BIJU PATNAIK INSTITUTE OF INFORMATION TECHNOLOGY & MANAGEMENT STUDIES, BHUBANEWAR

Estd. 1999

Semester: 1st Sem. MBA
Batch : 2023-25
Subject: Management Principles
Subject Code: 18MBA104

Date: 30/11/2023
Class Test: I
Duration: 1 Hour
Full Marks: 30

Section-A

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

a) What do you understand by management principle?

b) What are the different managerial functions?

c) What are the advantages of Line Organization Structure?

d) Outline the different types of organization structures.

e) What are the essential skills of a manager? Brief the different skills.

Section-B

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

a) Explain the Porter's 5 forces Model with Diagram.

b) "Authority and Responsibility goes hand in hand". Comment.

c) Explain the three levels of Management with its functions and diagram.

Section-C

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

a) Management problems are different under different situations. Comment.

b) Define the term "Management". Give an overview of classical management perspectives. Identify the most important contributors in each of its branches.

-: Best of Luck:-

Estd. 1999

Semester: 1st Sem. MBA
Batch : 2023-25
Subject: Decision Science
Subject Code: 18MBA105

Date: 30/11/2023
Class Test: I
Duration: 1 Hour
Full Marks: 30

Section-A

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

a) The sum of 10 observations is 110 and the sum of square of observations is 2900. Find SD?

b) Find the SD from 1 to 30.

c) Find quartile deviation from the following information:
140, 145,150,155,175,156,169,190,188,177

d) If the Mean and Number of observation in series 1 and in series 2 are 10, 5 and 20, 8 respectively, then find the mean of 13 observations.

e) Find the coefficient of range from the following observations:
X: 12, 22, 15, 10, 18, 30, 28

Section-B

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

a) Find the missing frequency from the following distribution, where median is 146.25 and N=150.

X	100-110	110-120	120-130	130-140	140-150	150-160	160-170	170-180	180-190	190-200
F	4	7	15	?	40	?	16	10	6	3

b) The value of Sphereman's Rank Correlation Coefficient is 2/3 and sum of square of difference between ranks is 55. Find the number of pairs.

c) The means and standard deviations of two brands of light bulbs are given below;

	Bajaj	Phillips
Mean	800hours	770hours
Standard Deviation	100hours	60hours

Calculate a measure of relative dispersion for the two brands and interpret the result.

Semester: 1st Sem. MBA
Batch : 2023-25
Subject: Business Communication
Subject Code: 18MBA106

Date: 30/11/2023
Class Test: I
Duration: 1 Hour
Full Marks: 30

Section-A

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

a) What do you mean by "Grapevine"? How is it useful for a business organization?
b) Mention four qualities of speech, which we miss in written communication.
c) What is horizontal communication? In which ways is it useful for an organization?
d) Correct the following sentences:
   i) The informations sent by you are not sufficient.
   ii) The team captain as well as the players seem worried.
e) Fill in the blanks with the correct form of the verbs given in brackets.
   i) My friend _____ (reach) the station before my train arrived.
   ii) We _____ (do) our homework when the explosion took place.

Section-B

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

a) Write a note on "Active Listening".
b) How is Critical Listening different from Content Listening?
c) Briefly describe any three features of Effective Speaking.

Section-C

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

a) Define Non-verbal communication. Briefly describe the important aspects of Non-verbal communication.

b) "Whether an organization is small or large, it is communication that binds the organization together". Discuss the flow of formal communication in an organization in the light of the above statement.

-: Best of Luck:-

Semester: 1st Sem. MBA
Batch : 2023-25
Subject: Financial Accounting & Analysis
Subject Code: 18MBA107

Date: 01/12/2023
Class Test: I
Duration: 1 Hour
Full Marks: 30

Section-A

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

a) What is accounting?
b) Define Liability with an example.
c) Give two examples of Representative Person Personal Account.
d) Define Ledger and give its format.
e) What do you mean by Journal Proper?

Section-B

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

a) Show the effect of following transactions on Accounting Equation.
    Rajib started business with cash Rs. 2,00,000.
    Purchased furniture for cash Rs. 20,000.
    Purchased goods for cash Rs. 50,000.
    Purchased goods from Surendra Rs. 60,000 on Credit
    Rent Paid Rs. 20,000.
b) Why accounting is called the language of business? Briefly discuss the usefulness of accounting information for different users.
c) Define Subsidiary Book. Discuss various types of subsidiary books.

Section-C

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

a) Discuss in detail the accounting concepts and conventions applied to a business undertaking.
b) Journalise the following transactions in the books of Ganesh for the month of April 2023.
    Apr 1   Ganesh Started business with Cash Rs. 5, 00,000.
    Apr 2   Purchased goods for Cash Rs. 1, 00,000.
    Apr 6   Sold goods for Cash Rs. 1,20,000.
    Apr 9   Purchased goods from Rohan Rs. 1,00,000 on credit.
    Apr 11 Sold goods to Ritesh Rs. 1, 25,000 on credit
    Apr 16 Received Rs. 1,24,000 from Ritesh and allowed him discount of Rs. 1000.
    Apr 17 Paid Rs. 98,000 to Rohan and discount allowed by him Rs. 2000.
    Apr 29 Withdrew Rs. 10,000 for personal use.
    Apr 30 Salary Paid Rs. 5,000.
    Apr 30 Purchased Machinery for cash Rs. 1, 00,000

-: Best of Luck:-

Semester: 1st Sem. MBA

Batch : 2023-25

Subject: Business Law

Subject Code: 18MBA108

Date: 01/12/2023

Class Test: I

Duration: 1 Hour

Full Marks: 30

Section-A

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

a) What is Quasi contract?

b) Which types of contract do not need consideration?

c) Define the term "Goods". What are different types of goods?

d) Write short notes on;

    i) Agency by Estoppel.

    ii) Agency by Holding out.

Section-B

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

a) Briefly explain the condition and warranties implied by law in contract of sale of goods with examples.

b) Define contract of Bailment. Explain to Lagnajeet (your friend) the duties of Bailee as he is bailee in a contract of Bailment.

c) Suresh and his wife Selina want to enter into a contract, Suggest Suresh on exceptions to rules of consideration.

Section-C

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

a) A contract can come to an end in various ways .Explain to Snehasis (A party to a contract) the ways in which it can be terminated.

b) Suggest Avinash (An aggrieved party to a contract) the means of remedy to breach of contract.

-: Best of Luck:-

BIJU PATNAIK INSTITUTE OF INFORMATION TECHNOLOGY & MANAGEMENT STUDIES, BHUBANEWAR

Estd. 1999

Semester: 1st Sem. MBA
Batch : 2023-25
Subject: Business Environment & Ethics
Subject Code: 18MBA109

Date: 01/12/2023
Class Test: I
Duration: 1 Hour
Full Marks: 30

Section-A

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

a) Broadly, what are the different types of Business Environments?
b) Why is Environmental Scanning important to a restaurant like Idly Bhavan? Provide 2 reasons.
c) What are the benefits of digitalization of the Indian economy on the middle class? State two benefits.
d) Are e-commerce, banking apps, and digital payment platforms making Indians more productive or unproductive? Explain briefly.
e) What are the 2 qualitative methods of business forecasting?

Section-B

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

a) Micro Business Environment affects businesses. How is Pantaloons Apparels in Patia square affected by the Micro Business Environment?
b) What are natural disasters? How is technology helping in predicting disasters, thereby minimizing the loss of human life? Cite 2 examples.
c) Do a SWOT analysis of OMFED from the point of view of a customer.

Section-C

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

a) Elon Musk's TESLA of USA is keen to set up an electric vehicle manufacturing plant in India. Using PESTEL analysis, explain why India was chosen instead of Indonesia or Malaysia.

b) Explain how the economic policy of 1991 (ushering in Liberalization, Privatisation, and Globalization) revolutionized the Indian economy. Provide 5 specific examples.

-: Best of Luck:-

Section-A

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

a) Define the concept of cross elasticity of demand.
b) Explain two causes of operation of law of demand.
c) Define the concept of perfectly inelastic demand.
d) From the following information find price elasticity of demand

$$P = Rs20 \quad Q = 10 \text{ Units}$$
$$P1 = Rs25 \quad Q1 = 8 \text{Units}$$

e) From the following equations.Find equilibrium price and quantity

$$Qd = 20 - 10p, \quad Qs = 5p - 40$$

Section-B

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

a) Explain the various factors influencing demand.

b) Define the concept of elasticity of demand. Explain different types of elasticity of demand.

c) Explain the various factors determining the supply.

Section-C

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

a) Explain various methods used for the measurement of price elasticity of demand.
b) What is managerial economics? Explain the scope and importance of managerial economics.

-: Best of Luck:-

Semester: 1ˢᵗ Sem. MBA
Batch : 2023-25
Subject: Marketing Management
Subject Code: 18MBA102

Date: 29/11/2023
Class Test: I
Duration: 1 Hour
Full Marks: 30

Section-A

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

a) Differentiate between marketing and selling.
b) Define green marketing concept.
c) What is the 80-20 principle in marketing?
d) What is marketing myopia?
e) Differentiate between social and societal marketing.

Section-B

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

a) How is production concept different from product concept? Explain with examples.
b) Explain the Bottom of the Pyramid concept.
c) Discuss the consumer decision making process.

Section-C

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

a) Explain the concept of Marketing Mix using suitable examples.

b) As a marketing manager, propose and formulate STP strategy for a fitness health wrist band-cum-watch.

-: Best of Luck:-

Semester: 1st Sem. MBA

Batch : 2023-25

Subject: Organizational Behaviour

Subject Code: 18MBA103

Date: 29/11/2023

Class Test: II

Duration: 1 Hour

Full Marks: 30

Section-A

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

  a) Define Organizational Behaviour.

  b) Discuss scope of OB.

  c) State three limitation of OB.

  d) Individual behaviour Vs. organizational behaviour-Comment.

  e) Explain the concept "Scalar Chain"

Section-B

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

  a) Explain the various models of OB.

  b) What is theoretical framework of OB?

  c) How behavioural study is related to organizational level?

Section-C

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

  a) "OB is a multidisciplinary subject". Defend the statement.

  b) Explain Hawthorn Study and its impact on evolution of OB. .

-: Best of Luck:-