

UEF 7 lesson is 18. Final tests on topics 1-16.

0.1 The solvency of a pharmacy increases if:

- a) borrowed funds increase and payment terms decrease
- b) own funds increase and borrowed funds decrease**
- c) own funds decrease and borrowed funds increase

02. The value of the turnover ratio increases if:

- a) the speed of sales of goods in the pharmacy increases**
- b) the speed of sales of goods decreases
- c) the amount of trade turnover increases
- d) in the reporting period, the variable costs of the pharmacy decrease
- e) fixed costs of distribution increase

03. WHEN FORECASTING CONDITIONALLY RETAIL TRADE TURNOVER, THE INFLATION PROCESS, USING THE PRICE INDEX, CONSIDER:

- a) necessary**
- b) not necessary
- c) desirable

04. IN ECONOMIC ANALYSIS OF TRADE TURNOVER INDICATORS, VALUES EXPRESSING DIMENSIONS IN NATURAL, COST, LABOR METERS ARE CALLED:

- a) incremental,
- b) relative
- c) absolute**
- d) average

05. The repayment terms of accounts payable are determined by the formula:

- a) borrowed funds/equity funds
- b) balance sheet/borrowed funds
- c) borrowed funds/one-day turnover**
- d) borrowed funds/balance sheet total
- e) borrowed funds/working capita

06. Increases the financial stability of the enterprise:

- a) increase in own funds in the capital of the pharmacy**
- b) increase in borrowed funds
- c) decrease in own funds.

07. The difference between the cost of sold medicines and medical products in retail prices and purchase prices is called

- a) profit
- b) trade overlay (income from sales)**
- c) distribution costs
- d) trademark
- d) cost factor

08. Expenses (losses) from non-operating operations are:

- a) production and sale of goods
- b) sales of goods
- c) paid fines, penalties, penalties under contracts.**

09. By net profit of pharmacies we mean

- a) the difference between the cost of sold medicines and medical products at retail and purchase prices
- b) gross profit minus income taxes**
- c) gross income from the sale of a unit of production or price per unit of production
- d) cost of surplus medicines
- e) additional assessment for laboratory and packaging work

10. PROFIT FROM SALES OF GOODS CAN BE DETERMINED BY THE DIFFERENCE

- a) trade turnover at retail and wholesale prices;
- b) turnover and the amount of sales expenses (gross distribution costs);
- c) gross trade income and the amount of sales expenses (gross distribution costs);**
- d) trade turnover and the amount of gross trade income.

11. LEVEL OF CONDITIONALLY FIXED COSTS OF HANDLING WITH INCREASE IN TRADE TURNOVER:

- a) **Decreases**; b) Increases; c) Remains constant.

12. Income (profit) from non-operating operations:

- a) sale of goods
 b) **participation in joint ventures**
 c) **dividends on shares**
 d) **fines, penalties, penalties as economic sanctions received by the enterprise.**

13. Gross profit is the difference.

- a) **between gross income and sales costs**
 b) between sales at retail prices and sales costs
 c) between sales at wholesale prices and distribution costs

14. The overall profitability of the enterprise is determined by the formula:

- a) balance sheet profit / equity capital
 b) **profit before taxes / amount of capital**
 c) profit before tax / own working resources
 d) gross income / active enterprises
 e) gross income / sales volume

15. The level of trade overlaps is defined as the ratio:

- a) profit before taxes / sales volume
 b) **gross income / sales volume**
 c) distribution costs / turnover
 d) gross income / distribution costs

16. Note the formula used to calculate the profitability threshold:

- a) current assets / accounts payable
 b) **fixed distribution costs / absolute value of gross income minus the sum of variable distribution costs**
 c) turnover / current assets

17. The margin of financial strength shows:

- a) degree of financial risk
 b) **the amount within which the pharmacy can afford expenses without the risk of loss of solvency**
 c) the amount of shortfall in income compared to the predicted option
 d) the risk of changes in the payment currency exchange rate

18. The depreciation coefficient of fixed assets is defined as the ratio:

- a) their original cost to the amount of accrued depreciation
 b) their residual value and initial cost
 c) **the amount of accrued depreciation to their original cost**
 d) the amount of accrued depreciation to their residual value

19. The inventory turnover ratio is determined by the formula:

- a) **$K = \text{turnover in purchase prices} / \text{average cost of inventory in purchase prices}$**
 b) $K = \text{turnover in wholesale prices} / \text{average cost of inventory in retail prices}$
 c) $K = \text{average cost of inventory in retail prices} / \text{turnover in retail prices}$

20. Inventory turnover in days is determined by the formula:

- a) **$K = \text{number of days in the period} / \text{number of revolutions for the corresponding period}$**
 b) $K = \text{number of days in the period} / \text{average balance of inventory in the reporting period}$
 c) $K = \text{average balance of inventory in the reporting period} / \text{number of days in the period}$

21. The financial position of the pharmacy is stable if:

- a) the pharmacy's borrowed funds are greater than its own working capital
 b) **own working capital is greater than borrowed funds**
 c) wages are paid using borrowed funds
 d) the pharmacy is solvent

22. QUALITATIVE FACTORS AFFECTING THE AMOUNT OF TRADE TURNOVER OF A PHARMACY ORGANIZATION: 1) inventory; 2) receipt of goods; 3) intensity of demand; 4) product range; 5) sales method

- a) true 3,4
b) true 1, 3,4, 5
c) correct 3.5
d) correct 1,2,3,5

23. INTERNAL FIRM INFORMATION USED FOR ANALYSIS AND FORECASTING THE VOLUME OF SALES OF PHARMACY GOODS EVERYTHING EXCEPT: 1) financial statements; 2) non-accounting materials; 3) operational reporting; 4) statistical reporting

- a) true 1, 2, 3
b) true 1, 3, 4
c) true 2, 3, 4

24. THE RELATIONSHIP OF GOODS TURNOVER SECTIONS IS EXPRESSED BY THE FORMULA:

- a) **$S_{beg} + R = P + S_{end}$**
b) $S_{beg} + R = P - S_{end}$
c) $S_{beg} - R = P + S_{end}$
d) $S_{beg} - S_{end} = P - R$

25. Indicate the formula used to determine the leverage ratio for express analysis of the balance sheet:

- a) $K = \text{own funds} / \text{borrowed funds}$
b) $K = \text{borrowed funds} / \text{equity}$
c) $K = \text{total balance} / \text{borrowed funds}$
d) $K = \text{borrowed funds} / \text{balance sheet total}$

26. The capital productivity ratio of a pharmacy's fixed assets is determined by the formula:

- a) $K = \text{turnover in retail prices} + \text{cost of services for manufactured medicines} / \text{average initial cost of fixed assets in the reporting period}$**
b) $K = \text{fixed assets} / \text{balance sheet total}$
c) $K = \text{working capital} + \text{fixed assets} / \text{balance sheet total}$

27. Specify the formula for determining the return on sales ratio

- a) $K = \text{gross income} / \text{volume of turnover in retail prices}$
b) $K = \text{gross income} / \text{volume of turnover in wholesale prices}$
c) $K = \text{balance sheet profit} / \text{volume of turnover in retail prices}$
d) $K = \text{balance sheet profit} / \text{turnover volume in wholesale prices}$

28. THE ACTIVITIES OF A PHARMACY ORGANIZATION FOR SALES OF GOODS IS PROFITABLE IF

- a) the average percentage of realized trade overlays is more than 30%;
b) gross trade income is equal to the amount of sales expenses (gross distribution costs);
c) the amount of sales expenses (gross distribution costs) exceeds the gross income of trade;
d) gross trade income exceeds sales costs (gross distribution costs).

29. AMOUNT OF CONDITIONALLY VARIABLE COSTS OF HANDLING WITH INCREASE IN TRADE TURNOVER:

- a) Remains constant;
b) Increases
c) Decreases

30. QUANTITATIVE FACTORS AFFECTING THE AMOUNT OF TRADE TURNOVER OF A PHARMACY ORGANIZATION: 1) inventory; 2) receipt of goods; 3) intensity of demand; 4) product range; 5) sales method

- a) true 1, 2, 3
b) true 1, 3, 5
c) true 1, 2, 4

31. THE MAIN ECONOMIC INDICATORS DETERMINING THE RESULTS OF ECONOMIC ACTIVITIES OF A PHARMACY INCLUDE

- a) average number of visitors and average number of recipes per day;
b) gross income and non-operating expenses;
c) trade markups and trade discounts;
d) profit and profitability.

32. SALARY OF PHARMACY EMPLOYEES IS PART

- a) implementation;
b) losses;
c) profit;
d) selling expenses (distribution costs).

33. PHARMACIES MEAN NET PROFIT

- a) the difference between the cost of goods sold at retail and wholesale prices;

b) gross profit minus taxes;

- c) gross income from the sale of a unit of production;
- d) the cost of surplus drugs.

34. FIXED COSTS INCLUDE:

a) Costs, the amount of which does not depend on the volume of products produced/services provided;

- b) Costs, the size of which depends on the volume of products produced/services provided.

35. AMOUNT OF CONDITIONALLY FIXED COSTS OF HANDLING WITH INCREASE IN TRADE TURNOVER:

- a) Decreases;
- b) Increases;
- c) Remains constant.**

36. CONDITIONALLY VARIABLE PHARMACY COSTS

- a) for electricity;
- b) for storage of goods;**
- c) pharmacy security;
- d) depreciation charges.

37. IN ECONOMIC ANALYSIS OF TRADE TURNOVER INDICATORS, THE VALUES GIVING A MEASURE OF THEIR RELATIONSHIP IN NUMERICAL OR PERCENTAGE EXPRESSES ARE CALLED:

- a) incremental,
- b) relative**
- c) absolute
- d) average

38. WHEN FORECASTING CONDITIONALLY RETAIL TRADE TURNOVER, THE INFLATION PROCESS, WITH

WHEN USING THE PRICE INDEX, PLEASE CONSIDER:

- a) necessary**
- b) not necessary
- c) desirable

39. IN ECONOMIC ANALYSIS OF TRADE TURNOVER INDICATORS, VALUES EXPRESSING DIMENSIONS IN NATURAL, COST, LABOR METERS ARE CALLED:

- a) incremental,
- b) relative
- c) absolute**
- d) average

40. DEPENDS ON THE VOLUME OF SALES (VOLUME OF TRADE TURNOVER)

- a) rent;
- b) rate of natural profit;
- c) profit;**
- d) the amount of semi-fixed expenses.

41. THE RELATIONSHIP OF GOODS TURNOVER SECTIONS IS EXPRESSED BY THE FORMULA:

- a) $S_{beg} + R = P - Send$
- b) $S_{beg} + R = P + Send$**
- c) $S_{beg} - R = P + Send$
- d) $S_{beg} - R = P - R$

42. IN ECONOMIC ANALYSIS OF TRADE TURNOVER INDICATORS, THE VALUES GIVING A MEASURE OF THEIR RELATIONSHIP IN NUMERICAL OR PERCENTAGE EXPRESSES ARE CALLED:

- a) incremental,
- b) relative**
- c) absolute
- d) average

43. WHEN PLANNING TRADE TURNOVER BY CONSTRUCTION OF DYNAMIC SERIES YOU CAN USE THE FOLLOWING INDICATORS:

- a) momentary (at a certain point in time)
- b) periodic (for a certain point in time)**

44. THE ECONOMIC INDICATOR DETERMINING THE LEVEL OF PROFIT FROM SALES OF GOODS FOR EACH RUBLE OF TRADE TURNOVER IS

- a) the level of selling expenses (distribution costs);
- b) the level of gross trade income (trade overlays);
- c) profitability from sales;**
- d) commodity turnover.

45. PHARMACIES MEAN NET PROFIT

- a) gross income from the sale of a unit of production;

- b) the difference between the cost of sold medicines and medical products at retail prices and purchase prices;
- c) gross profit minus taxes, excise taxes and financial costs;**
- d) the cost of surplus drugs.

46. A PHARMACY ORGANIZATION HAS LOSSES FROM SALES IF

- a) distribution costs exceed sales revenues;**
- b) realized trade markups exceed distribution costs;
- c) sales revenues are equal to distribution costs;
- d) the average percentage of trade overlays realized is less than 20%.

47. LEVEL OF CONDITIONALLY VARIABLE COSTS OF HANDLING WITH INCREASE IN TRADE TURNOVER:

- a) Remains constant;**
- b) Increases
- c) Decreases

48. SALES COSTS (HANDLE COSTS) ECONOMICALLY PROFITABLE

- a) index;
- b) do not change;
- c) reduce.**
- d) increase;

49. CONDITIONALLY VARIABLE COSTS OF A PHARMACY ORGANIZATION INCLUDED

- a) costs of storing goods**
- b) costs of electricity;
- c) costs of protecting the pharmacy;
- d) depreciation charges;

50. ECONOMIC INDICATOR DETERMINING THE LEVEL OF COSTS FOR EACH RUBLE OF TRADE TURNOVER

- a) trading margin;
- b) level of trade overlaps
- c) level of distribution costs;**
- d) commodity turnover.