Semester : 1st Sem. MBA
Batch : 2024-26
Subject : MP & OB
Subject Code : MBPC1001

Date : 23.12.2024
Class Test – II
Duration : 1 Hr.
Full Marks : 30

Section- A

1. **Answer any four out of following questions.** [4 x 2 = 8]

   a) What is emotional intelligence, and why is it important in the workplace? [CO1]

   b) Outline the components of attitude? [CO1]

   c) Highlight the differences between leaders and managers? [CO3]

   d) Is conflict always destructive? Comment. [CO3]

   e) Explain various ego states. [CO1]

Section-B

2. **Answer any two questions out of following** [2 x 6= 12]

   a) What are the key stages of group development, and how do these stages affect team effectiveness? [CO3]

   b) How can Herzberg's Two-Factor Theory of Motivation be applied to address employee satisfaction and productivity in the workplace? [CO2]

   c) Explain the concept of the Managerial Grid and how it helps in identifying leadership styles. [CO3]

Section-C

3. **Answer any one out of following questions.** [1 x 10= 10]

   a) What is the importance of traits in personality? Discuss how MBTI theory of personality can be used to assess individual personality. [CO3]

   b) Analyze how perceptual errors can lead to miscommunication and conflict in an organization. How can a manager minimize the negative impact of these errors? [CO4]

All the Best

Semester : 1ˢᵗ Sem. MBA
Batch : 2024-26
Subject : FAA
Subject Code : MBPC1003

Date : 23.12.2024
Class Test – II
Duration : 1 Hr.
Full Marks : 30

Section- A

1.	**Answer any four out of following questions.**	**[4 x 2 = 8]**
a.	Describe Final Account?	[CO2]
b.	Give two examples of direct expenses?	[CO2]
c.	What is over subscription of shares?	[CO3]
d.	What do you understand by convertible preference share?	[CO3]
e.	Explain Ratio Analysis?	[CO4]

Section-B

2.	**Answer any two questions out of following**	**[2 x 6= 12]**
a.	Give classification of Assets with example.	[CO2]
b.	Write down adjustment process of following items in final account	[CO2]

      (i)   Closing stock
      (ii)   Outstanding Expenses
      (iii)   Prepaid Expenses
      (iv)   Accrued Income
      (v)   Depreciation

c.	Explain different types of Share Capital from share issue point of view.	[CO3]

Section-C

3.	**Answer any one out of following questions.**	**[1 x 10= 10]**

a. ABC Ltd. has issued 10,000 equity shares with a face value of Rs.100 each, payable in installments as follows: Rs. 20 on application, Rs. 40 on allotment, Rs. 20 on first call, and Rs. 20 on second and final call. All the shares were fully subscribed, and the amounts for all installments were duly received. Pass the necessary journal entries. [CO3]

b. What is Financial Statement Analysis? Discuss various tools used for analyzing financial statements. [CO4]

All the Best

Semester : 1ˢᵗ Sem. MBA   **Date : 23.12.2024**
Batch : 2024-26   **Class Test – II**
Subject : Marketing Management   **Duration : 1 Hr.**
Subject Code : MBPC1002   **Full Marks : 30**

Section- A

1. **Answer any four out of following questions.**   [4 x 2 = 8]

   a. How are convenience goods different from shopping goods?   [CO3]

   b. What are the buying roles in a family having spouses and two kids while purchasing a smart TV set?   [CO2]

   c. What is brand equity?   [CO4]

   d. Differentiate between fashion and fad.   [CO3]

   e. Explain the meaning of line filling and line modernization.   [CO3]

Section-B

2. **Answer any two questions out of following**   [2 x 6= 12]

   a. What is the meaning of a brand? Discuss Aaker's brand equity model   [CO4]

   b. Explain the consumer decision making process.   [CO2]

   c. What is product mix? Explain the concepts of line, length, width, depth and consistency of product mix.   [CO3]

Section-C

3. **Answer any one out of following questions.**   [1 x 10= 10]

   a. A new smartphone model, the "TechX One," has just been launched by a popular company. Initially, only a few people know about it, but the company starts promoting it heavily on social media and through advertisements. As time passes, more customers start purchasing the phone, and it becomes very popular. However, after a few years, competitors introduce better models with advanced features, and the sales of the TechX One begin to decline. Using the concept of the Product Life Cycle (PLC), explain the different stages that the TechX One went through, and describe the characteristics of each stage based on the situation provided.   [CO3]

   b. What is a "new product"? Discuss the steps in New Product Development process with suitable examples.   [CO3]

All the Best

BIJU PATNAIK INSTITUTE OF INFORMATION TECHNOLOGY & MANAGEMENT STUDIES, BHUBANESWAR

Semester : 1st Sem. MBA
Batch : 2024-26
Subject : Quantitative Techniques
Subject Code : MBQT1001

Date : 24.12.2024
Class Test – II
Duration : 1 Hr.
Full Marks : 30

Section- A

1. **Answer any four out of following questions.**   **[4 x 2 = 8]**
   a) Define LPP.   [CO1]
   b) What is unbalanced transportation problem and How to solve it?   [CO2]
   c) Define Slack & Surplus variables.   [CO1]
   d) What do you mean by feasible region?   [CO1]
   e) Define pivot element.   [CO1]

Section-B

2. **Answer any two questions out of following**   **[2 x 6= 12]**
   a) Obtain an Initial BFS to the following Transportation problem using VAM method? [CO3]

Origin	Destination				Supply
	A	**B**	**C**	**D**	
A	20	22	17	4	120
B	24	37	9	7	70
C	32	37	20	15	50
Demand	60	40	30	110	

   b) Briefly explain the different steps of Graphical Method.   [CO2]

   c) Obtain an Initial BFS to the following Transportation problem using VAM method? [CO3]

Origin	Destination				Supply
	A	**B**	**C**	**D**	
A	100	320	270	400	1500
B	324	370	109	237	1000
C	432	537	204	215	2500
Demand	1000	2000	1000	500	

Section-C

3. **Answer any one out of following questions.**   **[1 x 10= 10]**
   (a) Use the Simplex method to find the maximum value of   [CO3]
   $Z= 2X_1-X_2+2X_3$
   Subject to
   $$2X_1+X_2 \leq 10$$
   $$X_1+2X_2-2X_3 \leq 20$$
   $$X_2+2X_3 \leq 5$$
   Where $X_1 \geq 0$, $X_2 \geq 0$ and $X_3 \geq 0$.

   b) In a bolt manufacturing company five number of highly skilled operator are assigned to five different machines as per the following distribution given below, calculate the total time by using Hungerian methods.   [CO3]

		Operators				
		1	**2**	**3**	**4**	**5**
	M1	9	11	14	11	7
	M2	6	15	13	13	10
	M3	12	13	6	8	8
	M4	11	9	10	12	9
Jobs	**M5**	7	12	14	10	14

All the Best

Semester : 1ˢᵗ Sem. MBA
Batch : 2024-26
Subject : Universal Human Values, Ethics & Environment
Subject Code : MBEV1003

Date : 24.12.2024
Class Test – II
Duration : 1 Hr.
Full Marks : 30

Section- A

1. **Answer any four out of following questions.** [4 x 2 = 8]

   a) Define business ethics. [CO1]

   b) What is ethical Absolutism and Relativism? [CO2]

   c) List two threats to biodiversity caused by business activities. [CO1]

   d) What are the indicators of air pollution? [CO2]

   e) What are the different forms of man-made disaster and natural disaster? [CO1]

Section-B

2. **Answer any two questions out of following** [2 x 6= 12]

   a) Explain how human activity has resulted in environmental degradation. [CO2]

   b) Ethics boost the reputation and return for any business. Comment. [CO3]

   c) HR Department of business organisation should ensure ethics in policies and practices. Discuss. [CO3]

Section-C

3. **Answer any one out of following questions.** [1 x 10= 10]

   a) Critically examine the measures to minimize the effect of pollution due to growth of industries. [CO4]

   b) Explain Kohlberg theory of moral development with suitable examples. Discuss how business organisations can cultivate an ethical culture. [CO3]

All the Best

Semester : 1st Sem. MBA
Batch : 2024-26
Subject : BUSINESS COMMUNICATION
Subject Code : MBPC1002

Date : 24.12.2024
Class Test – II
Duration : 1 Hr.
Full Marks : 30

Section- A

1. **Answer any four out of following questions.** [4 x 2 = 8]

   a. Which reading strategy would you adopt in order to get the main idea of a text? Explain the strategy briefly. [CO2]
   b. What do you mean by "clear articulation"? [CO2]
   c. What is "Active Listening"? [CO2]
   d. What are the three main reading faults? Why are they regarded as faults? [CO2]
   e. What do you mean by "coherence" in a written message? [CO2]

Section-B

2. **Answer any two questions out of following** [2 x 6= 12]

   a. Briefly explain the important rules of Netiquette. [CO4]

   b. As the HR Manager of X Company Ltd., Bhubaneswar, write a memo to all staff, informing them of the change in office timings (please specify the change) with effect from the 1st of January, 2025. [CO4]

   c. Do as directed. (1+1+2+2=6) [CO4]
      i) Mithilesh _____ (leave) the gym before we arrived. (Put in the correct tense form of the bracketed verb.)
      ii) People generally believe that we are honest in our dealings. (Change the voice.)
      iii) She brought the Sociology book from the top shelf with the missing cover. (Correct the error of modifier placement in the sentence.)
      iv) Abhisek likes to play golf, to ride a speed bike, and swimming in the sea. (Edit the sentence for parallel structure.)

Section-C

3. **Answer any one out of following questions.** [1 x 10= 10]

   a. How important is the Resume in the whole recruitment process? What are the strategic points in the Resume that require special attention of the candidates? [CO5]

   b. What is Group Discussion? How can you prepare for GD on a long-term basis? Discuss the Do's and Don'ts of GD. [CO5]

All the Best

Semester : 1ˢᵗ Sem. MBA   Date : 26.12.2024
Batch : 2024-26   Class Test – II
Subject : Mgmt. Lessons from Ancient India   Duration : 1 Hr.
Subject Code : MBEV1005   Full Marks : 30

Section- A

1. **Answer any four out of following questions.**   [4 x 2 = 8]

    a. What leadership qualities did Krishna exhibit during the Kurukshetra war? [CO1]

    b. Difference between Karma yoga & Karma Sanyasa?   [CO1]

    c. How can an Indian-oriented approach help address challenges unique to Indian businesses in a globalized economy?   [CO2]

    d. How does adversity contribute to strategic growth and learning?   [CO2]

    e. How can an Indian-oriented approach help address challenges unique to Indian businesses in a globalized economy?   [CO1]

Section-B

2. **Answer any two questions out of following**   [2 x 6= 12]

    a. Discuss the various principles of management and general administration elaborated In the Arthashstra.   [CO1]

    b. What are the four approaches of motivation according to Arthashastra? Do you think they any relevance to contemporary business community.[CO2]

    c. Elaborate the saptanga theory of the state as discuss in Arthashastra .[CO2]

Section-C

3. **Answer any one out of following questions.**   [1 x 10= 10]

    a. How does Kautilya's Arthashastra define the relationship between the state and the economy? Discuss his views on the role of the king in ensuring economic prosperity and stability.   [CO3]

    b. What does the Bhagavad Gita teach about the importance of self-control and focus in achieving goals?   [CO1]

All the Best

BIJU PATNAIK INSTITUTE OF INFORMATION TECHNOLOGY & MANAGEMENT STUDIES, BHUBANESWAR

Semester : 1ˢᵗ Sem. MBA   Date : 26.12.2024
Batch : 2024-26   Class Test – II
Subject : Entrepreneurship & Legal Environment   Duration : 1 Hr.
Subject Code :   MBEV1004   Full Marks : 30

Section- A

1.   **Answer any four out of following questions.**   [4 x 2 = 8]

   a.   Differentiate between condition & warranty.   [CO1]

   b   Distinguish between Novation and Alteration.   [CO1]

   c.   Explain the difference cross offer & counter offer.   [CO1]

   d.   What is jus in rem and jus in personam?   [CO1]

Section-B

2.   **Answer any two questions out of following**   [2 x 6= 12]

   a.   What is contract? Who can perform the contract?   [CO2]

   b.   Discuss the rights of a minor as a partner.   [CO2]

   c.   What are the rules for valid and legal offer?   [CO2]

Section-C

3.   **Answer any one out of following questions.**   [1 x 10= 10]

   a.   Define the unpaid seller and explain their rights.   [CO1]

   b.   What is consideration? What rules of consideration?   [CO2]

All the Best

Semester : 1ˢᵗ Sem. MBA
Batch : 2024-26
Subject : Managerial Economics
Subject Code : MBEV1001

Date : 26.12.2024
Class Test – II
Duration : 1 Hr.
Full Marks : 30

Section- A

1. **Answer any four out of following questions.** [4 x 2 = 8]

   a) Define the concept of Marginal Rate of Technical Substitution of Capital for Labour. [CO2]
   b) Distinguish between TFC and TVC. [CO2]
   c) Why the short run cost curves are U shaped? [CO2]
   d) What is Marginal Cost? [CO1]
   e) Explain the Law of Increasing Returns to Scale. [CO2]

Section-B

2. **Answer any two questions out of following** [2 x 6= 12]

   a) Explain the various features of Perfect Competition. [CO3]
   b) What is an Isoquant? Explain the various properties of an Isoquant. [CO2]
   c) Fill up the following table [CO3]

Units of Output	TFC	TVC	TC	AC	MC
1	100	50			
2	100	110			
3	100	160			
4	100	130			
5	100	145			
6	100	170			
7	100	210			

Section-C

3. **Answer any one out of following questions.** [1 x 10= 10]

   a) Explain the determination of equilibrium price and output under perfect competition in the short run . [CO3]
   b) Explain the behaviour of production function in the short run. [CO3]

All the Best