



BIJU PATNAIK INSTITUTE OF INFORMATION TECHNOLOGY
& MANAGEMENT STUDIES, BHUBANEWAR

Semester: 4th Sem. IMBA
Batch : 2022-27
Subject: Organizational Behaviour
Subject Code: 16IMN401

Date: 19/03/2024
Class Test: I
Duration: 1 Hour
Full Marks: 30

Section-A

A. Answer any four from the following questions. (2X4= 8)

- a) Define Organizational Behaviour. Explain how OB is a multidisciplinary subject. CO1
- b) Explain how OB helps in analysing individual and group behaviour. CO1
- c) List down four objectives of studying OB. CO1
- d) Explain the scope of OB. CO1
- e) State the importance of OB (Any 4). CO1

Section-B

B. Answer any two from the following questions. (6x2 =12)

- a) Elaborate Hawthorne studies with the three sets of experiments involved. CO]
- b) Explain the three different models of OB. CO]
- c) Write short notes on: (a) Contingency Approach CO1
- (b) Classical and Operant Conditioning. [CO1]

Section-C

C. Answer any one from the following. (10x1= 10)

- a) Explain the Evolution of OB in details. CO1
- b) Elaborate Fayol's 14 principles of Management. CO2

-: Best of Luck:-



BIJU PATNAIK INSTITUTE OF INFORMATION TECHNOLOGY
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Semester: 4th Sem. IMBA
Batch : 2022-27
Subject: Marketing Management-II
Subject Code: 16IMN402

Date: 19/03/2024
Class Test: I
Duration: 1 Hour
Full Marks: 30

Section-A

A. Answer any four from the following questions. (2X4= 8)

- a) What is marketing? CO1
- b) What is the difference between need and want? Give an example also. CO1
- c) Explain any two demand types. Give an example for each. CO1
- d) What is customer delight? CO1
- e) Only list the tools of marketing mix. CO1

Section-B

B. Answer any two from the following questions. (6x2 =12)

- a) Difference between Marketing and Selling. CO1
- b) Draw Modern Marketing System. CO1
- c) Explain the type of markets. CO1

Section-C

C. Answer any one from the following. (10x1= 10)

- a) Explain the evolution of marketing from Production concept, Product Concept, Selling Concept and Marketing Concept. CO1
- b) Explain Holistic Marketing Concept. CO1

-: Best of Luck:-



BIJU PATNAIK INSTITUTE OF INFORMATION TECHNOLOGY
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Semester: 4th Sem. IMBA
Batch : 2022-27
Subject: Company Law
Subject Code: 16IMN403

Date: 19/03/2024
Class Test: I
Duration: 1 Hour
Full Marks: 30

Section-A

A. Answer any four from the following questions.

(2X4= 8)

- a) Define Resolutions? CO1
- b) What is Nominee Director? CO1
- c) What do you mean by Annual General Meeting? Co1
- d) What is doctrine of Ultra Vires? CO2
- e) What is an OPC? CO2

Section-B

A. Answer any two from the following questions.

(6x2 =12)

- a) Write the difference between MOA and AOA? CO2
- b) What is Allotment of Share and what the general principles regarding Allotment?
CO2
- c) What do you understand by Article of Association? CO1

Section-C

B. Answer any one from the following.

(10x1= 10)

- a) Explain the different types of Company?CO1
- b) What is Share Capital, explain the types of Share Capital?CO2

-: Best of Luck:-



BIJU PATNAIK INSTITUTE OF INFORMATION TECHNOLOGY
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Semester: 4th Sem. IMBA
Batch : 2022-27
Subject: Entrepreneurship & Small Business Management
Subject Code: 16IMN404

Date: 20/03/2024
Class Test: I
Duration: 1 Hour
Full Marks: 30

Section-A

A. Answer any four from the following questions.

(2X4= 8)

- a. What is Entrepreneurship? CO-1
- b. Define the terms: CO1
i) Entrepreneur ii) Enterprise
- c. Why we say an entrepreneur is a problem solver? CO2
- d. What do you mean by Corporate Entrepreneur? CO1
- e. What do you mean by First Generation Entrepreneur? CO1

Section-B

B. Answer any two from the following questions.

(6x2 =12)

- a) Differentiate between an Entrepreneur and a Manager? CO2
- b) What do you mean by Intrapreneur? How will you distinguish intrapreneur from entrepreneur? CO1
- c) Write down the characteristics of entrepreneur? CO1

Section-C

C. Answer any one from the following.

(10x1= 10)

- a) Write down the theories of entrepreneur? CO2
- b) Write down the different types of entrepreneur? CO1

-: Best of Luck:-



BIJU PATNAIK INSTITUTE OF INFORMATION TECHNOLOGY
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Semester: 4th Sem. IMBA
Batch : 2022-27
Subject: Management Accounting
Subject Code: 18MBA105

Date: 20/03/2024
Class Test: I
Duration: 1 Hour
Full Marks: 30

Section-A

A. Answer any four from the following questions. (2X4= 8)

- a) What are the various elements of cost? CO1
- b) What is Sunk Cost? Explain with an example. CO1
- c) Give three points of difference between bin card and stores ledger. CO1
- d) What are the effects of labour turnover? CO2
- e) What is Process Costing? CO2

Section-B

A. Answer any two from the following questions. (6x2 =12)

- B. From the following information, calculate Economic order quantity, the number of orders per year, frequently should orders be placed. Annual Consumption of input 48,000 units, Annual Carrying Cost 12%, Purchase Price of input unit Rs. 25, Ordering Cost per order Rs. 180. CO1
- C. What are the important techniques of Material Control? Explain. CO1
- D. What is Overhead? Explain the different types of overheads. CO2

Section-C

C. Answer any one from the following. (10x1= 10)

- a) The following information has been obtained from the records of Hero Corporation for the period from January 1 to June 30 2021.

Items	January 1, 2021	June 30, 2021
Raw Materials	Rs. 1,30,000	Rs. 25,000
Work-in-Progress	Rs. 12,000	Rs. 15,000
Finished Goods	Rs. 60,000	Rs. 55,000

Transactions during the six months are: Purchase of raw materials Rs. 4,50,000. Wages paid Rs. 2,30,000. Factory Overhead Rs. 92,000, Administration overhead Rs. 30,000, Selling & distribution overheads Rs. 20,000, Sales Rs. 9,00,000.
Prepare Cost Sheet. CO1

- b) From the following particulars you required to (a) Calculate PV Ratio, Break-Even Point and Margin of Safety at this level, where Sales Rs. 80,000, Variable Cost Rs. 40,000, Fixed Cost Rs. 20,000. (b) Calculate the effect of 10% increase in sales price. CO2

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