



**BIJU PATNAIK INSTITUTE OF INFORMATION TECHNOLOGY
& MANAGEMENT STUDIES, BHUBANESWAR**

Semester: 10TH IMBA
Batch: 2019-24
Subject: Industrial Legislations
Subject Code: 16IMN100C

Date : 09.04.2024
Class Test : II
Duration : 1 Hr.
Full Marks : 30

PART-A

- 1. Answer any four out of following questions. (4 x 2 = 8)**
- a) What are the major objectives of Payment of Bonus Act, 1965? CO1
 - b) Define Industrial Disputes as per Industrial Disputes Act, 1947? CO1
 - c) Why do workers join trade union? CO1
 - d) What is ESI? Mention the year of amendment of ESI Act? CO1
 - e) Explain the term "Minimum Wage". CO1

PART-B

- 2. Answer any two questions out of following (2 x 6= 12)**
- a) Enumerate the different forms of Collective Bargaining Process. CO2
 - b) What are the benefits provided by E.S.I. Act? CO2
 - c) Write a note on "Fixation of Wage Periods"? CO1

PART-C

- 3. Answer any one out of following questions. (1 x 10= 10)**
- a) Describe the salient features of Minimum Wages Act, 1948. CO3
 - b) Briefly discuss the mechanism for settling industrial disputes. CO4

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**BIJU PATNAIK INSTITUTE OF INFORMATION TECHNOLOGY
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Semester : 10TH IMBA

Batch : 2019-24

Subject: Mergers & Corporate Restructuring

Subject Code : 16IMN1001B

Date : 09.04.2024

Class Test : II

Duration : 1 Hr.

Full Marks : 30

PART-A

- 1. Answer any four out of following questions. (4 x 2 = 8)**
- a) Define synergy in the context of business mergers. CO3
 - b) Explain the term "reverse merger" in corporate finance. CO4
 - c) Briefly discuss one major cause of M&A failures. CO3
 - d) Define corporate takeover and briefly explain its motivation. CO3
 - e) Discuss the concept of Management Buy Out. CO3

PART-B

- 2. Answer any two questions out of following (2 x 6= 12)**
- a) Discuss the process of identifying and valuing a target company in mergers and acquisitions.
CO3
 - b) Explain the importance of post-merger integration in the success of M&A deals.
CO2
 - c) Discuss the potential advantages and disadvantages of employee buyouts in corporate restructuring.
CO4

PART-C

- 3. Answer any one out of following questions. (1 x 10= 10)**
- 1. Discuss the legal and regulatory requirements specific to mergers and acquisitions in the Indian corporate landscape.
CO3
 - 2. Discuss the challenges and opportunities associated with cross-border mergers and acquisitions for Indian companies.
CO4



**BIJU PATNAIK INSTITUTE OF INFORMATION TECHNOLOGY
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**Semester : 10TH IMBA
Batch : 2020-25
Subject: B 2 B Marketing
Subject Code : 16IMN10001A**

**Date : 09.04.2024
Class Test : II
Duration : 1 Hr.
Full Marks : 30**

PART-A

- 1. Answer any four out of following questions. (4 x 2 = 8)**
- | | |
|---|-----|
| a. What is Original Equipment Manufacturer? | CO1 |
| b. What is Capital Item? | CO1 |
| c. What is forward integration? | CO1 |
| d. Give an example of component part. | CO1 |
| e. Explain Meta Market. | CO1 |

PART-B

- 2. Answer any two questions out of following (2 x 6= 12)**
- | | |
|---|-----|
| a. Difference between Business Marketing and Consumer Marketing | CO1 |
| b. What are the different types of markets? | CO1 |
| c. What are the different types of Industrial Customers? | CO1 |

PART-C

- 3. Answer any one out of following questions. (1 x 10= 10)**
- | | |
|--|-----|
| a. What are the Characteristics of B2B market? | CO1 |
| b. Explain Buyer Grid Matrix. | CO1 |

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**BIJU PATNAIK INSTITUTE OF INFORMATION TECHNOLOGY
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Semester : 10TH IMBA

Batch : 2019-24

Subject: Operations Research Applications

Subject Code : 16IMN803A

Date : 10.04.2024

Class Test : II

Duration : 1 Hr.

Full Marks : 30

PART-A

1. Answer any four out of following questions. (4 x 2 = 8)
- Define Dynamic Programming. CO1
 - Differentiate between linear programming & integer programming. CO1
 - What are the objectives of Routing Problem? CO2
 - What is the service channel used in Queuing Model? CO3
 - How to convert on unbalanced TP to balanced TP? CO2

PART-B

2. Answer any two questions out of following (2 x 6 = 12)
- Write the scope of operations research. CO1
 - A sales man wants to visit the four cities A, B, C & D. The distance in KM from each city to the other cities is given by the table. CO2

	A	B	C	D
A	-	45	15	39
B	40	-	49	39
C	81	31	-	59
D	39	39	35	-

Determine the smallest route covered by the salesman.

- In a factory there are six jobs to persons, each of which should go through two machines A & B in the order AB. The processing time (hrs) for the jobs is given below. Determine the optimal sequence of the job & total elapsed Time (T). CO1

Job	J1	J2	J3	J4	J5	J6
M-A	1	3	8	5	6	3
M-B	5	6	3	2	2	10

PART-C

3. Answer any one out of following questions. (1 x 10 = 10)
- A firm has divided its marketing area into 3 zones. The amount of sales depends upon the number of salesmen in each zone. The firm has been collecting the data regarding sales & sales man in each area over a number of past years. For the next year firm has only 9 salesmen & the problem is to allocate these salesmen to three different zones, so that the total sales are maximum. CO2

No. of salesmen	Zone 1	Zone 2	Zone 3
0	30	35	42
1	45	45	54
2	60	52	60
3	60	52	60
4	79	72	82
5	90	82	95
6	98	93	102
7	105	98	110
8	100	100	110
9	90	100	110

- Find the optimum integer solution to the following LPP. CO1
 $\text{Max } Z = 5x_1 + 8x_2$
 $\text{Stc. } x_1 + 2x_2 \leq 8$
 $4x_1 + x_2 \leq 10$
 $\text{And } x_1, x_2 \geq 0$
 And integer

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