



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

**Semester : 5<sup>th</sup> IMBA**  
**Batch : 2022-27**  
**Subject : Financial Management-I**  
**Subject Code : 16IMN501**

**Date : 04.11.2024**  
**Class Test : II**  
**Duration : 1 Hr.**  
**Full Marks : 30**

**PART-A**

1. **Answer any four out of following questions.** (4 x 2 = 8)  
 a) State any two differences between primary market & secondary market (CO2)  
 b) Discuss the decision criteria of ARR (CO2)  
 c) Formula of cost of equity (CO2)  
 d) State the discounting techniques of capital budgeting (CO2)

**PART-B**

2. **Answer any two questions out of following** (2 x 6= 12)  
 a. XYZ Ltd purchased a machine for Rs. 50000 which is likely to give following cash flow after taxes: (CO2)

Year	PAT (profit after tax)
1	10000
2	12000
3	14000
4	15000
5	13000
6	20000

Find payback period.

- b. Write a short note on relevance theory of capital structure (CO3)

**PART-C**

3. **Answer any one out of following questions.** (1 x 10= 10)  
 a. A company has the following capital structure and after-tax costs for the different sources of funds. (CO3)

Sources of funds	Book value (Rs)	Market value (Rs)	After tax cost (%)
Equity share capital	50000	90000 including retained earnings	15
Retained earnings		10000	15
Preference share capital	25000	25000	10
Debentures	15000	15000	8

You are required to calculate the weighted average cost of capital using market value and book value.

**b. Income statement of Zenith Ltd for the year ended 31<sup>st</sup> March 2005** **Rs**

Sales	10,50,000
Variable cost	767000
Fixed cost	75000
EBIT	208000
Interest	110000
Taxes (30%)	29400
Net income	68600

Calculate and interpret its degree of operating leverage, degree of financial leverage and combined leverage. (CO3)



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**Semester : 5<sup>th</sup> IMBA  
Batch : 2022-27  
Subject : Marketing Management-II  
Subject Code : 16IMN502**

**Date : 04.11.2024  
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 Distribution? CO3
  - b) Who all are the channel members? Only list. CO3
  - c) Draw Zero, One and Two Level distribution. CO3
  - d) Difference between pull and push strategy. CO3
  - e) What is channel conflict? CO3

**PART-B**

- 2. Answer any two questions out of following (2 x 6= 12)**
- a) What is Sales Promotion. CO 4
  - b) What is Advertising? CO 4
  - c) What are the three sources of Credibility to chose a brand ambassador? CO 4

**PART-C**

- 3. Answer any one out of following questions. (1 x 10= 10)**
- a) Explain any 3 methods of Pricing? CO2
  - b) Explain the Steps in Personal Selling. CO 4

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**Semester : 5<sup>th</sup> IMBA**  
**Batch : 2022-27**  
**Subject : Employee Legislations**  
**Subject Code : 16IMN505**

**Date : 04.11.2024**  
**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 Workmen under Factories Act, 1948. CO1
  - b) Define Industrial Disputes? CO1
  - c) What is the role of a conciliation officer in Industrial Disputes? CO2
  - d) What is a hazardous process under Factories Act? CO2
  - e) What is a registered Trade Union? CO2

**PART-B**

2. **Answer any two questions out of following** (2 x 6 = 12)
- a) Discuss the causes of Industrial Disputes and the hierarchy of machineries to redress the same. CO2
  - b) Discuss the rules regarding welfare measures to be taken by the occupier under Factory Act, 1948. CO2
  - c) How far is an employer liable for compensation to a workmen injured by an accident arising out of and in the course of his employment? CO3

**PART-C**

3. **Answer any one out of following questions.** (1 x 10 = 10)
- a) What do you mean by a Trade Union according to a Trade Union Act? What are the conditions to be satisfied to get a trade union registered? CO1
  - b) Enumerate the provisions of Factories Act, 1948 relating to the health and safety of the workers? CO4

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**Semester : 5<sup>th</sup> IMBA  
Batch : 2022-27  
Subject : Operational Management-I  
Subject Code : 16IMN503**

**Date : 05.11.2024  
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 Production Sharing? CO1
  - b) What do you mean by Process? Give an Example. CO2
  - c) What is the difference between Production & Productivity? CO2
  - d) Write-down the objectives & applications of Delphi Technique. CO2
  - e) Why break even analysis is done for Facility Location? CO3

**PART-B**

2. Answer any two questions out of following (2 x 6 = 12)
- a) Discussed the factors that influence Product Design. CO3
  - b) Briefly explain Product Development Life Cycle of an Indian Company. CO3
  - c) Discussed Economic Analysis of Production Process with suitable example. CO2

**PART-C**

3. Answer any one out of following questions. (1 x 10 = 10)
- a) Define technology life cycle. Discuss the various stages of technology life cycle for a multinational company. CO3
  - b) What are the characteristics of good production design? Briefly explain the different approaches to product design. CO3

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**Semester : 5<sup>th</sup> IMBA  
Batch : 2022-27  
Subject : Human Resource Management-I  
Subject Code : 16IMN504**

**Date : 05.11.2024  
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 do you mean by 360-degree appraisal? CO1
  - b) What is Kaizen? CO1
  - c) What is MBO? CO1
  - d) What is TQM? CO1
  - e) What is JIT? CO1

**PART-B**

2. Answer any two questions out of following (2 x 6= 12)
- a) Discuss various forms of employee separation. CO2
  - b) List out the differences between off the job training and on the job training methods. CO2
  - c) .How does an organization does the TNA and what are the phases? CO3

**PART-C**

3. Answer any one out of following questions. (1 x 10= 10)
- a) Does every organization adopt performance appraisal? Justify. Explain the modern methods of Performance Appraisal and also comment which one would you think as the best method and why. CO4
  - b) What do you understand by Training and Development? Measuring the effectiveness of training is more important than training imparted. Justify. CO3