Ilkogretim Online - Elementary Education Online, 2021; Vol 20 (Issue 1): pp.8415-8422
http://ilkogretim-online.org
doi: 10.17051/ilkonline.2021.01.861

DEALERS ON THE GOOD DISTRIBUTION PRACTISES OF A SELECTION OF PHARMACEUTICAL AND AUTOMOBILE FIRMS

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ABSTRACT:

Introduction: The insufficient supply of basic health commodities and the lack of access to such commodities are key obstacles to the provision of critical medical care in underdeveloped nations.

Aim of the study: the main aim of the study is Dealers on the Good Distribution practises of a selection of Pharmaceutical and Automobile firms

Material and method: It is the most important aspect of planning. If the design is consistent with the purpose of the study, it will guarantee that the requirements of the customer will be met.

Conclusion: This section of the thesis aims to investigate the carry out operation of GDP and identify opportunities for improvements in GDP within the Pharmaceutical and Automobile Industries, with a particular focus on dealer perceptions of the Automobile and Pharmaceutical Industries in Mumbai.

1. INTRODUCTION

1.1 OVERVIEW

1.1.1 Distribution Challenges for pharmaceutical products

The insufficient supply of basic health commodities and the lack of access to such commodities are key obstacles to the provision of critical medical care in underdeveloped nations. Access to necessary medical care is an essential component of the realisation of the human right to health care. This right and the instruments it entails are up against significant challenges all throughout the globe. The successful operation of any health system is dependent on the availability of medications and their equitable distribution within the system. At its core, they work to guarantee that local communities have access to various medications. In addition to this, they are also responsible for the transfer of money and the provision of information on the supply and demand of the items. Because supply chains have an effect

on the availability, cost, and quality of medications that are accessible to patients, disruptions in the supply of medicines have a negative influence on the health outcomes of patients. There are several obstacles that stand in the way of developing nations gaining access to necessary medications.

1.2 FACTORS AFFECTING THE SALE OF NEW VEHICLES IN THE MOTOR VEHICLE INDUSTRY

The evolution of the car business has been influenced by a wide range of factors, including shifts in demand, supply, and corporate structure, as well as improvements in technologies related to fuel economy, vehicle components, social infrastructure, and production methods. Since the automotive industry is one of the world's largest, it plays a significant role in the economy. As a result, it makes a significant contribution to both employment and productivity. Approximately one out of every seven jobs in the United States is in the automobile manufacturing business or a related industry, and the manufacture of motor vehicles is projected to contribute more than 5 per cent to the private sector's gross domestic product (GDP). The automotive industry is a significant client for a variety of other industries; for instance, the automotive industry is the most significant user of steel in the United States.

2. LITERATURE REVIEW

Gandhi, Mohd. Asif (2021) Concern for the environment, both in the automotive industry and among individuals, has been more important throughout the course of recent history. In addition, the government has significantly raised the bar for what it anticipates in terms of the protection of the environment. Growing an environmentally conscious supplier chain in the production process is becoming more important on a daily basis. This research looks at the topic of sustainable supply chain management systems in order to analyse all the gaps and find ways to solve them. This research provides both a comprehensive overview as well as an in-depth analysis of the review's findings in order to demonstrate the significance of the development of greenhouse gas in the production of motor vehicles. The layout of this research, which includes secondary qualitative data as well as a variety of topics, has been done to steer the industry in a constructive direction. The overall framework of this research will assist in understanding the hurdles in order to make progress in removing them.

Rezaeinejad, Ismael (2021) When analysing the economic standing of the countries of the world, one of the indicators of development is considered to be the automotive industry. This is due to the automotive industry's value as well as its singular position in the network of industrial production and after-sales service providers. Due to the significant contact that it maintains with both its upstream and downstream chains, this business is regarded as a vital industry. As a result of its central position in the growth and prosperity of production and industry, it plays an important part not only in the expansion of the economy but also in the growth and development of culture. The automobile industry in Iran also has a significant role in the country's economy, accounting for around 4% of the country's total gross domestic product and contributing 20% of the value-added produced by all of Iran's other manufacturing industries combined (GDP). The automotive sector in Iran has been around for half a century, and during that time it has had numerous highs and lows. The issues facing Iran's automotive sector are broken down and relevant solutions are outlined in this article by the author, who also gives an explanation of Iran's automotive industry.

M., Kiran & G., Nandha (2021) Because of the slowdown in the economy and the gross domestic product, the automotive sector is facing a tremendous challenge (GDP). The COVID-19 is having an effect on several industries, including tourism and car fairs. Implementing newly developed technologies like image processing, artificial intelligence, and deep learning, as well as changing basic cars into smart and autonomous vehicles, all contribute to the simplification, ease, and safety of the transportation system. The purpose of the research presented in this paper is to conduct an analysis of the market by making use of sales and production data obtained from the organisation Internationale des Constructeurs

d'Automobiles (OICA) for a variety of regions, as well as to investigate the actions taken to combat the economic downturn brought on by COVID-19 by examining previous instances of a comparable nature, and to discuss the difficulties encountered by smart and autonomous vehicles. The difficulties that autonomous cars encounter in terms of cameras and the processing of collected images and videos are explored in this article. An examination of the sales and production of automobiles reveals the relationship between the market and the GDP and the economy.

Ghosh Chowdhury, Sanchita & Chatterjee, Suhita (2020) In this article, an effort is made to determine which variables have the most impact on the expansion of the vehicle sector in India. Within the scope of this study, a time span of nineteen years is analysed, beginning in 1998 and ending in 2016, for a total of twelve Indian car sector companies. When analysing the effectiveness of the performance of the car industry, the SCP model serves as a useful framework. This study employs panel data analysis to examine the impact of several factors on the growth of the auto industry, as opposed to the bulk of the preceding research, which relied on time-series or cross-sectional studies. Factors such as firm age, labour and capital productivity, promotional strategies, import intensity, fixed asset turnover, and net profit margin were shown to be significant predictors of the growth of India's automobile industry. The data also support the case that industrial policies played a role in the sector's growth throughout this time frame.

Simonazzi, Annamaria & Carreto-Sangines (2020) The automotive industry is through a period of significant transformation at now. The characteristics of an oversaturated market are changing as a result of new social, technological, environmental, and geopolitical challenges. These problems, although pressing, are also throwing open doors for new business opportunities and rivals. As a result of these difficulties, the global value chain between automakers and their suppliers is likely to be reorganised to include both new suppliers and the incumbent suppliers. Because of this, regionalization of industry and the ever-shifting comparative advantages of different countries will be impacted. As a solution to the problems outlined, we explore how shifting global value chains may help.

3. METHODOLOGY

It is the most important aspect of planning. If the design is consistent with the purpose of the study, it will guarantee that the requirements of the customer will be met. "Research in the arrangement, structure, and method of examination considered in order to acquire solutions to research addresses and to control difference," says Kerlinger. "Research in the arrangement, structure, and technology of examination considered in order to control difference." Green and Tull state that "an overview of a study design is the identification of strategies and approaches for acquiring the data that is necessary." It is the overall operating example or system of the enterprise that states what data is to be obtained, where it is to be acquired from, and how it is to be gathered.

4. RESULTS

4.1 ANALYSIS FOR DEALERS

The purpose of the questionnaire was to investigate the opinions of Dealers on the Good Distribution practises of a selection of Pharmaceutical and Automobile firms, such as Automobile and Pharmaceutical. This was done in order to get the recommendations and thoughts of those who responded to the survey. Part A, Part B, and Part C were the three sections that made up the questionnaire respectively. Following is a condensed description of each of these components:

4.1.1 Reliability for Data Collected

Cronbach's alpha (α) was used as the methodology for testing the reliability coefficient. Cronbach's alpha is a frequently used approach for measuring the reliability of a collection of two or more constructs. The alpha coefficient values may vary anywhere from 0 to 1, with higher values suggesting a better level of dependability among the indicators.

Table 4.1 Case Processing Summary for The Dealers

Case Processing Summary			
		N	%
Cases	Valid	200	100.0
	Excluded[a]	0	.0
	Total	200	100.0
a. List wise deletion based on all variables in the procedure.			

According to one possible reading of the data shown in the table 4.1, the total number of cases that were subjected to legitimate exams was two hundred. The total number of cases was two hundred. In which there was not a single instance that was overlooked or disregarded. All of the replies that were gathered from respondents and were guided by the questionnaire were filled out in a methodical manner, and individual attention was given to each of the respondents, as needed, in order to acquire appropriate and verified comments to the concerns.

Table 4.2 Reliability Statistics for the responses of Dealers

Reliability Statistics	
Cronbach's Alpha	**N of Items**
.771	25

Cronbach value for the replies of the 200 people who participated in the research was discovered, as shown in the table that was just shown (Table 4.2), which can be seen above. 771, which is an accurate reflection of the quality of the data and validates around 77 percent of the dependability of the data that was obtained. The Cronbach's a (alpha) coefficient is a significant psychometric instrument or tool that is used to assess the consistency of the data. According to the reliability coefficient, the scale that is used to measure trust and commitment is a reliable instrument. As a result, a wide range of statistical methods may be used and evaluated.

4.1.2 Analysis of Section B Of the Questionnaire

This section includes questions with multiple choice answers, such as "they are dealer of which Pharmaceutical/Automobile-Automobile or Pharmaceutical," "why they are selling product of specific firm," and "how much time does it take for delivery of the goods from the date of purchase." The following questions should be asked using a Likert scale with five points to determine the customer's level of satisfaction with various aspects of the service, including but not limited to the following: communication, availability of product, price quotation, quality and environmentally friendly products, technical assistance, order documentation, delivery (time, reliability, accuracy, and fulfilment), packaging, replacement policy, and priority-based services.

Table 4.3 Frequency table of company's product selling

B1					
		Frequency	**Percent**	**Valid Percent**	**Cumulative Percent**
Valid	Pharmaceutical	51	25.5	25.5	25.5

	Industries				
	Automobile Industries	73	36.5	36.5	62.0
	Both	76	38.0	38.0	100.0
	Total	200	100.0	100.0	

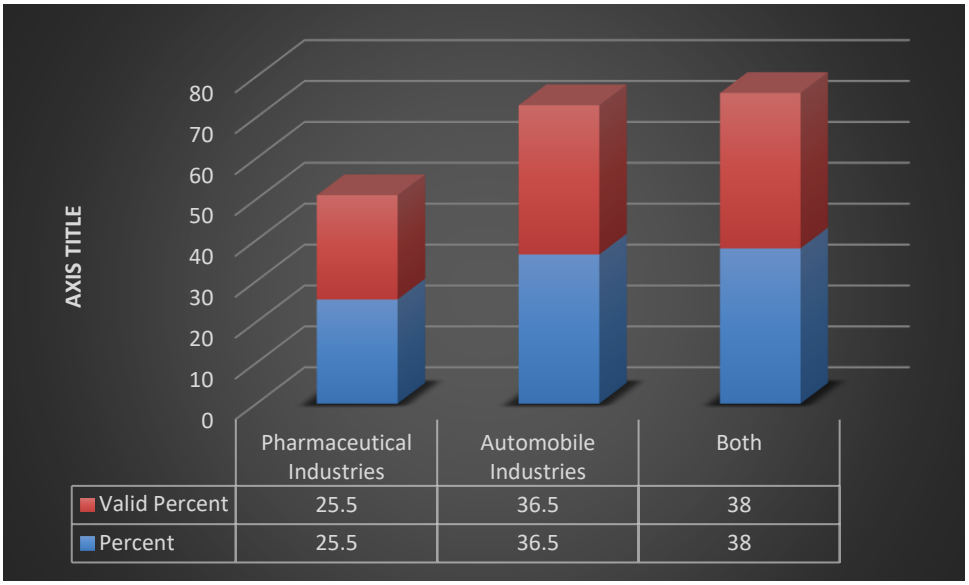

Figure 4.1 company's product selling

According to Table 4.3 and Figure 4.1 on examining the Frequency of product dealers are selling, the Automobile Industries came out on top with 73 (38%), followed by the Pharmaceutical Industries with 51 (25.5%), and the remaining 76 (38%) dealers were selling both products.

Table 4.4 Frequency table of reasons for selling product

B2					
		Frequency	**Percent**	**Valid Percent**	**Cumulative Percent**
Valid	Margin	72	36.0	36.0	36.0
	Demand	55	27.5	27.5	63.5
	Credit policy	22	11.0	11.0	74.5
	Supply	51	25.5	25.5	100.0
	Total	200	100.0	100.0	

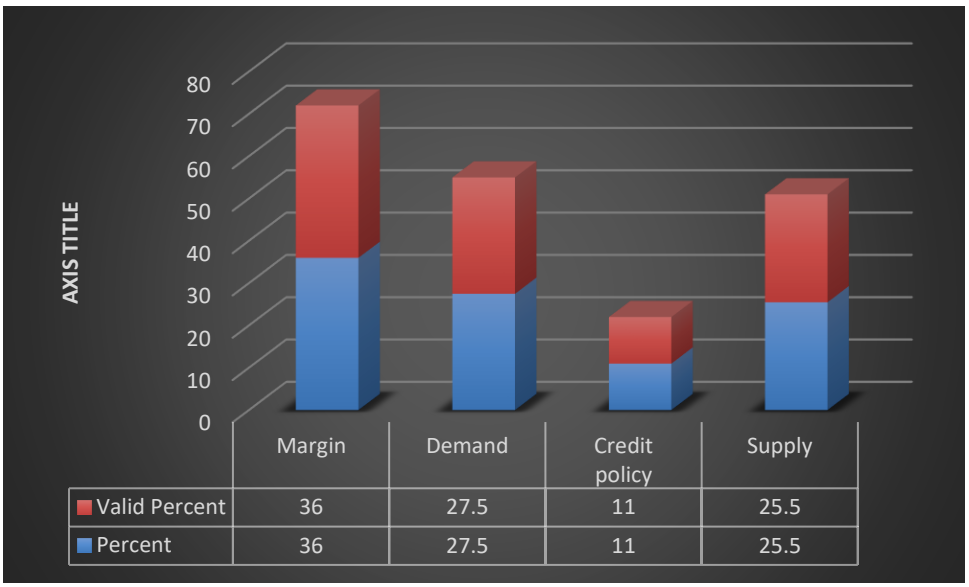

Figure 4.2 Frequency graph of reasons for selling product

According to Table 4.4 and Figure 4.2 on the topic of assessing the Frequency of reason behind selling the product Margin comes out on top with 72 (36%), followed by demand 55(27.5%), and supply 51(25.5%), and the reason that is least favoured is credit policy 22 (11%).

Table 4.5 Frequency table of time delivery of product after ordering

B3					
		Frequency	**Percent**	**Valid Percent**	**Cumulative Percent**
Valid	2-4 hours	51	25.5	25.5	25.5
	6-12 hours	22	11.0	11.0	36.5
	1 to 2 Days	72	36.0	36.0	72.5
	More than 2 days	55	27.5	27.5	100.0
	Total	200	100.0	100.0	

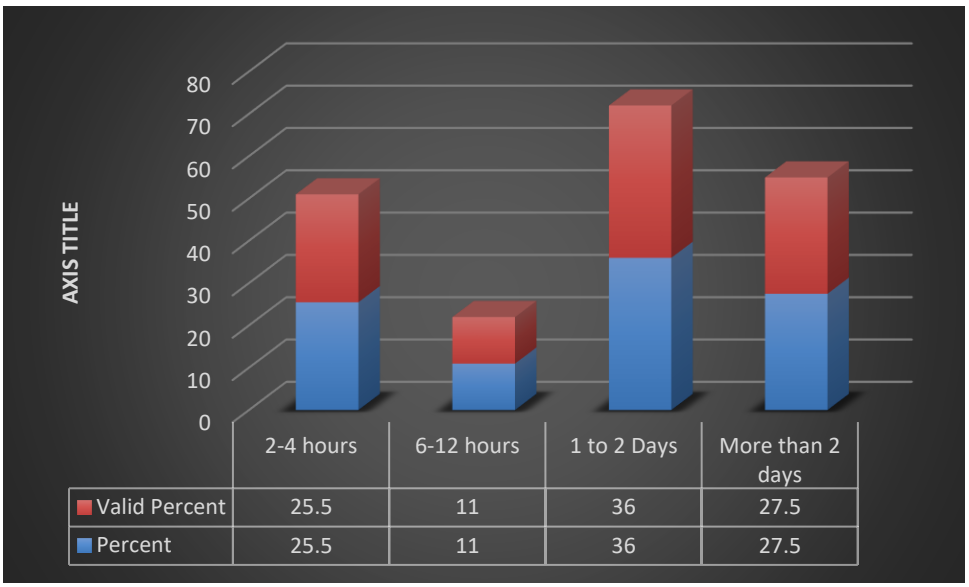

Figure 4.6 time delivery of product after ordering

According to Table 4.5 and Figure 4.13 on the topic of analysing the Frequency of time delivery of product after ordering, 1-2 days 72 (36%) is on the top followed by more than 2 days' time span 55 (27.5%) which is immediately followed by 2-6 hours duration 51 (25.5%), and at the end 6-12 hours 22 (11%).

5. CONCLUSION

This section of the thesis aims to investigate the carry out operation of GDP and identify opportunities for improvements in GDP within the Pharmaceutical and Automobile Industries, with a particular focus on dealer perceptions of the Automobile and Pharmaceutical Industries in Mumbai. In order to accomplish this goal, the data collection was carried out by means of an organised and methodical questionnaire. A questionnaire was given to the respondents with the intention of gaining an idea of their level of familiarity with GDP within the Automobile Industries and Pharmaceutical Industries that are particular to the Pune and Mumbai District of the Mumbai State of India. Questionnaire was very well partitioned into various segments for systematic collection of demographics, respondent's opinion for to look at some of the GDP of the organisations they deal with is collected and analysed at different levels to ascertain the productivity, working strategies, and effectiveness of GDP. This was done through various different statement questions regarding GDP features to the Pharmaceutical/Automobile industry dealers. Questionnaire was very well partitioned into various segments for systematic collection of demographics, respondent's opinion for to look at some of the GDP of the organisations they deal

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