

Retail Management

Quiz, IMBA 9th Semester

10 Marks

Answer all MCQs

1. Which is **not** a type of typical retail location?
 - a. Freestanding
 - b. Part of an airport
 - c. Part of Business District
 - d. Part of Shopping Centre

2. Which is **not** part of 7Ps of Retail Management?
 - a. Product
 - b. People
 - c. Presentation
 - d. Proximity

3. What does SKU stand for?
 - a. Systematic Keeping Unit
 - b. Sales Keeping Unit
 - c. Spectacle Keeping Unit
 - d. Stock Keeping Unit

4. Who is responsible for deciding which products a retail store will stock?
 - a. Store Manager
 - b. Merchandizer
 - c. Sales Person
 - d. All the above

5. Which is not a type of store layout?
 - a. Vertical Layout
 - b. Grid Layout
 - c. Racetrack Layout
 - d. Free-Flow Layout

6. What does "retail atmospherics" primarily refer to?
 - a. The weather conditions around a retail store
 - b. The store's pricing and promotional strategies
 - c. The physical and emotional environment created to influence shoppers
 - d. The storage and logistics system of a retailer

7. Which of the following is *not* an element of store atmospherics?
 - a. Inventory Turnover
 - b. Lighting
 - c. Music
 - d. Fragrance

8. Which of the following is *not* a component of the Retail Communication Mix?
 - a. Advertising
 - b. Product Pricing
 - c. Sales Promotion
 - d. Store Layout Design

9. Which tool in the Retail Communication Mix focuses on *short-term incentives* to encourage purchase?
 - a. Public Relations
 - b. Sales Promotion
 - c. Direct Marketing
 - d. Personal Selling

10. Sending personalized product recommendations to customers via SMS is an example of:
 - a. Digital Marketing
 - b. Direct Marketing
 - c. Visual Merchandising
 - d. Advertising

BIJU PATNAIK INSTITUTE OF INFORMATION TECHNOLOGY & MANAGEMENT STUDIES, BHUBANEWAR

Semester: 9th Semester (I-MBA)

Date:

Quiz: Team Dynamics at Work

Total Marks: 10

1. What does team dynamics refer to?

- (a) The physical structure of the office
- (b) The hidden forces that influence how a team behaves and performs
- (c) The hierarchy in a company
- (d) The number of team members

2. Who proposed the “Forming–Storming–Norming–Performing” model of team development?

- (a) Bruce Tuckman
- (b) Elton Mayo
- (c) Henry Mintzberg
- (d) Kurt Lewin

3. Which of the following is NOT a stage in Tuckman’s team development model?

- (a) Forming
- (b) Storming
- (c) Transforming
- (d) Performing

4. The effectiveness of team dynamics largely depends on:

- (a) Age of team members
- (b) Trust, communication, and leadership
- (c) Salary differences
- (d) Office location

5. What is social loafing?

- (a) Overworking in teams
- (b) Slacking when working in groups
- (c) Building social skills
- (d) Team celebration

6. When one or two members dominate discussion and others remain silent, it indicates:

- (a) Healthy participation
- (b) Role imbalance
- (c) Consensus building
- (d) Effective leadership

7. A team member who motivates others and maintains team spirit plays the role of:

- (a) Team Worker
- (b) Specialist
- (c) Resource Investigator
- (d) Completer Finisher

8. Which of the following best describes a dysfunctional team?

- (a) Team members communicate openly
- (b) Conflicts are resolved constructively
- (c) Members avoid accountability
- (d) Everyone understands team goals

9. Constructive conflict in a team leads to:

- (a) More confusion
- (b) Better decision-making
- (c) Lower performance
- (d) Member resignation

10. In virtual teams, maintaining team dynamics is more difficult due to:

- (a) Lack of physical presence
- (b) Too much supervision
- (c) Similar working styles
- (d) Excessive meetings

**Biju Patnaik Institute of Information Technology &
Management Studies, Bhubaneswar**
Quiz Test

Sub: Employee Legislations

Full Mark :

Sem:5th (IMBA)

Reg. No:

1. The Employees' State Insurance Act was enacted in the year:
 - a) 1947
 - b) 1948
 - c) 1952
 - d) 1961

2. The ESI Act provides for:
 - a) Compensation for industrial accidents only
 - b) Health insurance for employees
 - c) Social security to employees in case of sickness, maternity, and employment injury
 - d) Provident fund benefits

3. The ESI Act is administered by:
 - a) Central Government directly
 - b) Employees' Provident Fund Organisation (EPFO)
 - c) Employees' State Insurance Corporation (ESIC)
 - d) Labour Welfare Board

4. The Employees' State Insurance Scheme applies to establishments employing:
 - a) 5 or more persons
 - b) 10 or more persons
 - c) 15 or more persons
 - d) 20 or more persons

5. The wage ceiling for coverage under the ESI Act (as of current rules) is:
 - a) ₹10,000 per month
 - b) ₹15,000 per month
 - c) ₹21,000 per month
 - d) ₹25,000 per month

6. The contribution by the employer under the ESI Act is
7. The contribution by the employee under the ESI Act is
8. Employment injury under the ESI Act means:
 - a) Injury caused outside the workplace
 - b) Injury caused during employment arising out of and in the course of employment
 - c) Injury due to natural calamities
 - d) None of the above
9. Who is the "principal employer" under the ESI Act?
 - a) Employee representative
 - b) Contractor
 - c) Owner or occupier of the factory or head of the department
 - d) Manager of the ESIC branch
10. The ESI Act does **not** apply to:
 - a) Seasonal factories
 - b) Shops
 - c) Hotels
 - d) Educational institutions

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

Quiz Test

Semester: 1st Semester (I-MBA)

Total Marks: 10

Sub: Business Organization

Roll no.:

Name:

Multiple Choice Questions:

1. Which personal quality ensures ethical business practices?
 - a) Dishonesty
 - b) Integrity
 - c) Greed
 - d) Negligence
2. The modern business environment is considered:
 - a) Static
 - b) Dynamic
 - c) Predictable
 - d) Unchanging
3. The **social environment** of business includes:
 - a) Values, beliefs, lifestyle
 - b) Machines and technology
 - c) Tax policies
 - d) Political stability
4. A successful businessman must possess which of the following for future planning?
 - a) Short-term thinking
 - b) Visionary outlook
 - c) Dependency on luck
 - d) Avoidance of research
5. Which of the following is an **example of forest-based industry**?
 - a) Cement
 - b) Plywood
 - c) Iron and steel
 - d) Sugar

6. Cottage industries are usually:
 - a) Large-scale
 - b) Micro industries
 - c) Public sector industries
 - d) Mineral-based
7. Which of the following is an intangible asset for business success?
 - a) Machinery
 - b) Goodwill
 - c) Land
 - d) Capital
8. The first step in starting a successful business is:
 - a) Raising capital
 - b) Identifying opportunities
 - c) Hiring employees
 - d) Advertising
9. A businessman's ability to study the future market conditions is called:
 - a) Risk-taking
 - b) Vision
 - c) Innovation
 - d) Delegation
10. Consumer behavior is influenced mainly by the _____ environment.
 - a) Political
 - b) Social
 - c) Natural
 - d) Legal

QUIZ TEST
IMBA, 5th Semester

Full Marks-10

Name:

Registration No:

Answer all the questions.

1. Mention one objective of HRM.
2. Name any two operative functions of HRM and its meaning.
3. What are the contributions of scientific management in HRM?
4. Give two emerging trends in HRM.
5. Define Human Resource Planning.
6. What are the two main components of job analysis?
7. discuss internal sources of recruitment.
8. State one difference between recruitment and selection.
9. What is the main purpose of employee orientation?
10. What is separation in HRM.



QUIZ Test

Fundamental of Information Technology

1st Sem. IMBA Date :

Name :-

Rollno:-

Attempt all Multiple-Choice Questions:

1. A Database is:
 - A) A collection of unrelated data
 - B) A collection of interrelated data
 - C) A set of programs
 - D) A single file
2. Which one is not a type of database?
 - A) Relational
 - B) Hierarchical
 - C) Network
 - D) Procedural
3. DBMS Languages are used for:
 - A) Data definition and manipulation
 - B) Hardware design
 - C) Software installation
 - D) None
4. A Primary Key is used to:
 - A) Link two tables
 - B) Uniquely identify records in a table
 - C) Store multiple values
 - D) Connect databases
5. ER Model stands for:
 - A) Entity-Relationship Model
 - B) External Record Model
 - C) Entry-Record Model
 - D) None
6. The Testing phase ensures:
 - A) Error-free operation
 - B) More complexity
 - C) Reduced data
 - D) Hardware setup
7. ER Model stands for:
 - A) Entity-Relationship Model
 - B) External Record Model
 - C) Entry-Record Model
 - D) None
8. Advantages of a Database System include:
 - A) Data redundancy
 - B) Centralized control and reduced inconsistency
 - C) Data isolation
 - D) Complexity
9. Which of the following is not a component of a DBMS?
 - A) Hardware
 - B) Software
 - C) Compiler
 - D) Data
10. The Normalization process removes:
 - A) Redundancy
 - B) Security
 - C) Data independence
 - D) Relations

PERFORMANCE MANAGEMENT SYSTEM
QUIZ TEST
9th IMBA

NAME:

Registration No:

1. Jason is a conscientious employee, but he is viewed by most of his co-workers as unfriendly. Jason's supervisor rates him low on the traits "gets along well with others" and "quality of work." Which of the following problems has most likely affected Jason's performance appraisal?
 - a) Central tendency
 - b) Leniency
 - c) Stereotyping
 - d) Halo effect

2. Direct compensation towards the contribution of labour is
 - a) money
 - b) pay
 - c) reward
 - d) wages

3. Balance Score Card acts as a powerful
 - a) Development framework
 - b) Operation framework
 - c) Service framework
 - d) Organizing framework

4. Mr. Ahmed is a cashier and he feels dissatisfied at work. What best justifies this situation?
 - a) His job may not be structured to suit his preferences
 - b) It involves physical toughness
 - c) It requires mental toughness
 - d) It involves too much customer interaction

5. A __ appraisal method combines the benefits of narratives, critical incidents, and quantified scales with specific behavioral examples of good or poor performance.
 - a) Graphic rating scale
 - b) BARS
 - c) MBO
 - d) Narrative

6. You are conducting an appraisal interview with an employee who is satisfactory, but not promotable, which incentive listed below would likely be the least effective for maintaining satisfactory performance in this situation?
 - a) time off
 - b) small bonus
 - c) compliments
 - d) additional professional development

7. Stacey is using a behaviorally anchored rating scale as a performance appraisal tool. She has already asked employees and supervisors to describe critical incidents of effective and ineffective job performance. What should Stacey do next?
 - a) Create a final appraisal instrument
 - b) Develop performance dimensions
 - c) Rank employees from high to low
 - d) Reallocate the incidents

8. When designing an actual appraisal method, the two basic considerations are
 - a) Who should measure and when to measure
 - b) When to measure and what to measure
 - c) What to measure and who should measure
 - d) What to measure and how to measure

9. Which of the following is NOT one of the recommended guidelines for setting effective employee goals?
 - a) Assigning specific goals
 - b) Assigning measurable goals
 - c) Assigning challenging but doable goals
 - d) Administering consequences for failure to meet goals

10. The benchmark of job performance are considered as
 - a) Subjective standards
 - b) Criterion standards
 - c) Performance standards
 - d) Profitability standards



Biju Patnaik Institute of Information Technology & Management Studies

Subject: **Basic Financial Accounting – I**

Subject Code: **IMPC1001**

Stream: **IMBA**

Semester: **1st**

FM: 05

Name: _____

Registration No: _____

Quiz Test

- 1. Cash book records.....**
 - a. Only cash sales.
 - b. All types of cash receipts and payments.
 - c. Only revenue receipts.
 - d. Only capital receipts.

- 2. In a three-column cash book does not exist**
 - a. Cash column
 - b. Bank column
 - c. Petty cash column
 - d. Discount column.

- 3. Which of these transactions will not be recorded in cash book.....**
 - a. Cash received from debtors.
 - b. Cash paid to creditors.
 - c. Salary remained outstanding
 - d. Cash deposited with bank.

- 4. Sales day book records.....**
 - a. All sales.
 - b. All credit sales of manufactured or traded goods.
 - c. All credit sales.
 - d. Only cash sales

- 5. What is used in preparing trial balance?**
 - a. Specialized Journals
 - b. Balance Sheet
 - c. Ledger Accounts
 - d. General Journal



6. Trial balance is used to check the accuracy of.....
- a. Balance sheet balances
 - b. Ledger accounts balances
 - c. Cash flow statement balances
 - d. Income statement balances
7. The ledger column that links the entry with the journal is called as.
- a. J.F column
 - b. L.F column
 - c. Credit column
 - d. Debit column
8. Accounts that have credit balance are closed by using the statement.....
- a. By balance b/d
 - b. By balance c/d
 - c. To balance b/d
 - d. To balance c/d
9. A trial balance is prepared after _____.
- a. Preparation of the financial statement.
 - b. Recording the transactions in the subsidiary books
 - c. Posting it to the ledger is complete
 - d. Posting it to the ledger is complete, and the accounts have been balanced
10. Trial balance is _____
- a. An account
 - b. A statement
 - c. A subsidiary book
 - d. A principal book



BIJU PATNAIK INSTITUTE OF INFORMATION TECHNOLOGY
& MANAGEMENT STUDIES, BHUBANESWAR

QUIZ Test

Fundamental of Information Technology

1st Sem. IMBA Date :

Name :-

Rollno:-

Attempt all Multiple-Choice Questions:

1. In a **Network Database Model**, data are represented by:
 - A) Tables
 - B) Nodes and links (graph)
 - C) Objects
 - D) XML files
2. **Foreign Key** is used to:
 - A) Create indexes
 - B) Enforce referential integrity
 - C) Duplicate data
 - D) Define data types
3. **Advantages of a Database System** include:
 - A) Data redundancy
 - B) Centralized control and reduced inconsistency
 - C) Data isolation
 - D) Complexity
4. The **Database Administrator (DBA)** is responsible for:
 - A) Data security
 - B) Database design
 - C) Performance optimization
 - D) All of the above
5. **Distributed Database** means:
 - A) Data spread across several locations
 - B) Only one central database
 - C) Data stored offline
 - D) None of these
6. The **Feasibility Study** checks:
 - A) Technical, economic, and operational aspects
 - B) Only design feasibility
 - C) Only financial aspects
 - D) None
7. In a **hierarchical database**, data is represented in a:
 - A) Table
 - B) Tree-like structure
 - C) Graph
 - D) Network
8. The **symbols of DFD** are:
 - A) Process, Data Flow, Data Store, External Entity
 - B) Line, Arrow, Box, Triangle
 - C) Graphs only
 - D) None
9. The main **goal of system development** is to:
 - A) Develop cost-effective and efficient information systems
 - B) Reduce teamwork
 - C) Eliminate documentation
 - D) Increase manual work
10. The main goal of **System Planning** is to:
 - A) Identify system requirements
 - B) Test hardware
 - C) Write code
 - D) Train users

