Questions. All Questions Carry Equal Marks Time : 30 Min. Marks : 10

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a) a.true
b) b.false

Principal
Inskriti College of Pharmacy
Kondapur (V), Ghanpur (M),
Medchal Dist. Pin-501401
PRINCIPAL

2179180509
10/10

Answer All Questions. All Questions Carry Equal Marks Time : 30 Min. Marks : 10

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d) Organising
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a) true
b) false

SHORT TERM CERTIFICATE COURSE ON PHARMA SALES AND MARKETING

OBJECTIVE EXAM

214715050
10
10

Answer All Questions. All Questions Carry Equal Marks Time : 30 Min. Marks : 10

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10. Businesses spend most of their advertising rupees on business-to-business markets.
a) true
b) false

Principal
Sankrupi College of Pharmacy
Kondapur (M), Ghazipur (M),
Medchal Dist. N.S. 50001
PRINCIPAL

SHORT TERM CERTIFICATE COURSE ON PHARMA SALES AND MARKETING

OBJECTIVE EXAM

Answer All Questions. All Questions Carry Equal Marks Time : 30 Min. Marks : 10

21771502DB2
10/10

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a) Management
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10. Businesses spend most of their advertising rupees on business-to-business markets.
a) a. true
b) b. false

Principal
Miskruti College of Pharmacy
Kondapur (V), Ghatkesar (Ta),
Medchal Dist. PIN-501301

2147150512²⁰³

1/10

SHORT TERM CERTIFICATE COURSE ON PHARMA SALES AND MARKETING

OBJECTIVE EXAM

Answer All Questions. All Questions Carry Equal Marks Time : 30 Min. Marks : 10

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d) Organising
10. Businesses spend most of their advertising rupees on business-to-business markets.
a) a. true
b) b. false

Principal
Mansukh College of Pharmacy
Nandapur (V), Ghansour (Dist.)
Madhwal Dist. Pin-504501
PRINCIPAL

204
2147130513

10
10

SHORT TERM CERTIFICATE COURSE ON PHARMA SALES AND MARKETING

OBJECTIVE EXAM

Answer All Questions. All Questions Carry Equal Marks Time : 30 Min. Marks : 10

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a) a. true
b) b. false

Principal
Sri Chaitanya College of Pharmacy
Funtur (V), Chaitanya Nagar,
Madhavaram East, Chennai - 600 047
PRINCIPAL

21/7/2025

10
10

SHORT TERM CERTIFICATE COURSE ON PHARMA SALES AND MARKETING

OBJECTIVE EXAM

Answer All Questions. All Questions Carry Equal Marks Time : 30 Min. Marks : 10

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b) b. false

Principal
Ganesh College of Pharmacy
PRINCIPAL

2147150206

10
10

SHORT TERM CERTIFICATE COURSE ON PHARMA SALES AND MARKETING

OBJECTIVE EXAM

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Dr. College of Pharmacy
Mandapuri (V), Ghatkesar (M),
Medchal Dist. PIN-501501
PRINCIPAL

21/7/2020

9/10

SHORT TERM CERTIFICATE COURSE ON PHARMA SALES AND MARKETING

OBJECTIVE EXAM

Answer All Questions. All Questions Carry Equal Marks Time : 30 Min. Marks : 10

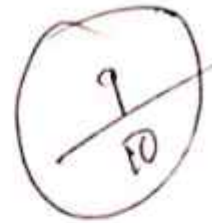
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 - a) true
 - b) false

Srikruti College of Pharmacy
 Koradpur (V), Ghatkesar (M),
 Madhav Dist. PIN-501001
 PRINCIPAL

20Y7150101

SHORT TERM CERTIFICATE COURSE ON PHARMA SALES AND MARKETING

OBJECTIVE EXAM



Answer All Questions. All Questions Carry Equal Marks Time : 30 Min. Marks : 10

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...rui Com...
Kondapur (V), G...kesar (M),
Medchal Dist. PIN-501501

2047/50102

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SHORT TERM CERTIFICATE COURSE ON PHARMA SALES AND MARKETING

OBJECTIVE EXAM

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a) Specialty products
b) Convenience products
c) Shopping products
d) Unsought products
7. ____ plans have clearly defined objectives
a) Directional
b) Flexible
c) Specific
d) Coordination
8. Standing needs
a) Man power planning
b) Communication
c) Authority
d) Coordination
9. Name the process which co-ordinates human efforts, assembles resources and integrates both into a unified whole to be utilized for achieving specified objectives.
a) Management
b) Planning
c) Directing
d) Organising
10. Businesses spend most of their advertising rupees on business-to-business markets.
a) True
b) False

Principal
Samskruti College of Pharmacy,
Kondapur (V), Ghatkesar (M),
Medchal Dist. PIN-501201
PRINCIPAL

0047130104

SHORT TERM CERTIFICATE COURSE ON PHARMA SALES AND MARKETING

OBJECTIVE EXAM

9
10

Answer All Questions. All Questions Carry Equal Marks Time : 30 Min. Marks : 10

1. Which level of management is responsible for establishing a vision for the organization, developing board plans and strategies and directing subordinate manager?
a) First level managers
b) Middle level managers
c) Executive managers
d) Second level manager
2. Good marketing is no accident, but a result of careful planning and ____
a) execution
b) selling
c) strategies
d) research
3. Marketers often use the term ____ to cover various groupings of customers.
a) people
b) buying power
c) demographic segment
d) market
4. Which of the following would be the best illustration of a subculture?
a) A religion
b) A group of close friends
c) Your university
d) Your occupation
5. If actual performance exceeds the expected performance of the product, then customer is
a) satisfied
b) Dissatisfied
c) Delighted
d) Neutral
6. Bread and milk are which kind of products?
a) Specialty products
b) Convenience products
c) Shopping products
d) Unsought products
7. ____ plans have clearly defined objectives
a) Directional
b) Flexible
c) Specific
d) coordination
8. Standing needs
a) Man power planning
b) Communication
c) Authority
d) Coordination
9. Name the process which co-ordinates human efforts, assemble resource and integrate both into a unified whole to be utilized for achieving specified objective.
a) Management
b) planning
c) Directing
d) Organising.
10. Businesses spend most of their advertising rupees on business-to-business markets.
a) true
b) false

Principal
Sanskriti College of Pharmacy
Kondapur (V), Ghatekar (M),
Medchal Dist. PIN-501001
PRINCIPAL

20Y7150105

10
10

SHORT TERM CERTIFICATE COURSE ON PHARMA SALES AND MARKETING

OBJECTIVE EXAM

Answer All Questions. All Questions Carry Equal Marks Time : 30 Min. Marks : 10

1. Which level of management is responsible for establishing a vision for the organization, developing board plans and strategies and directing subordinate manager?
a) First level managers
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c) Executive managers
d) Second level manager
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a) execution
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c) strategies
d) research
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c) demographic segment
d) market
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b) b. A group of close friends.
c) c. your university
d) d. your occupation
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b) Communication
c) Authority
d) Coordination
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b) planning
c) Directing
d) Organising
10. Bussinesses spend most of their advertising rupees on business-to-business markets.
a) a true
b) b. false

Principal
Gamskruti College of Pharmacy
Kondapur (V), Ghatkesar (M),
Medchal Dist. PIN-501501



SAMSKRUTI COLLEGE OF PHARMACY



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Cell : 9701368996



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(Sponsored by St. VINCENT EDUCATIONAL SOCIETY)

Regd No. 5782/2013

(Approved by AICTE, PCI, New Delhi and Affiliated to JNTU, Hyderabad)

Kondapur Village, Ghatkesar Mandal, Medchal District (Old R.R. Dist)-501301

Cell No. 93689996



Date : 24/11/2021

DEPARTMENT OF PHARMACY

Academic Year :2021-2022

Class and Semester : PHARM D II, III YEARS

Title of Add- on/Certification Program : HANDS ON TRAINING ON FIRST AID PRACTICES

Minutes of Meeting

A meeting was held in Department to discuss the following points :

Based on the Student interest and request to conduct a "HANDS ON TRAINING ON FIRST AID PRACTICES" for students

- 1) The program coordinators have to Collect the Interested Students List

Based on the expertise " Mr.Dr.Nadeem " is nominated as coordinator for the " Hands on Training on First Aid Practices

- 2) " Programming for Year.

They are instructed to prepare the design and Development of Curriculum for " Hands on Training on First Aid Practices"

The Following Staff Members were present for the meeting

SL NO	Name of the Faculty	Designation	Signature
1	Dr.Y.Sirisha	Associate Professor	
2	Dr.K.Nagasree	Associate Professor	
3	Dr.Nadeem	Associate Professor	
4	Sowjanya Daniel	Assistant Professor	
5	V.Balamani	Assistant Professor	
6	G.Hanumanthu	Assistant Professor	
7	S.Umarani	Assistant Professor	
8	B.Kalpana devi	Assistant Professor	
9	E.Shamantha	Assistant Professor	
10	G.Tanusha	Assistant Professor	



PRINCIPAL

Samskruti College of Pha.
Kondapur (V), Ghatkesar (M),
Medchal Dist. PIN-501301

SAMSKRUTI COLLEGE OF PHARMACY

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Rego No 5782/2006

(Approved by AICTE, PCI New Delhi and Affiliated to JNTU Hyderabad)

Krishna Village, Ghatkesar Mandal, Medak District, Orissa Dist, -501301

C. II, 9701368996



Date : 26/11/2021

DEPARTMENT OF PHARMACY

Academic Year :2021-2022

Class and Semester : PHARM D II, III YEARS

Title of Add – on/ Certification Program : HANDS ON TRAINING ON FIRST AID PRACTICES

CIRCULAR

All the students are informed that the department of pharmacy practice conducting Add- On Programs on "HANDS ON TRAINING ON FIRST AID PRACTICES" from 02/12/2021 to 14/12/2021 from 11:00 AM -1:00 PM .For the benefit of the students is to gain knowledge about dressing wounds, Manage bleeding, and treat minor injuries. Plan for and deal with arrange of first aid incidents, such as choking. The Add – On Programs and Coordinators as follows

Year	Topic	Resource Person or Coordinator
PHARM D II, III YEARS	HANDS ON TRAINING ON FIRST AID PRACTICES"	B. Manasa

The interested students have to contact the program coordinators for further information on or before 27/11/2021.

To

The HOD

Academic Committee Coordinator.

Copy To :

1. The Director, Academics
2. The Director, Administration
3. Vice Principal
4. IQAC



Samskruti College of Pharmacy
Ghatkesar Mandal, Medak District, Orissa
PRINCIPAL

SAMSKRUTI COLLEGE OF PHARMACY

Regd. No. 5782/200L

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Kondapur Village, Ghatkesar Mandal, Medchal District (Old R.R. Dist) - 501 301

Cell: 9701388996

Date: 27/11/2021

DEPARTMENT OF PHARMACY

Academic Year : 2020-2021

Class And Semester : PHARM D II, III YEARS

Title of Add - On/ Certification Program : HANDS ON TRAINING ON FIRST AID PRACTICES

Duration : 02/12/2021 to 14/12/2021 from 11:00 AM -1:00 PM

Course Code : PD /2020/FAP

STUDENTS REGISTRATION LIST

S.NO	Hall TICKET NO	NAME OF THE STUDENTS	SIGNATURE
1	20Y71T0026	MUCHA AHMED	Mucha Ahmed
2	20Y71T0027	ARUMULLA ANANYA	A. Ananya
3	20Y71T0028	RAYAPTI SAHITHI	Sahithi
4	19Y71T0001	AMIR SOYEL	Amir Soyel
5	19Y71T0002	APURA SATHVIKA	Sathvika
6	19Y71T0003	ARUYA MANISHA	Manisha
7	19Y71T0004	BACHALAKURI AMULYA	B. Amulya
8	19Y71T0005	GOREKAR SUSSANA SUPRIYA	Sussana
9	19Y71T0006	HARI JYOSHNA PRIYA	Jyoshna Priya
10	19Y71T0007	KANUKUNTLA MALAVIKA	K. Malavika
11	19Y71T0008	KARNATI MAHESHWARI	Maheshwari
12	19Y71T0009	KATHROJU RAKESH	Rakesh
13	19Y71T0010	KONGALA YAMINI	Yamini
14	19Y71T0011	KVNS VASAVI VYHRUTHI	Vasavi
15	19Y71T0012	MALLE VAISHNAVI	Vaishnavi
16	19Y71T0013	MD MASIHUR RAHAMAN	Masihur Rahman
17	19Y71T0014	MOOLA JOYCY LOVELY	Joycy
18	19Y71T0015	MUSIGUMPULA GOPI	Gopi
19	19Y71T0016	MUTHUKRISHNA BHANU PRIYA	Bhanu Priya
20	19Y71T0017	PAILLA SRAVANTHI	Sravanthi
21	19Y71T0018	RAVULA ANUSHA	Anusha
22	19Y71T0019	SALMAN SAH	Salman Sah

PRINCIPAL



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Kondapur (V), Ghatkesar (M),
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SAMSKRUTI COLLEGE OF PHARMACY

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Regd No. 5782/2000

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Kondapur Village - Ghatkesar Mandal, Medchal District (Old R.R. Dist) - 501301

Call: 9701368996

14	19Y71T0011	KVNS VASAVI VYHRUTHI	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
15	19Y71T0012	MALLE VAISHNAVI	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
16	19Y71T0013	MD MASIUR RAHAMAN	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
17	19Y71T0014	MOOLA JOYCY LOVELY	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
18	19Y71T0015	MUSIGUMPULA GOPI	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
19	19Y71T0016	MUTHUKRISHNA BHANU PRIYA	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
20	19Y71T0017	PAILLA SRAVANTHI	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
21	19Y71T0018	RAVULA ANUSHA	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
22	19Y71T0019	SALMAN SAH	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓



SAMSKRUTI COLLEGE OF PHARMACY

INCORPORATED UNDER THE COMPANIES ACT, 1956
Regd. No. 5782/2000

(Approved by AICTE, PCI, New Delhi and Affiliated to JNTU, Hyderabad)

Kondapur Village, Ghatkesar Mandal, Medchal District (Old R.R. Dist)-501301

Cell: 9701368996



Date : 27/11/2021

ACADEMIC YEAR : Pharm D II, III years

Program Name : Course Code : PD/2020/FAP

Duration : 02/12/2021-14/12/2021 from 11:00 AM -1:00 PM"

Curriculum Designed and Developed by :

S.No	Faculty Name	Designation	Signature
1	Dr.Y.Sirisha	Associate Professor	<i>Y. Sirisha</i>
2	Sowjanya Daniel	Assistant Professor	<i>Sowjanya Daniel</i>
3	Dr.Nadeem	Associate Professor	<i>Nadeem</i>





SAMSKRUTI COLLEGE OF PHARMACY



(Sponsored by ST VINCENT EDUCATIONAL SOCIETY)

Regn No: 52622001

(Approved by AICTE, PCI New Delhi and Affiliated to JNTU, Hyderabad)

Kondapur Village, Ghatkesar Mandal, Medchal District (Old R.R. Dist) - 501301

Cell: 9701368996

OBJECTIVES:

Treatment of acute medical condition or sudden illness (Diabetes, Asthma, allergic Reaction, Meningitis, Febrile Convulsions)

LEARNING OUTCOMES

Treatment of acute medical condition or sudden illness (Diabetes, Asthma, allergic Reaction, Meningitis, Febrile Convulsions)

SUMMARY

Providing pediatric first aid in the earliest hour of injury increases the probability of a better outcome of medical treatment. It further prevents deterioration of the injured infant's condition. A quick response to an accident can save lives and minimize the risk.

SESSION	TITLE	DURATION
1	First aid in pediatrics Introduction	3 Hrs
2	OBJECTIVES Treatment of acute medical condition or sudden illness (Diabetes, Asthma, Allergic Reactions, Meningitis, Febrile Convulsions)	3 Hrs
3	LEARNING OUTCOMES Treatment of acute medical condition or sudden illness (Diabetes, Asthma, Allergic Reactions, Meningitis, Febrile Convulsions)	3 Hrs
4	Understand the role and responsibility of the pediatric First Aider To perform emergency first aid to a child and baby	3 Hrs
5	Treatment of unconscious casualty who is breathing recovery position Treatment of a unconscious casualty who is not breathing CPR	3Hrs
6	Treatment of a choking casualty Treatment of a casualty with external bleeding	3 Hrs
7	Treatment of a casualty with a seizure Treatment of a suspected injury to bones, muscles and joints.	3 Hrs
8	Treatment of a casualty with a personal head and spinal injuries	3 Hrs
9	Treatment of a conditions affected eyes , ears and nose	3 Hrs
10	Treatment of acute medical condition or sudden illness (Diabetes, Asthma, Allergic Reactions, Meningitis, Febrile Convulsions)	3 Hrs



PRINCIPAL
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Kondapur (V), Ghatkesar (M),
Medchal Dist. PIN-501301

SAMSKRUTI COLLEGE OF PHARMACY

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Regd. No. 5782/2000

(Approved by AICTE, PCI, New Delhi and Affiliated to JNTU, Hyderabad)

Kandapur Village, Ghatkesar Mandal, Medchal District (Old R. Dist)-501301

Call: 9701368996,



Date : 14/12/2021

DEPARTMENT OF PHARMACY SYLLABUS COMPLETION REPORT

Academic Year : 2020-2021

Class And Semester : PHARM D II,III YEAR

Title of Add – On/ Certification Program : HANDS ON TRAINING ON FIRST AID PRACTICES

Duration : 02/12/2021 to 14/12/2021

Course Code : PD/2020/FAP

Number of students completed the Add – On/Certification Program :

Summary Report of the Program :

SESSION	TITLE	DATE OF COMPLETION	NO. OF STUDENTS ATTENDED
1	First aid in pediatrics Introduction	2/12/2021	22
2	OBJECTIVES Treatment of acute medical condition or sudden illness (Diabetes, Asthma, Allergic Reactions, Meningitis, Febrile Convulsions)	3/12/2021	22
3	LEARNING OUTCOMES Treatment of acute medical condition or sudden illness (Diabetes, Asthma, Allergic Reactions, Meningitis, Febrile Convulsions)	4/12/2021	22
4	Understand the role and responsibility of the pediatric First Aider To perform emergency first aid to a child and baby	5/12/2021	22





SAMSKRUTI COLLEGE OF PHARMACY

WINDING ROAD, GHATKESAR (M), OLD R.R. DISTRICT, MEDCHAL (M), HYDRABAD
Regd. No. 57R/2007



(Approved by AICTE, PCI, New Delhi and Affiliated to JNTU, Hyderabad)

Kondapur Village, Ghatkesar Mandal, Medchal District (Old R.R. Dist)-501301

Cell: 9701368996.

5	Treatment of unconscious casualty who is breathing – recovery position Treatment of unconscious casualty who is not breathing – CPR	7/12/2021	22
6	Treatment of a choking casualty Treatment of a casualty with external bleeding	8/12/2021	22
7	Treatment of a casualty with a seizure Treatment of a suspected injury to bones, muscles and joints	9/12/2021	22
8	Treatment of a casualty with suspected head and spinal injuries	10/12/2021	22
9	Treatment of conditions affected eyes, ears, and nose	11/12/2021	22
10	Treatment of acute medical condition or sudden illness (Diabetes, Asthma, Allergic Reactions, Meningitis, Febrile Convulsions)	14/12/2021	22

PROGRAM COORDINATOR



PRINCIPAL

Samskruti College of Ph.
Kondapur (M), Ghatkesar (M),
Medchal Dist. (Old R.R. Dist.)



SAMSKRUTI COLLEGE OF PHARMACY



(Sponsored by ST. VINCENT'S (AFRICA) PHARMA SOCIETY)
Regd. No. 5202/2008

(Approved by AICTE, PCI New Delhi and Affiliated to JNTU Hyderabad)

Kondapur Village, Ghatkesar Mandal, Manchal District (Old) Telangana-501301

Cell: 9701368996

Date : 14/12/2021

DEPARTMENT OF PHARMACY

Academic Year : 2020-2021

Class And Semester : PHARM D II, III YEARS

Title of Add – On/ Certification Program : HANDS ON TRAINING ON FIRST AID PRACTICES

Duration : 02/12/2021 to 14/12/2021

Course Code : PD/2020/FAP

STUDENT FEED BACK FORM

I _____ hearing Hall Ticket No : _____

Students have attended the Add – On Programmer with course

S No	Course Program	Excel lent (5)	Verry Good (4)	Good (3)	Satisfactory (2)	Poor (1)
1	Does the program enhance your knowledge			✓		
2	Effectiveness of the speaker in terms of technical content	✓				
3	Speaker's Level of commanal on the topic		✓			
4	Effectiveness of the speaker in terms of communication		✓			
5	Level of Interaction			✓		
6	Overall Rating		✓			

Date : 14/12/2021

Muhammad
Signature of the Student





SAMSKRUTI COLLEGE OF PHARMACY

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Regd No: 5782/2000

(Approved by AICTE, PCI New Delhi and Affiliated to JNTU, Hyderabad)

Kondapur Village, Ghatkesar Mandal, Medchal District (Old R.R. Dist)-501301

Cell: 9701368996



Date: 14/12/2021

DEPARTMENT OF PHARMACY

Academic Year : 2020-2021

Class and Semester : PHARM D II, III YEARS

Title of add-on/ Certification program: HANDS ON TRAINING ON FIRST AID PRACTICES

Duration : 02/12/2021 to 14/12/2021

Course Code : PD/2020/FAP

KEY :

- 1) C
- 2) B
- 3) C
- 4) D
- 5) C
- 6) D
- 7) A
- 8) C
- 9) B
- 10) C




Samskruti College of Pharmacy
Kondapur (V), Ghatkesar (M),
Medchal Dist. PIN-501301
PRINCIPAL

Date :14/12/2021

DEPARTMENT OF PHARMACY

Academic Year : 2020-2021

Class and Semester : PHARM D II,III year

Title of add – on/ Certification program: HANDS ON TRAINING ON FIRST AID PRACTICES

Duration : 02/12/2021 to 14/12/2021

Course Code :PD/2020/FAP

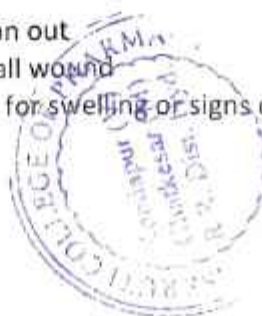
OBJECTIVE EXAM

Answer All Questions. All Questions Carry Equal Marks

Time : 20 Min.

Marks : 10

1. If a child is experiencing asthma attack at what point would you call for an ambulance?
 - a) After 20 minutes
 - b) Only if it was child's first known attack
 - c) After 10 minutes if medication has no effect/if first known attack
 - d) Not at all as asthma isn't serious
2. What is the correct treatment for a choking infant (under 12 months) ?
 - a) Alternate backflows with abdominal thrusts
 - b) Up to 5 backflows with up 5 chest thrusts
 - c) Chest thrusts only
 - d) Backflows only
3. What is the correct treatment for a choking child (over 12 months) ?
 - a) Alternate backflows with chest thrusts
 - b) Chest thrusts only
 - c) Up to 5 backflows with up 5 abdominal thrusts
 - d) Backflows only
4. What should you do if a child gets a wasp/bee sting on their arm?
 - a) Put some butter on it
 - b) Squeeze the sting to get the poison out
 - c) Bandage the arm to cover the small wound
 - d) Apply a cold compress and watch for swelling or signs of an allergic reaction





SAMSKRUTI COLLEGE OF PHARMACY



(Sponsored by ST. VINCENT EDUCATIONAL SOCIETY)

(Regd. No. 5762/2001)

(Approved by AICTE, PCI, New Delhi & Affiliated to JNTU Hyderabad)

Kondapur Village, Ghatkesar Mandal, Medchal District (Old R.R. Dist)-501301

Cell: 9701368996

5. Which of the following are indications of a severe allergic attack?
 - a) Swollen feet
 - b) Earache
 - c) Sensations around the tongue and lips, swelling and difficulty breathing
 - d) Hiccups

6. How should you treat child who is feeling faint?
 - a) Give them a glass of cold water or milk
 - b) Put them in the recovery position and call an for an ambulance
 - c) Sit them down for 5 minutes
 - d) Lay them down with feet raised and loosen their clothing

7. How should you treat a child who is suffering from a nosebleed?
 - a) Him/her to lean forward and pinch the top, fleshy part of their nose
 - b) Get him/her to lean back and pinch the bridge of the nose
 - c) Just let it stop by itself
 - d) For an ambulance and hold a cold fennel on their forehead

8. Why should you place an unconscious child in the recovery position?
 - a) Because it is comfortable
 - b) To help them work up
 - c) To maintain an open airway
 - d) To minimize shock

9. How should you treat a child that has swallowed some tablets that he/she found thinking they were sweets
 - a) Mark them so
 - b) Keep them calm, call for an ambulance and have tablet samples ready to pass to paramedics
 - c) Give them sips of milk or cold water
 - d) Make them walk around to keep them awake and call for an ambulance

10. How should you treat child who appears to have broken his/her arm?
 - a) Bathe the arm in cold water to reduce swelling to have broken his/her arm
 - b) Tightly bandage the arm to reduce swelling and take them to see a doctor
 - c) Steady and support the arm. Reassure the child and seek medical aid
 - d) Wait for 30 minutes to see if pain subsides it may only be a sprain



SAMSKRUTI COLLEGE OF PHARMACY

(Sponsored by St. VINCENT EDUCATIONAL SOCIETY)

Regd No. 5782/2000

(Approved by AICTE, PCI, New Delhi and Affiliated to JNTU Hyderabad)

Kondapur Village, Ghatkesar Mandal, Medchal District (Old R.R. Dist)-501301.

Cell: 9701368996.

Date : 24/11/2021

DEPARTMENT OF PHARMACY

Academic Year :2021-2022

Class and Semester : PHARM D II, III YEARS

Title of Add- on/Certification Program : HANDS ON TRAINING ON FIRST AID PRACTICES

Minutes of Meeting

A meeting was held in Department to discuss the following points :

Based on the Student interest and request to conduct a "HANDS ON TRAINING ON FIRST AID PRACTICES" for students

- 1) The program coordinators have to Collect the Interested Students List

Based on the expertise " Mr.Dr.Nadeem " is nominated as coordinator for the " Hands on Training on First Aid Practices

- 2) " Programming for Year.

They are instructed to prepare the design and Development of Curriculum for " Hands on Training on First Aid Practices"

The Following Staff Members were present for the meeting

SL NO	Name of the Faculty	Designation	Signature
1	Dr.Y.Sirisha	Associate Professor	
2	Dr.K.Nagasree	Associate Professor	
3	Dr.Nadeem	Associate Professor	
4	Sowjanya Daniel	Assistant Professor	
5	V.Balamani	Assistant Professor	
6	G.Hanumanthu	Assistant Professor	
7	S.Umarani	Assistant Professor	
8	B.Kalpna devi	Assistant Professor	
9	E.Shamantha	Assistant Professor	
10	G.Tanusha	Assistant Professor	



PRINCIPAL





SAMSKRUTI COLLEGE OF PHARMACY

(Approved by GATEWAY TO KNOWLEDGE SOCIETY)
Regd No: 5762/2000

(Approved by AICTE, PCI, New Delhi and Affiliated to JNTU, Hyderabad)

Kondapur Village, Ghatkesar Mandal, Medchal District (Old R.R. Dist) - 501301

Cell: 9701368996



Date : 26/11/2021

DEPARTMENT OF PHARMACY

Academic Year :2021-2022

Class and Semester : PHARM D II, III YEARS

Title of Add – on/ Certification Program : HANDS ON TRAINING ON FIRST AID PRACTICES

CIRCULAR

All the students are informed that the department of pharmacy practice conducting Add- On Programs on "HANDS ON TRAINING ON FIRST AID PRACTICES" from 02/12/2021 to 14/12/2021 from 11:00 AM -1:00 PM .For the benefit of the students is to gain knowledge about dressing wounds. Manage bleeding, and treat minor injuries. Plan for and deal with arrange of first aid incidents, such as choking. The Add – On Programs and Coordinators as follows

Year	Topic	Resource Person or Coordinator
PHARM D II, III YEARS	HANDS ON TRAINING ON FIRST AID PRACTICES"	B. Manasa

The interested students have to contact the program coordinators for further information on or before 27/11/2021.

To

The HOD

Academic Committee Coordinator.

Copy To :

1. The Director, Academics
2. The Director, Administration
3. Vice Principal
4. IQAC



(Handwritten signature)
Principal
Samskruti College of Pharmacy
Kondapur, Ghatkesar
Medchal District, Hyderabad
PRINCIPAL

SAMSKRUTI COLLEGE OF PHARMACY

(Sponsored by St VINCENTI EDUCY TRUST SOCIETY)
Regd No: 12822906

(Approved by AICTE, PCI, New Delhi and Allied to IIT (11 Hyderabad))

Kondapur Village, Chhatkesar Mandal, Medchal District, Telangana, 501301
Call: 0791358554

Date: 2/12/2021

DEPARTMENT OF PHARMACY

Academic Year : 2020-2021

Class And Semester : PHARM D II, III YEARS

Title of Add – On/ Certification Program : HANDS ON TRAINING ON FIRST AID PRACTICES

Duration : 02/12/2021 to 14/12/2021 from 11:00 AM -1:00 PM

Course Code : PD/ 2020 / FAP

ATTENDANCE LIST

S.N.O	HT NO	NAME OF THE STUDENTS	DAY 1 3Hrs	DAY 2 3Hrs	DAY 3 3Hrs	DAY 4 3Hrs	DAY 5 3Hrs	DAY 6 3Hrs	DAY 7 3Hrs	DAY 8 3Hrs	DAY 9 3Hrs	DAY 10 3Hrs
1	20Y71T0026	MUCHA AHMED	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
2	20Y71T0027	ARUMULLA ANANYA	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
3	20Y71T0028	RAYAPTI SAHITHI	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
4	19Y71T0001	AMIR SOYEL	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
5	19Y71T0002	APURA SATHVIKA	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
6	19Y71T0003	ARUYA MANISHA	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
7	19Y71T0004	BACHALAKURI AMULYA	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
8	19Y71T0005	GOREKAR SUSSANA SUPRIYA	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
9	19Y71T0006	HARI JYOSHNA PRIYA	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
10	19Y71T0007	KANUKUNTLA MALAVIKA	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
11	19Y71T0008	KARNATI MAHESHWARI	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
12	19Y71T0009	KATHROJU RAKESH	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
13	19Y71T0010	KONGALA YAMINI	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓



SAMSKRUTI COLLEGE OF PHARMACY

(Organized by ST. VINCENT EDUCATIONAL SOCIETY)

Regd No: ST017000

(Approved by AICTE PCI NewDelhi and Affiliated to JNTU, Hyderabad)

Kondapur Village, Ghatkesar Mandal, Medchal District (Old K.R. Dist) - 501301

Cell: 9701368996

Date : 27/11/2021

ACADEMIC YEAR : Pharm D II, III years

Program Name : Course Code : PD/2020/FAP

Duration : 02/12/2021-14/12/2021 from 11:00 AM -1:00 PM"

Curriculum Designed and Developed by :

S.No	Faculty Name	Designation	Signature
1	Dr.Y.Sirisha	Associate Professor	
2	Sowjanya Daniel	Assistant Professor	
3	Dr.Nadeem	Associate Professor	



SAMSKRUTI COLLEGE OF PHARMACY

(Sponsored by St. VINCENT EDUCATIONAL SOCIETY)
Regd. No. 5782/2006

(Approved by AICTE, PCI, New Delhi and Affiliated to JNTU, Hyderabad)

Kondapur Village Ghatkesar Mandal Madhchal District (Old R.R. Dist)-501301

Cell: 9701368996

OBJECTIVES:

Treatment of acute medical condition or sudden illness (Diabetes, Asthma, allergic Reaction, Meningitis, Febrile Convulsions)

LEARNING OUTCOMES

Treatment of acute medical condition or sudden illness (Diabetes, Asthma, allergic Reaction, Meningitis, Febrile Convulsions)

SUMMARY

Providing pediatric first aid in the earliest hour of injury increases the probability of a better outcome of medical treatment. It further prevents deterioration of the injured infant's condition. A quick response to an accident can save lives and minimize the risk.

SESSION	TITLE	DURATION
1	First aid in pediatrics Introduction	3 Hrs
2	OBJECTIVES Treatment of acute medical condition or sudden illness (Diabetes, Asthma, Allergic Reactions, Meningitis, Febrile Convulsions)	3 Hrs
3	LEARNING OUTCOMES Treatment of acute medical condition or sudden illness (Diabetes, Asthma, Allergic Reactions, Meningitis, Febrile Convulsions)	3 Hrs
4	Understand the role and responsibility of the pediatric First Aider To perform emergency first aid to a child and baby	3 Hrs
5	Treatment of unconscious casualty who is breathing recovery position Treatment of a unconscious casualty who is not breathing CPR	3Hrs
6	Treatment of a choking casualty Treatment of a casualty with external bleeding	3 Hrs
7	Treatment of a casualty with a seizure Treatment of a suspected injury to bones, muscles and joints.	3 Hrs
8	Treatment of a casualty with a personal head and spinal injuries	3 Hrs
9	Treatment of a conditions affected eyes , ears and nose	3 Hrs
10	Treatment of acute medical condition or sudden illness (Diabetes, Asthma, Allergic Reactions, Meningitis, Febrile Convulsions)	3 Hrs



PRINCIPAL
Principal
Samskruti College of Pharm
Kondapur (V), Ghatkesar (MA),
Madhchal Dist, PIN-501301

Date : 14/12/2021

DEPARTMENT OF PHARMACY
SYLLABUS COMPLETION REPORT

Academic Year : 2020-2021

Class And Semester : PHARM D II,III YEAR

Title of Add – On/ Certification Program : HANDS ON TRAINING ON FIRST AID PRACTICES

Duration : 02/12/2021 to 14/12/2021Course Code : PD/2020/FAP

Number of students completed the Add – On/Certification Program :

Summary Report of the Program :

SESSION	TITLE	DATE OF COMPLETION	NO. OF STUDENTS ATTENDED
1	First aid in pediatrics Introduction	2/12/2021	22
2	OBJECTIVES Treatment of acute medical condition or sudden illness (Diabetes, Asthma, Allergic Reactions, Meningitis, Febrile Convulsions)	3/12/2021	22
3	LEARNING OUTCOMES Treatment of acute medical condition or sudden illness (Diabetes, Asthma, Allergic Reactions, Meningitis, Febrile Convulsions)	4/12/2021	22
4	Understand the role and responsibility of the pediatric First Aider To perform emergency first aid to a child and baby	5/12/2021	22



SAMSKRUTI COLLEGE OF PHARMACY

(Sponsored by SRI SANKSHTI EDUCATIONAL TRUST SOCIETY)
(Regd. No. 5782/2001)

(Approved by AICTE PCI, New Delhi and Affiliated to JNTU, Hyderabad)

Kondapur Village, Ghatkesar Mandal, Medchal District (Old R.R. Dist)-501301

Cell: 9701368996

5	Treatment of unconscious casualty who is breathing – recovery position Treatment of unconscious casualty who is not breathing – CPR	7/12/2021	22
6	Treatment of a choking casualty Treatment of a casualty with external bleeding	8/12/2021	22
7	Treatment of a casualty with a seizure Treatment of a suspected injury to bones, muscles and joints	9/12/2021	22
8	Treatment of a casualty with suspected head and spinal injuries	10/12/2021	22
9	Treatment of conditions affected eyes, ears, and nose	11/12/2021	22
10	Treatment of acute medical condition or sudden illness (Diabetes, Asthma, Allergic Reactions, Meningitis, Febrile Convulsions)	14/12/2021	22

PROGRAM COORDINATOR

PRINCIPAL

Samskruti College of Pharmacy
Kondapur, (V), Ghatkesar (M),
Medchal Dist. PIN-501301



SAMSKRUTI COLLEGE OF PHARMACY

(Sponsored by St. VINCENT EDUCATIONAL SOCIETY)

Regd. No. 5782/2000

(Approved by AICTE, PCI, New Delhi and Affiliated to JNTU, Hyderabad)

Kondapur Village, Ghatkesar Mandal, Medchal District (Old R.R. Dist)-501301

Cell: 9701368996,

Date : 14/12/2021

DEPARTMENT OF PHARMACY

Academic Year : 2020-2021

Class And Semester : PHARM D II, III YEARS

Title of Add – On/ Certification Program : HANDS ON TRAINING ON FIRST AID PRACTICES

Duration : 02/12/2021 to 14/12/2021

Course Code : PD/2020/FAP

STUDENT FEED BACK FORM

I _____ hearing Hall Ticket No : _____

Students have attended the Add – On Programmer with course

S No	Course Program	Excel lent (5)	Verry Good (4)	Good (3)	Satisfactory (2)	Poor (1)
1	Does the program enhance your knowledge			✓		
2	Effectiveness of the speaker in terms of technical content		✓			
3	Speaker's Level of commanal on the topic			✓		
4	Effectiveness of the speaker in terms of communication		✓			
5	Level of Interaction			✓		
6	Overall Rating		✓			

Date : 14/12/2021

Mehar Ahmad
Signature of the Student



SAMSKRUTI COLLEGE OF PHARMACY

(SPONSORED BY SRI ANJANA EDUCATIONAL SOCIETY)

Regd. No: 5782/2000

(Approved by AICTE, PCI, New Delhi and Affiliated to JNTU, Hyderabad)

Kondapur Village, Ghatkesar Mandal, Medchal District (Old R.R. Dist) - 501301

Call: 9701368996



Date :14/12/2021

DEPARTMENT OF PHARMACY

Academic Year :2020-2021

Class and Semester :PHARM D II,III YEARS

Title of add – on/ Certification program: HANDS ON TRAINING ON FIRST AID PRACTICES

Duration : 02/12/2021 to 14/12/2021

Course Code :PD/2020/FAP

KEY :

- 1) C
- 2) B
- 3) C
- 4) D
- 5) C
- 6) D
- 7) A
- 8) C
- 9) B
- 10) C

Principal

Samskruti College of Pharmacy
Kondapur (V), Ghatkesar (Tq),
Medchal Dist. PIN-501301

PRINCIPAL



SAMSKRUTI COLLEGE OF PHARMACY

(Sponsored by SRI SANKRANTI EDUCATIONAL SOCIETY)

Regd. No. 5787/2001

(Approved by AICTE, PCI, New Delhi and Affiliated to JNTU, Hyderabad)

Kondapur Village, Ghatkesar Mandal, Medchal District (Old R.R. Dist.) - 501301

Cell: 9701368996

Date :14/12/2021

DEPARTMENT OF PHARMACY

Academic Year : 2020-2021

Class and Semester : PHARM D II, III year

Title of add – on/ Certification program: HANDS ON TRAINING ON FIRST AID PRACTICES

Duration : 02/12/2021 to 14/12/2021

Course Code :PD/2020/FAP

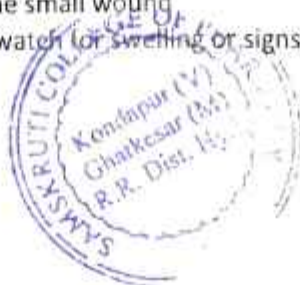
OBJECTIVE EXAM

Answer All Questions. All Questions Carry Equal Marks

Time : 20 Min.

Marks : 10

1. If a child is experiencing asthma attack at what point would you call for an ambulance?
 - a) After 20 minutes
 - b) Only if it was child's first known attack
 - c) After 10 minutes if medication has no effect/if first known attack
 - d) Not at all as asthma isn't serious
2. What is the correct treatment for a choking infant (under 12 months) ?
 - a) Alternate backflows with abdominal thrusts
 - b) Up to 5 backflows with up 5 chest thrusts
 - c) Chest thrusts only
 - d) Backflows only
3. What is the correct treatment for a choking child (over 12 months) ?
 - a) Alternate backflows with chest thrusts
 - b) Chest thrusts only
 - c) Up to 5 backflows with up 5 abdominal thrusts
 - d) Backflows only
4. What should you do if a child gets a wasp/bee sting on their arm?
 - a) Put some butter on it
 - b) Squeeze the sting to get the poison out
 - c) Bandage the arm to cover the small wound
 - d) Apply a cold compress and watch for swelling or signs of an allergic reaction



SAMSKRUTI COLLEGE OF PHARMACY

(Sponsored by St. VINCENT Education Society, Durgam Chouk, Hyderabad)

Approved by AICTE, P.O. No. WD/1104/2013 dated 01/04/2013

Sanctioned by Government of Andhra Pradesh, No. 1003/2013 dated 28/03/2013

Cell: 9701368936

5. Which of the following are indications of a severe allergic attack?
 - a) Swollen feet
 - b) Earache
 - c) Sensations around the tongue and lips, swelling and difficulty breathing
 - d) Hiccups

6. How should you treat child who is feeling faint?
 - a) Give them a glass of cold water or milk
 - b) Put them in the recovery position and call an for an ambulance
 - c) Sit them down for 5 minutes
 - d) Lay them down with feet raised and loosen their clothing
7. How should you treat a child who is suffering from a nosebleed?
 - a) Him/her to lean forward and pinch the top, fleshy part of their nose
 - b) Get him/her to lean back and pinch the bridge of the nose
 - c) Just let it stop by itself
 - d) For an ambulance and hold a cold fennel on their forehead
8. Why should you place an unconscious child in the recovery position?
 - a) Because it is comfortable
 - b) To help them work up
 - c) To maintain an open airway
 - d) To minimize shock
9. How should you treat a child that has swallowed some tablets that he/she found thinking they were sweets
 - a) Mark them so
 - b) Keep them calm, call for an ambulance and have tablet samples ready to pass to paramedics
 - c) Give them sips of milk or cold water
 - d) Make them walk around to keep them awake and call for an ambulance
10. How should you treat child who appears to have broken his/her arm?
 - a) Bathe the arm in cold water to reduce swelling to have broken his/her arm
 - b) Tightly bandage the arm to reduce swelling and take them to see a doctor
 - c) Steady and support the arm. Reassure the child and seek medical aid
 - d) Wait for 30minutes to see if pain subsides it may only be a sprain



SAMSKRUTI COLLEGE OF PHARMACY

Organized by SAMSKRUTI EDUCATIONAL SOCIETY

Regd. No. 57R22000

(Approved by AICTE, PCI, New Delhi and Affiliated to JNTU, Hyderabad)

Kondapur Village, Chaiteswar Mandal, Medchal District (Old R. Dist) - 501301

Cell : 9701368896



DEPARTMENT OF PHARMACY

Date :

Academic Year : 2021-2022

Class and Semester : PHARM .D II&III YEAR

Title of add – on/ Certification program: Hands On Training On First Aid Of Pediatrics

Course Code : PD/2021/FAP

KEY :

- 1) C
- 2) B
- 3) C
- 4) D
- 5) C
- 6) D
- 7) A
- 8) C
- 9) B
- 10) C



Principal
M. G. S. R.

DEPARTMENT OF PHARMACY

10

Academic Year :2021-2022

Date :

Class and Semester : PHARMA.D II&III YEAR

Title of add – on/ Certification program: hands on training on First Aid of Pediatrics

Course Code : PD/2021/FAP

OBJECTIVE EXAM

197717000015

Answer All Questions. All Questions Carry Equal Marks

Time : 20 Min.

Marks : 10

1. If a child is experiencing asthma attack at what point would you call for an ambulance ?
 - a) After 20 minutes
 - b) Only if it was child's first known attack
 - ~~c) After 10 minutes if medication has no effect if first known attack~~
 - d) Not at all as asthma isn't serious
2. What is the correct treatment for a choking infant (under 12 months) ?
 - a) Alternate backflows with abdominal thrusts
 - ~~b) Tp to 5 backflows with up 5 chest thrusts~~
 - c) Chest thrusts only
 - d) Backflows only
3. What is the correct treatment for a choking child (over 12 months) ?
 - a) Alternate backflows with chest thrusts
 - b) Chest thrusts only
 - ~~c) Tp to 5 backflows with up 5 abdominal thrusts~~
 - d) Backflows only
4. What should you do if a child gets a wasp/bee sting on their arm ?
 - a) Put some butter on it
 - b) Squeeze the sting to get the poison out
 - c) Bandage the arm to cover the small wound
 - ~~d) Apply a cold compress and watch for swelling or signs of an allergic attack~~
5. Which of the following are indications of a severe allergic attack ?
 - a) Swollen feet
 - b) Rash
 - ~~c) Sensations around the tongue and lips, swelling and difficulty breathing~~



breathing. d) He cups.

6. How should you treat child who is feeling faint?
 - a) Give them a glass of cold water or milk
 - b) Put them in the recovery position and call an for an ambulance.
 - c) Sit them down for 5 minutes
 - d) Lay them down with feet raised and loosen their clothing.
7. How should you treat a child who is suffering from a nosebleed?
 - a) Him/her to lean forward and pinch the top. Fleshy part of their nose
 - b) Get him/her to lean back and pinch the bridge of the nose
 - c) Just let it stop by itself
 - d) For an ambulance and hold a cold flannel on their forehead
8. Why should you place an unconscious child in the recovery position:
 - a) Because it is comfortable
 - b) To help them work up.
 - c) To maintain an open airway
 - d) To Minimize shock
9. How should you treat a child that has swallowed some tablets that he/she found, thinking they were sweets.
 - a) Mark them so
 - b) Keep them calm, call for an ambulance and have tablet samples ready to pass to paramedics
 - c) Give them sips of milk or cold water
 - d) Make them walk around to keep them awake and call for an ambulance
10. How should you treat child who appears to have broken his/her arm?
 - a) Bathe the arm in cold water to reduce swelling to have broken his/her arm
 - b) Tightly bandage the arm to reduce swelling and take them to see a doctor
 - c) Steady and support the arm. Reassure the child and seek medical aid
 - d) Wait for 30minutes to see if pain subsides; it may only be a sprain



- breathing d) Hiccups
6. How should you treat child who is feeling faint?
- a) Give them a glass of cold water or milk
 - b) Put them in the recovery position and call an for an ambulance
 - c) Sit them down for 5 minutes
 - d) Lay them down with feet raised and loosen their clothing
7. How should you treat a child who is suffering from a nosebleed?
- a) Him/her to lean forward and pinch the top. Fleshy part of their nose
 - b) Get him/her to lean back and pinch the bridge of the nose
 - c) Just let it stop by itself
 - d) For an ambulance and hold a cold flannel on their forehead
8. Why should you place an unconscious child in the recovery position
- a) Because it is comfortable
 - b) To help them work up
 - c) To maintain an open airway
 - d) To Minimize shock
9. How should you treat a child that has swallowed some tablets that he/she found, thinking they were sweets
- a) Mark them so
 - b) Keep them calm, call for an ambulance and have tablet samples ready to pass to paramedics
 - c) Give them sips of milk or cold water
 - d) Make them walk around to keep them awake and call for an ambulance
10. How should you treat child who appears to have broken his/her arm?
- a) Bathe the arm in cold water to reduce swelling to have broken his/her arm.
 - b) Tightly bandage the arm to reduce swelling and take them to see a doctor
 - c) Steady and support the arm. Reassure the child and seek medical aid
 - d) Wait for 30minutes to see if pain subsides it may only be a sprain



DEPARTMENT OF PHARMACY

Academic Year : 2021-2022

Date :

Class and Semester : PHARM D H&H YEAR

Title of add – on/ Certification program: hands on training on First Aid of Pediatrics

Course Code : PD/2021/FAF

OBJECTIVE EXAM

19/7/11 0001

Answer All Questions. All Questions Carry Equal Marks

Time : 20 Min.

Marks : 10

1. If a child is experiencing asthma attack at what point would you call for an ambulance ?
a) After 20 minutes
b) Only if it was child's first known attack
c) After 10 minutes if medication has no effect/ if first known attack
d) Not at all as asthma isn't serious
2. What is the correct treatment for a choking infant (under 12 months) ?
a) Alternate backflows with abdominal thrusts
b) Up to 5 backflows with up 5 chest thrusts
c) Chest thrusts only
d) Backflows only
3. What is the correct treatment for a choking child (over 12 months) ?
a) Alternate backflows with chest thrusts
b) Chest thrusts only
c) Up to 5 backflows with up 5 abdominal thrusts
d) Backflows only
4. What should you do if a child gets a wasp/bee sting on their arm?
a) Put some butter on it
b) Squeeze the sting to get the poison out
c) Bandage the arm to cover the small wound
d) Apply a cold compress and watch for swelling or signs of an
5. Which of the following are indications of a severe allergic attack?
a) Swollen feet
b) Earache
c) Sensations around the tongue and lips, swelling and difficulty



- breathing d) Hiccups
6. How should you treat child who is feeling faint?
- Give them a glass of cold water or milk
 - Put them in the recovery position and call an for an ambulance
 - Sit them down for 5 minutes
 - Lay them down with feet raised and loosen their clothing
7. How should you treat a child who is suffering from a nosebleed?
- Have him/her to lean forward and pinch the top. Fleshy part of their nose
 - Get him/her to lean back and pinch the bridge of the nose
 - Just let it stop by itself
 - For an ambulance and hold a cold flannel on their forehead
8. Why should you place an unconscious child in the recovery position
- Because it is comfortable
 - To help them work up
 - To maintain an open airway
 - To minimize shock
9. How should you treat a child that has swallowed some tablets that he/she found, thinking they were sweets
- Mark them so
 - Keep them calm, call for an ambulance and have tablet samples ready to pass to paramedics
 - Give them sips of milk or cold water
 - Make them walk around to keep them awake and call for an ambulance
10. How should you treat child who appears to have broken his/her arm?
- Bathe the arm in cold water to reduce swelling to have broken his/her arm
 - Tightly bandage the arm to reduce swelling and take them to see a doctor
 - Steady and support the arm. Reassure the child and seek medical aid
 - Wait for 30minutes to see if pain subsides it may ~~only be a sprain~~



DEPARTMENT OF PHARMACY

Academic Year : 2021-2022

Date :

Class and Semester : PHARM.D II SEM YEAR

Title of add-on / certification programme: hands on training on First Aid of Pediatrics

Course Code : PD/2021/FAP

OBJECTIVE EXAM

10/11/2022

Answer All Questions. All Questions Carry Equal Marks

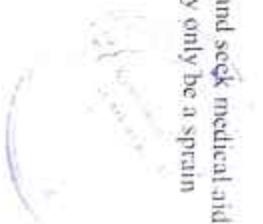
Time : 20 Min.

Marks : 10

1. If a child is experiencing asthma attack at what point would you call for an ambulance ?
a) After 20 minutes
b) Only if it was child's first known attack
c) After 10 minutes if medication has no effect/first known attack
d) Not at all as asthma isn't serious
2. What is the correct treatment for a choking infant (under 12 months) ?
a) Alternate backflows with abdominal thrusts
b) ~~Up~~ to 5 backflows with up 5 chest thrusts
c) Chest thrusts only
d) Backflows only
3. What is the correct treatment for a choking child (over 12 months) ?
a) Alternate backflows with chest thrusts
b) Chest thrusts only
c) ~~Up~~ to 5 backflows with up 5 abdominal thrusts
d) Backflows only
4. What should you do if a child gets a wasp/bee sting on their arm?
a) Put some butter on it
b) Squeeze the sting to get the poison out
c) Bandage the arm to cover the small wound
d) Apply a cold compress and watch for swelling or signs of an
5. Which of the following are indications of a severe allergic attack?
a) Swollen feet
b) Itache
c) Scrapitations around the tongue and lips, swelling and difficulty

Breathing, at the cups.

6. How should you treat a child who is feeling faint?
- a) Cover them a glass of cold water or milk
 - b) Put them in the recovery position and call an for an ambulance
 - c) Sit them down for 5 minutes
 - d) Lie as them down with feet raised and loosen their clothing
7. How should you treat a child who is suffering from a nosebleed?
- a) Turn her to lean forward and pinch the top, fleshy part of their nose
 - b) Get him/her to lean back and pinch the bridge of the nose
 - c) Just let it stop by itself
 - d) For an ambulance and hold a cold flannel on their forehead
8. Why should you place an unconscious child in the recovery position?
- a) Because it is comfortable
 - b) To help them work up
 - c) To maintain an open airway
 - d) To minimize shock
9. How should you treat a child that has swallowed some tablets that he/she found thinking they were sweets?
- a) Mark them so
 - b) Keep them calm, call for an ambulance and have tablet samples ready to pass to paramedics
 - c) Give them sips of milk or cold water
 - d) Make them walk around to keep them awake and call for an ambulance
10. How should you treat a child who appears to have broken his/her arm?
- a) Bathe the arm in cold water to reduce swelling to have broken his/her arm
 - b) Tightly bandage the arm to reduce swelling and take them to see a doctor
 - c) Secure and support the arm. Reassure the child and seek medical aid
 - d) Wait for 30minutes to see if pain subsides it may only be a sprain



DEPARTMENT OF PHARMACY

Academic Year : 2021-2022

Date :

Class and Semester : PHARM.D II&III YEAR

Title of add - on/ Certification program: hands on training on First Aid of Pediatrics

Course Code : PD/2021/FAP

OBJECTIVE EXAM

19/7/2004

Answer All Questions, All Questions Carry Equal Marks

Time : 20 Min.

Marks : 10

1. If a child is experiencing asthma attack at what point would you call for an ambulance ?
 - a) After 20 minutes
 - b) Only if it was child's first known attack
 - c) After 10 minutes if medication has no effect/if first known attack
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 - a) Alternate backflows with abdominal thrusts
 - b) Up to 5 backflows with up 5 chest thrusts
 - c) Chest thrusts only
 - d) Backflows only
3. What is the correct treatment for a choking child (over 12 months) ?
 - a) Alternate backflows with chest thrusts
 - b) Chest thrusts only
 - c) Up to 5 backflows with up 5 abdominal thrusts
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 - a) Put some butter on it
 - b) Squeeze the sting to get the poison out
 - c) Bandage the arm to cover the small wound
 - d) Apply a cold compress and watch for swelling or signs of an
5. Which of the following are indications of a severe allergic attack?
 - a) Swollen feet
 - b) Earache
 - c) Sensations around the tongue and lips, swelling and difficulty

10

- breathing. d) Hiccups
6. How should you treat child who is feeling faint?
- a) Give them a glass of cold water or milk
 - b) Put them in the recovery position and call an for an ambulance
 - c) Sit them down for 5 minutes
 - d) Lay them down with feet raised and loosen their clothing
7. How should you treat a child who is suffering from a nosebleed?
- a) Him/her to lean forward and pinch the top. Fleshy part of their nose
 - b) Get him/her to lean back and pinch the bridge of the nose
 - c) Just let it stop by itself
 - d) For an ambulance and hold a cold flannel on their forehead
8. Why should you place an unconscious child in the recovery position
- a) Because it is comfortable
 - b) To help them work up
 - c) To maintain an open airway
 - d) To minimize shock
9. How should you treat a child that has swallowed some tablets that he/she found, thinking they were sweets
- a) Mark them so
 - b) Keep them calm, call for an ambulance and have tablet samples ready to pass to paramedics
 - c) Give them sips of milk or cold water
 - d) Make them walk around to keep them awake and call for an ambulance
10. How should you treat child who appears to have broken his/her arm?
- a) Bathe the arm in cold water to reduce swelling to have broken his/her arm
 - b) Tightly bandage the arm to reduce swelling and take them to see a doctor
 - c) Steady and support the arm. Reassure the child and seek medical aid
 - d) Wait for 30minutes to see if pain subsides it may only be a sprain



DEPARTMENT OF PHARMACY

Academic Year : 2021-2022

Date :

Class and Semester : PHARM.D II SEM YEAR

Title of add-on/ Certification program: hands on training on First Aid of Pediatrics

Course Code : PD/2021/EAP

OBJECTIVE EXAM

197741T0005

Answer All Questions. All Questions Carry Equal Marks

Time : 20 Min.

Marks : 10

1. If a child is experiencing asthma attack at what point would you call for an ambulance ?
 - a) After 20 minutes
 - b) Only if it was child's first known attack
 - c) After 10 minutes if medication has no effect/ if first known attack
 - d) Not at all as asthma isn't serious
2. What is the correct treatment for a choking infant (under 12 months) ?
 - a) Alternate backflows with abdominal thrusts
 - b) Up to 5 backflows with up 5 chest thrusts
 - c) Chest thrusts only
 - d) Backflows only
3. What is the correct treatment for a choking child (over 12 months) ?
 - a) Alternate backflows with chest thrusts
 - b) Chest thrusts only
 - c) Up to 5 backflows with up 5 abdominal thrusts
 - d) Backflows only
4. What should you do if a child gets a wasp/bee sting on their arm?
 - a) Put some butter on it
 - b) Squeeze the sting to get the poison out
 - c) Bandage the arm to cover the small wound
 - d) Apply a cold compress and watch for swelling or signs of an
5. Which of the following are indications of a severe allergic attack?
 - a) Swollen feet
 - b) Tachycardia
 - c) Sensations around the tongue and lips, swelling and difficulty

- breathing. d) He cups
6. How should you treat child who is feeling faint?
- a) Give them a glass of cold water or milk
 - b) Put them in the recovery position and call an for an ambulance
 - c) Sit them down for 5 minutes
 - d) Lay them down with feet raised and loosen their clothing
7. How should you treat a child who is suffering from a nosebleed?
- a) Tilt him/her to lean forward and pinch the top. Fleshy part of their nose
 - b) Get him/her to lean back and pinch the bridge of the nose
 - c) Just let it stop by itself
 - d) For an ambulance and hold a cold flannel on their forehead
8. Why should you place an unconscious child in the recovery position
- a) Because it is comfortable
 - b) To help them work up
 - c) To maintain an open airway
 - d) To Minimize shock
9. How should you treat a child that has swallowed some tablets that he/she found, thinking they were sweets
- a) Mark them so
 - b) Keep them calm, call for an ambulance and have tablet samples ready to pass to paramedics
 - c) Give them sips of milk or cold water
 - d) Make them walk around to keep them awake and call for an ambulance
10. How should you treat child who appears to have broken his/her arm?
- a) Bathe the arm in cold water to reduce swelling to have broken his/her arm
 - b) Tightly bandage the arm to reduce swelling and take them to see a doctor
 - c) Steady and support the arm. Reassure the child and seek medical aid
 - d) Wait for 30minutes to see if pain subsides it may only be a sprain



DEPARTMENT OF PHARMACY

Academic Year : 2021-2022

Date :

9

Class and Semester : PHARMI.D IIIrd YEAR

Title of add – on/ Certification program: hands on training on First Aid of Pediatrics

Course Code : PD/2021/FAP

OBJECTIVE EXAM

19/7150006

Answer All Questions. All Questions Carry Equal Marks

Time : 20 Min.

Marks : 10

1. If a child is experiencing asthma attack at what point would you call for an ambulance ?
a) After 20 minutes
b) ~~After 10 minutes if medication has no effect/first known attack~~ Only if it was child's first known attack
c) After 10 minutes if medication has no effect/first known attack
d) Not at all as asthma isn't serious
2. What is the correct treatment for a choking infant (under 12 months) ?
a) Alternate backflows with abdominal thrusts
b) ~~Up to 5 backflows with up 5 chest thrusts~~
c) Chest thrusts only
d) Backflows only
3. What is the correct treatment for a choking child (over 12 months) ?
a) Alternate backflows with chest thrusts
b) Chest thrusts only
c) ~~Up to 5 backflows with up 5 abdominal thrusts~~
d) Backflows only
4. What should you do if a child gets a wasp/bee sting on their arm?
a) Put some butter on it
b) Squeeze the sting to get the poison out
c) Bandage the arm to cover the small wound
d) ~~Apply a cold compress and watch for swelling or signs of an~~
5. Which of the following are indications of a severe allergic attack?
a) Swollen feet
b) Earache
c) ~~Sensations around the tongue and lips, swelling and difficulty~~

- breathing d) Hiccups
6. How should you treat child who is feeling faint?
- a) Give them a glass of cold water or milk
 - b) Put them in the recovery position and call an for an ambulance
 - c) Sit them down for 5 minutes
 - d) Lay them down with feet raised and loosen their clothing
7. How should you treat a child who is suffering from a nosebleed?
- a) Tilt her to lean forward and pinch the top. Fleshy part of their nose
 - b) Get him/her to lean back and pinch the bridge of the nose
 - c) Just let it stop by itself
 - d) For an ambulance and hold a cold flannel on their forehead
8. Why should you place an unconscious child in the recovery position
- a) Because it is comfortable
 - b) To help them work up
 - c) To maintain an open airway
 - d) To Minimize shock
9. How should you treat a child that has swallowed some tablets that he/she found, thinking they were sweets
- a) Mark them so
 - b) Keep them calm, call for an ambulance and have tablet samples ready to pass to paramedics
 - c) Give them sips of milk or cold water
 - d) Make them walk around to keep them awake and call for an ambulance
10. How should you treat child who appears to have broken his/her arm?
- a) Bathe the arm in cold water to reduce swelling to have broken his/her arm
 - b) Tightly bandage the arm to reduce swelling and take them to see a doctor
 - c) Steady and support the arm. Reassure the child and seek medical aid
 - d) Wait for 30minutes to see if pain subsides it may only be a sprain



DEPARTMENT OF PHARMACY

Academic Year : 2021-2022

Date :

Class and Semester : PHARM.D II&III YEAR

Title of add - on/ Certification program: hands on training on First Aid of Pediatrics

Course Code : PD/2021/EAP

OBJECTIVE EXAM

1977170007

Answer All Questions. All Questions Carry Equal Marks

Time : 20 Min.

Marks : 10

1. If a child is experiencing asthma attack at what point would you call for an ambulance ?
a) After 20 minutes
b) Only if it was child's first known attack
c) After 10 minutes if medication has no effect/if first known attack
d) Not at all as asthma isn't serious
2. What is the correct treatment for a choking infant (under 12 months) ?
a) Alternate backflows with abdominal thrusts
b) ~~Up to 5 backflows with up 5 chest thrusts~~
c) Chest thrusts only
d) Backflows only
3. What is the correct treatment for a choking child (over 12 months) ?
a) Alternate backflows with chest thrusts
b) Chest thrusts only
c) ~~Up to 5 backflows with up 5 abdominal thrusts~~
d) Backflows only
4. What should you do if a child gets a wasp/bee sting on their arm?
a) Put some butter on it
b) Squeeze the sting to get the poison out
c) Bandage the arm to cover the small wound
d) ~~Apply a cold compress and watch for swelling or signs of an~~
5. Which of the following are indications of a severe allergic attack?
a) Swollen feet
b) Earache
c) Sensations around the tongue and lips, swelling and difficulty

- breathing d) Hiccups
6. How should you treat child who is feeling faint?
- Give them a glass of cold water or milk
 - Put them in the recovery position and call an for an ambulance
 - Put them down for 5 minutes
 - Sit them down with feet raised and loosen their clothing
7. How should you treat a child who is suffering from a nosebleed?
- Hit him/her to lean forward and pinch the top. Fleshy part of their nose
 - Get him/her to lean back and pinch the bridge of the nose
 - Just let it stop by itself
 - For an ambulance and hold a cold flannel on their forehead
8. Why should you place an unconscious child in the recovery position
- Because it is comfortable
 - To help them work up
 - To maintain an open airway
 - To Minimize shock
9. How should you treat a child that has swallowed some tablets that he/she found, thinking they were sweets
- Mark them so
 - Keep them calm, call for an ambulance and have tablet samples ready to pass to paramedics
 - Give them sips of milk or cold water
 - Make them walk around to keep them awake and call for an ambulance
10. How should you treat child who appears to have broken his/her arm?
- Bathe the arm in cold water to reduce swelling to have broken his/her arm
 - Tightly bandage the arm to reduce swelling and take them to see a doctor
 - Steady and support the arm. Reassure the child and seek medical aid
 - Wait for 30minutes to see if pain subsides it may only be a sprain



DEPARTMENT OF PHARMACY

Academic Year : 2021-2022

Class and Semester : PHARM D B&H YEAR

Date :

Title of add-on/ Certification program: hands on training on First Aid of Pediatrics

Course Code : PD/2021/FAP

OBJECTIVE EXAM

Answer All Questions. All Questions Carry Equal Marks

Time : 20 Min.

Marks : 10

1. If a child is experiencing asthma attack at what point would you call for an ambulance ?
- a) After 20 minutes
 - b) Only if it was child's first known attack
 - c) After 10 minutes if medication has no effect/if first known attack
 - d) Not at all as asthma isn't serious
2. What is the correct treatment for a choking infant (under 12 months) ?
- a) Alternate backflows with abdominal thrusts
 - b) Up to 5 backflows with up 5 chest thrusts
 - c) Chest thrusts only
 - d) Backflows only
3. What is the correct treatment for a choking child (over 12 months) ?
- a) Alternate backflows with chest thrusts
 - b) Chest thrusts only
 - c) Up to 5 backflows with up 5 abdominal thrusts
 - d) Backflows only
4. What should you do if a child gets a wasp/bee sting on their arm?
- a) Put some butter on it
 - b) Squeeze the sting to get the poison out
 - c) Bandage the arm to cover the small wound
 - d) Apply a cold compress and watch for swelling or signs of an
5. Which of the following are indications of a severe allergic attack?
- a) Swollen feet
 - b) Fartache
 - c) Sensations around the tongue and lips, swelling and difficulty

19-7-170008

breathing d) Hiccups

6. How should you treat child who is feeling faint?

- a) Give them a glass of cold water or milk
 - b) Put them in the recovery position and call an for an ambulance
 - c) Sit them down for 5 minutes
 - d) Lay them down with feet raised and loosen their clothing
7. How should you treat a child who is suffering from a nosebleed?
- a) Him/her to lean forward and pinch the top. Fleshy part of their nose
 - b) Get him/her to lean back and pinch the bridge of the nose
 - c) Just let it stop by itself
 - d) For an ambulance and hold a cold flannel on their forehead
8. Why should you place an unconscious child in the recovery position
- a) Because it is comfortable
 - b) To help them work up
 - c) To maintain an open airway
 - d) To Minimize shock

9. How should you treat a child that has swallowed some tablets that he/she found, thinking they were sweets

- a) Mark them so
- b) Keep them calm, call for an ambulance and have tablet samples ready to pass to paramedics
- c) Give them sips of milk or cold water
- d) Make them walk around to keep them awake and call for an ambulance

10. How should you treat child who appears to have broken his/her arm?

- a) Bathe the arm in cold water to reduce swelling to have broken his/her arm
- b) Tightly bandage the arm to reduce swelling and take them to see a doctor
- c) Steady and support the arm. Reassure the child and seek medical aid.
- d) Wait for 30minutes to see if pain subsides it may only be a sprain



DEPARTMENT OF PHARMACY

Academic Year :2021-2022

Date :

Class and Semester : PHARM.D II&III YEAR

Title of add-on/ Certification program: hands on training on First Aid of Pediatrics

Course Code : PD/2021/FAP

OBJECTIVE EXAM

Answer All Questions. All Questions Carry Equal Marks

Time : 20 Min.

Marks : 10

1. If a child is experiencing asthma attack at what point would you call for an ambulance ?
- a) After 20 minutes
 - b) Only if it was child's first known attack
 - c) After 10 minutes if medication has no effect/if first known attack
 - d) Not at all as asthma isn't serious
2. What is the correct treatment for a choking infant (under 12 months) ?
- a) Alternate backflows with abdominal thrusts
 - b) Up to 5 backflows with up 5 chest thrusts
 - c) Chest thrusts only
 - d) Backflows only
3. What is the correct treatment for a choking child (over 12 months) ?
- a) Alternate backflows with chest thrusts
 - b) Chest thrusts only
 - c) Up to 5 backflows with up 5 abdominal thrusts
 - d) Backflows only
4. What should you do if a child gets a wasp/bee sting on their arm?
- a) Put some butter on it
 - b) Squeeze the sting to get the poison out
 - c) Bandage the arm to cover the small wound
 - d) Apply a cold compress and watch for swelling or signs of an infection
5. Which of the following are indications of a severe allergic attack?
- a) Swollen feet
 - b) Earache
 - c) Sensations around the tongue and lips, swelling and difficulty breathing

19/11/2009

- breathing. d) Hiccups.
6. How should you treat child who is feeling faint?
- a) Give them a glass of cold water or milk
 - b) Put them in the recovery position and call an for an ambulance
 - c) Sit them down for 5 minutes
 - d) Lay them down with feet raised and loosen their clothing
7. How should you treat a child who is suffering from a nosebleed?
- a) Him/her to lean forward and pinch the top. Fleshy part of their nose
 - b) Get him/her to lean back and pinch the bridge of the nose
 - c) Just let it stop by itself
 - d) For an ambulance and hold a cold flannel on their forehead
8. Why should you place an unconscious child in the recovery position
- a) Because it is comfortable
 - b) To help them work up
 - c) To maintain an open airway
 - d) To Minimize shock
9. How should you treat a child that has swallowed some tablets that he/she found, thinking they were sweets
- a) Mark them so
 - b) Keep them calm, call for an ambulance and have tablet samples ready to pass to paramedics
 - c) Give them sips of milk or cold water
 - d) Make them walk around to keep them awake and call for an ambulance
10. How should you treat child who appears to have broken his/her arm?
- a) Bathe the arm in cold water to reduce swelling to have broken his/her arm
 - b) Tightly bandage the arm to reduce swelling and take them to see a doctor
 - c) Steady and support the arm. Reassure the child and seek medical aid
 - d) Wait for 30minutes to see if pain subsides it may only be a sprain



DEPARTMENT OF PHARMACY

Academic Year : 2021-2022

Date :

Class and Semester : PHARM .D H&III YEAR

Title of add – on/ Certification program: hands on training on First Aid of Pediatrics

Course Code : PD/2021/FAP

OBJECTIVE EXAM

Answer All Questions. All Questions Carry Equal Marks

Time : 20 Min.

Marks : 10

1. If a child is experiencing asthma attack at what point would you call for an ambulance ?

- a) After 20 minutes
- b) Only if it was child's first known attack
- c) After 10 minutes if medication has no effect/if first known attack
- d) Not at all as asthma isn't serious

2. What is the correct treatment for a choking infant (under 12 months) ?

- a) Alternate backflows with abdominal thrusts
- b) Up to 5 backflows with up 5 chest thrusts
- c) Chest thrusts only
- d) Backflows only

3. What is the correct treatment for a choking child (over 12 months) ?

- a) Alternate backflows with chest thrusts
- b) Chest thrusts only
- c) Up to 5 backflows with up 5 abdominal thrusts
- d) Backflows only

4. What should you do if a child gets a wasp/bee sting on their arm?

- a) Put some butter on it
- b) Squeeze the sting to get the poison out
- c) Bandage the arm to cover the small wound
- d) Apply a cold compress and watch for swelling or signs of an

5. Which of the following are indications of a severe allergic attack?

- a) Swollen feet
- b) Earache
- c) Sensations around the tongue and lips, swelling and difficulty

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197717100010

- breathing d) Hiccups
6. How should you treat child who is feeling faint?
- a) Give them a glass of cold water or milk
 - b) Put them in the recovery position and call an for an ambulance
 - c) Sit them down for 5 minutes
 - d) Lay them down with feet raised and loosen their clothing
7. How should you treat a child who is suffering from a nosebleed?
- a) Him/her to lean forward and pinch the top. Fleshy part of their nose
 - b) Get him/her to lean back and pinch the bridge of the nose
 - c) Just let it stop by itself
 - d) For an ambulance and hold a cold flannel on their forehead
8. Why should you place an unconscious child in the recovery position
- a) Because it is comfortable
 - b) To help them work up
 - c) To maintain an open airway
 - d) To Minimize shock
9. How should you treat a child that has swallowed some tablets that he/she found, thinking they were sweets
- a) Mark them so
 - b) Keep them calm, call for an ambulance and have tablet samples ready to pass to paramedics
 - c) Give them sips of milk or cold water
 - d) Make them walk around to keep them awake and call for an ambulance
10. How should you treat child who appears to have broken his/her arm?
- a) Bathe the arm in cold water to reduce swelling to have broken his/her arm
 - b) Tightly bandage the arm to reduce swelling and take them to see a doctor
 - c) Steady and support the arm. Reassure the child and seek medical aid
 - d) Wait for 30minutes to see if pain subsides it may only be a sprain



DEPARTMENT OF PHARMACY

Academic Year : 2021-2022

Date : 1/11/22

Class and Semester : PHARM.D FIFTH YEAR

Title of add-on Certification program: hands on training on First Aid of Pediatrics

Course Code : PD/2021/EAP

OBJECTIVE EXAM

19-17-1755011

Answer All Questions. All Questions Carry Equal Marks

Time : 20 Min.

Marks : 10

1. If a child is experiencing asthma attack at what point would you call for an ambulance ?
 - a) After 20 minutes
 - b) Only if it was child's first known attack
 - c) After 10 minutes if medication has no effect/first known attack
 - d) Not at all as asthma isn't serious
2. What is the correct treatment for a choking infant (under 12 months) ?
 - a) Alternate backflows with abdominal thrusts
 - b) Tip to 5 backflows with up 5 chest thrusts
 - c) Chest thrusts only
 - d) Backflows only
3. What is the correct treatment for a choking child (over 12 months) ?
 - a) Alternate backflows with chest thrusts
 - b) Chest thrusts only
 - c) Tip to 5 backflows with up 5 abdominal thrusts
 - d) Backflows only
4. What should you do if a child gets a wasp/bee sting on their arm?
 - a) Put some butter on it
 - b) Squeeze the sting to get the poison out
 - c) Bandage the arm to cover the small wound
 - d) Apply a cold compress and watch for swelling or signs of an
5. Which of the following are indications of a severe allergic attack ?
 - a) Swollen feet
 - b) Itchy
 - c) Sensations around the tongue and lips, swelling and difficulty

- breathing. d) Her lips.
6. How should you treat child who is feeling faint?
- a) Give them a glass of cold water or milk
 - b) Put them in the recovery position and call an for an ambulance
 - c) Sit them down for 5 minutes
 - d) Lay them down with feet raised and loosen their clothing.
7. How should you treat a child who is suffering from a nosebleed?
- a) Have her to lean forward and pinch the top. (Fleshy part of their nose)
 - b) Get him/her to lean back and pinch the bridge of the nose
 - c) Just let it stop by itself
 - d) For an ambulance and hold a cold flannel on their forehead
8. Why should you place an unconscious child in the recovery position
- a) Because it is comfortable
 - b) To help them work up
 - c) To maintain an open airway
 - d) To Minimize shock
9. How should you treat a child that has swallowed some tablets that he/she found, thinking they were sweets
- a) Mark them so
 - b) Keep them calm, call for an ambulance and have tablet samples ready to pass to paramedics
 - c) Give them sips of milk or cold water
 - d) Make them walk around to keep them awake and call for an ambulance
10. How should you treat child who appears to have broken his/her arm?
- a) Bathe the arm in cold water to reduce swelling to have broken his/her arm
 - b) Tightly bandage the arm to reduce swelling and take them to see a doctor
 - c) Steady and support the arm. Reassure the child and seek medical aid
 - d) Wait for 30minutes to see if pain subsides it may only be a sprain



DEPARTMENT OF PHARMACY

9

Academic Year : 2021-2022

Date :

Class and Semester : PHARM .D II&III YEAR

Title of add – on/ Certification program: hands on training on First Aid of Pediatrics

Course Code : PD/2021/FAF

19771700012

OBJECTIVE EXAM

Answer All Questions. All Questions Carry Equal Marks

Time : 20 Min.

Marks : 10

1. If a child is experiencing asthma attack at what point would you call for an ambulance ?
a) After 20 minutes
b) Only if it was child's first known attack ~~or~~ After 10 minutes if medication has no effect/ if first known attack. d) Not at all as asthma isn't serious
2. What is the correct treatment for a choking infant (under 12 months) ?
a) Alternate backflows with abdominal thrusts
b) ~~Tip~~ to 5 backflows with up 5 chest thrusts
c) Chest thrusts only
d) Backflows only
3. What is the correct treatment for a choking child (over 12 months) ?
a) Alternate backflows with chest thrusts
b) Chest thrusts only
c) ~~Tip~~ to 5 backflows with up 5 abdominal thrusts
d) Backflows only
4. What should you do if a child gets a wasp/bee sting on their arm?
a) Put some butter on it
b) Squeeze the sting to get the poison out
c) Bandage the arm to cover the small wound
d) ~~Apply~~ a cold compress and watch for swelling or signs of an
5. Which of the following are indications of a severe allergic attack?
a) Swollen feet
b) Earache
c) Sensations around the tongue and lips, swelling and difficulty

- breathing d) Hiccups
6. How should you treat child who is feeling faint?
- a) Give them a glass of cold water or milk
 - b) Put them in the recovery position and call an for an ambulance
 - c) Sit them down for 5 minutes
 - d) Lay them down with feet raised and loosen their clothing
7. How should you treat a child who is suffering from a nosebleed?
- a) Him/her to lean forward and pinch the top. Fleshy part of their nose
 - b) Get him/her to lean back and pinch the bridge of the nose
 - c) Just let it stop by itself
 - d) For an ambulance and hold a cold flannel on their forehead
8. Why should you place an unconscious child in the recovery position
- a) Because it is comfortable
 - b) To help them work up
 - c) To maintain an open airway
 - d) To Minimize shock
9. How should you treat a child that has swallowed some tablets that he/she found, thinking they were sweets
- a) Mark them so
 - b) ~~Keep them calm, call for an ambulance and have tablet samples ready to pass to paramedics~~
 - c) Give them sips of milk or cold water
 - d) Make them walk around to keep them awake and call for an ambulance
10. How should you treat child who appears to have broken his/her arm?
- a) Bathe the arm in cold water to reduce swelling to have broken his/her arm
 - b) Tightly bandage the arm to reduce swelling and take them to see a doctor
 - c) ~~Steady and support the arm. Reassure the child and seek medical aid~~
 - d) ~~Wait for 30minutes to see if pain subsides it may only be a sprain~~



DEPARTMENT OF PHARMACY

Academic Year : 2021-2022

Date :

Class and Semester : PHARMA. D. II SEM. YEAR

Title of add – on/ Certification program: hands on training on First Aid of Pediatrics

Course Code : PD/2021/EAP

OBJECTIVE EXAM

19/171T0001

Answer All Questions, All Questions Carry Equal Marks

Time : 20 Min.

Marks : 10

1. If a child is experiencing asthma attack at what point would you call for an ambulance ?
 - a) After 20 minutes
 - b) Only if it was child's first known attack
 - c) After 10 minutes if medication has no effect/ if first known attack
 - d) Not at all as asthma isn't serious
2. What is the correct treatment for a choking infant (under 12 months) ?
 - a) Alternate backflows with abdominal thrusts
 - b) Up to 5 backflows with up 5 chest thrusts
 - c) Chest thrusts only
 - d) Backflows only
3. What is the correct treatment for a choking child (over 12 months) ?
 - a) Alternate backflows with chest thrusts
 - b) Chest thrusts only
 - c) Up to 5 backflows with up 5 abdominal thrusts
 - d) Backflows only
4. What should you do if a child gets a wasp/bee sting on their arm?
 - a) Put some butter on it
 - b) Squeeze the sting to get the poison out
 - c) Bandage the arm to cover the small wound
 - d) Apply a cold compress and watch for swelling or signs of an
5. Which of the following are indications of a severe allergic attack ?
 - a) Swollen feet
 - b) Earache
 - c) Sensations around the tongue and lips, swelling and difficulty

- breathing d) Hiccups
6. How should you treat child who is feeling faint?
- a) Give them a glass of cold water or milk
 - b) Put them in the recovery position and call an for an ambulance
 - c) Sit them down for 5 minutes
 - d) Lay them down with feet raised and loosen their clothing
7. How should you treat a child who is suffering from a nosebleed?
- a) ~~Have him/her to lean forward and pinch the top. Fleshy part of their nose~~
 - b) Get him/her to lean back and pinch the bridge of the nose
 - c) Just let it stop by itself
 - d) For an ambulance and hold a cold flannel on their forehead
8. Why should you place an unconscious child in the recovery position
- a) Because it is comfortable
 - b) To help them work up
 - c) ~~To maintain an open airway~~
 - d) To Minimize shock
9. How should you treat a child that has swallowed some tablets that he/she found, thinking they were sweets
- a) Mark them so
 - b) ~~Keep them calm, call for an ambulance and have tablet samples ready to pass to paramedics~~
 - c) Give them sips of milk or cold water
 - d) Make them walk around to keep them awake and call for an ambulance
10. How should you treat child who appears to have broken his/her arm?
- a) Bathe the arm in cold water to reduce swelling to have broken his/her arm
 - b) ~~Tightly bandage the arm to reduce swelling and take them to see a doctor~~
 - c) ~~Steady and support the arm. Reassure the child and seek medical aid~~
 - d) Wait for 30minutes to see if pain subsides it may only be a sprain



DEPARTMENT OF PHARMACY

Academic Year : 2021-2022

Class and Semester : PHARM. DI&III YEAR

Date :

Title of add - on/ Certification program: hands on training on First Aid of Pediatrics

Course Code : PD/2021/FAP

OBJECTIVE EXAM

199741760014

Answer All Questions, All Questions Carry Equal Marks

Time : 20 Min.

Marks : 10

1. If a child is experiencing asthma attack at what point would you call for an ambulance ?
 - a) After 20 minutes
 - b) Only if it was child's first known attack
 - c) After 10 minutes if medication has no effect/if first known attack
 - d) Not at all as asthma isn't serious
2. What is the correct treatment for a choking infant (under 12 months) ?
 - a) Alternate backflows with abdominal thrusts
 - b) Tip to 5 backflows with up 5 chest thrusts
 - c) Chest thrusts only
 - d) Backflows only
3. What is the correct treatment for a choking child (over 12 months) ?
 - a) Alternate backflows with chest thrusts
 - b) Chest thrusts only
 - c) Tip to 5 backflows with up 5 abdominal thrusts
 - d) Backflows only
4. What should you do if a child gets a wasp/bee sting on their arm?
 - a) Put some butter on it
 - b) Squeeze the sting to get the poison out
 - c) Bandage the arm to cover the small wound
 - d) Apply a cold compress and watch for swelling or signs of an
5. Which of the following are indications of a severe allergic attack ?
 - a) Swollen feet
 - b) Earache
 - c) Sensations around the tongue and lips, swelling and difficulty

- breathing. d) He cups
6. How should you treat a child who is feeling faint?
- a) Give them a glass of cold water or milk
 - b) Put them in the recovery position and call an for an ambulance
 - c) Sit them down for 5 minutes
 - d) Lay them down with feet raised and loosen their clothing
7. How should you treat a child who is suffering from a nosebleed?
- a) Him her to lean forward and pinch the top. Fleshy part of their nose
 - b) Get him her to lean back and pinch the bridge of the nose
 - c) Just let it stop by itself
 - d) For an ambulance and hold a cold flannel on their forehead
8. Why should you place an unconscious child in the recovery position
- a) Because it is comfortable
 - b) To help them work up
 - c) To maintain an open airway
 - d) To Minimize shock
9. How should you treat a child that has swallowed some tablets that he/she found, thinking they were sweets
- a) Mark them so
 - b) Keep them calm, call for an ambulance and have tablet samples ready to pass to paramedics
 - c) Give them sips of milk or cold water
 - d) Make them walk around to keep them awake and call for an ambulance
10. How should you treat child who appears to have broken his/her arm?
- a) Bathe the arm in cold water to reduce swelling to have broken his/her arm
 - b) Tightly bandage the arm to reduce swelling and take them to see a doctor
 - c) Steady and support the arm. Reassure the child and seek medical aid
 - d) Wait for 30minutes to see if pain subsides if may only be sprain





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