Semester : 5th Sem. IMBA   **Date : 07.11.2025**
Batch : 2023-28   **Class Test : II**
Subject : Financial Management-I   **Duration : 1 Hr.**
Subject Code : 16IMN501   **Full Marks : 30**

Section- A

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

   a) Short note on Zero Coupon Bond   [CO2]
   b) Write a Short note on Financial Leverage   [CO3]
   c) What is degree of Operating Leverage   [CO3]
   d) Short note on Liquidation Value per share   [CO2]
   e) Explain the relationship between Yield and Price of Bond   [CO2]

Section-B

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

   a) From the following selected operating data, determine the degree of operating leverage. Which company has the greater amount of business risk? Why?   [CO3]

	Company A in Rs.	Company B in Rs.
Sales	25,00,000	30,00,000
Fixed Cost	7,50,000	15,00,000
Variable expenses as a percentage of sales are 50% for Firm A and 25% for Firm B

   b) ABC Company sold Rs.1, 000 16% debenture carrying no maturity date to the public 5 years ago. Interest rates since have fallen, so that the debenture of the quality represented by this company are now selling at 14% yield basis. Determine the current indicated market price of the debentures. Would you buy the debentures for Rs.1, 200? Explain your answer.
                                                                          [CO2]
   c) Distinguish between Financial Structure and Capital Structure.   [CO3]

Section-C

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

   a) Your company's share is quoted in the market at Rs.20 currently. The company pays a dividend of Rs.1 per share and investors expect a growth rate of 5% per year. [CO2]
      (i)   Compute the Company's cost of capital.
      (ii)   If the anticipated growth rate is 6% p.a., calculate the indicated market price per share.
      (iii)   If the company's cost of capital is 8% and anticipated growth rate is 5% p.a., calculate the indicated market price, if the dividend of Rs.1 per share is to be maintained.
   b) Critically evaluate the NI and NOI Approach to the capital structure.   [CO3]

All the Best

BIJU PATNAIK INSTITUTE OF INFORMATION TECHNOLOGY & MANAGEMENT STUDIES, BHUBANESWAR

Semester : 5ᵗʰ Sem. IMBA   Date : 07.11.2025
Batch : 2023-28   Class Test : II
Subject : Marketing Management-II   Duration : 1 Hr.
Subject Code : 16IMN502   Full Marks : 30

Section-A

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

   a) What is zero level distribution? Cite an example.   [CO3]

   b) Define direct marketing.   [CO4]

   c) State the meaning of skimming price with an example.   [CO2]

   d) How is advertising different from personal selling?   [CO4]

   e) What do you understand by intensive distribution?   [CO3]

Section-B

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

   a) Discuss the various functions of a distribution channel.   [CO3]

   b) Explain the various steps in setting price of a product.   [CO2]

   c) Differentiate between wholesalers and retailers.   [CO3]

Section-C

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

   a) Discuss the various reasons of channel conflicts. How can channel conflicts be resolved?   [CO3]

   b) You are going to open a new mall in your city. Analyse various communications mix strategies and suggest which of these strategies you will apply to increase your brand visibility and to attract more footfalls to your mall.   [CO4]

All the Best

Semester : 5th Sem. IMBA   Date : 06.11.2025

Batch : 2023-28   Class Test : II

Subject : Employment Legislations   Duration : 1 Hr.

Subject Code : 16IMN505   Full Marks : 30

Section- A

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

    a) What is the primary objective of the Employees' State Insurance Act, 1948? [CO1]

    b) Mention two benefits provided under the ESI Act.   [CO1]

    c) When do certified standing order come into operation?   [CO1]

    d) Define office bearer under Trade Union Act 1926.   [CO1]

    e) How is layoff different from retrenchment?   [CO2]

Section-B

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

    a) Explain the concept of 'arising and out of and in course of employment' in the context of Employees Compensation Act.   [CO1]

    b) Discuss the importance of Standing Orders in maintaining harmonious industrial relations. Include how they reduce ambiguity and industrial disputes.   [CO2]

Section-C

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

    a) A group of workers decides to form a trade union in their company. Explain the process of registration and the conditions required for registration under the Act, [CO3]

    b) A serious conflict arises between workers and management in an automobile plant leading to lockout. Explain how conciliation, arbitration and adjudication mechanisms could resolve the dispute with minimum disruption.   [CO3]

All the Best

Semester : 5ᵗʰ Sem. IMBA **Date : 06.11.2025**
Batch : 2023-28 **Class Test : II**
Subject : Operations Management-I **Duration : 1 Hr.**
Subject Code :   16IMN503 **Full Marks : 30**

Section- A

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

   a) Define a process with suitable example. **[CO2]**
   b) Write-down the application of Delphi technique? **[CO1]**
   c) Differentiate between dependent inventory and independent inventory? **[CO2]**
   d) Write the impact of carrying cost in inventory management. **[CO2]**
   e) Define Kanban production system. **[CO1]**

Section-B

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

   a) A Company uses 1200 units per month of an electronic component each costing Rs. 02. The ordering cost is Rs. 60 per order and the carrying cost is 6% per year on the average inventory.
      i.   Find economic order quantity (EOQ)
      ii. If the company gets 5% discount, if it places single order, should they accept the discount offer. **[CO3]**
   b) The cost information computes by the cost accountant is as follows: **[CO3]**
      Sales = 1, 00,000 units
      Selling price = Rs. 10/unit
      Variable cost = Rs. 06/unit
      Fixed cist = Rs. 60,000/ Annum
      Compute the following:
      i.   Break -Even Point (BEP) in terms of units and value.
      ii. Sales volume to make a profit of Rs. 40,000.
   c) What do you mean by economic analysis of product process? Discuss briefly with suitable examples. **[CO3]**

Section-C

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

   a) What are the objectives and characteristics of good product designing? Also explain different approaches to product designing. **[CO3]**

   b) Briefly explain the "P" System of inventory. Ten items are kept in the inventory. The details regarding the number of items used per annum and price per units are given below. Classify the items in A, B 7 C Class. **[CO3]**

Items No.	101	102	103	104	105	106	107	108	109	110
Annual Usage	200	100	2000	400	6000	1200	120	2000	1000	80
Price	40	360	0.20	20	0.04	0.08	100	0.70	1	400

All the Best

Semester : 5th Sem. IMBA	**Date : 06.11.2025**
Batch : 2023-28	**Class Test : II**
Subject : Human Resource Management-I	**Duration : 1 Hr.**
Subject Code : 16IMN504	**Full Marks : 30**

Section- A

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

   a. How Assessment Centre is useful? [CO2]

   b. What is Layoff? [CO1]

   c. Define Potential Appraisal? [CO1]

   d. What is Halo effect? [CO1]

   e. How Training is different from Development? [CO2]

Section-B

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

   a. Discuss different types of Appraisal methods? [CO3]

   b. How appraisal Errors create huddles in appraisal process, explain? [CO3]

   c. What is the difference between On-the-job training and Off-the-jab training? [CO2]

Section-C

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

   a. Illustrate the importance of TNA in training process in order to development of Human Resource Management. [CO3]

   b. Explain the process of Performance Appraisal and its importance in the Organization. [CO2]

All the Best