



BIJU PATNAIK INSTITUTE OF IT & MANAGEMENT STUDIES

MBA 3rd SEMESTER

Quiz Test Project Management

1. With necessary graphs discuss in detail Time Cost Trade off: Crashing Heuristic.
2. Let us say Nice Ltd wants to expand its business and so it is willing to invest Rs 10,00,000. The investment is said to bring an inflow of Rs. 1,00,000 in first year, 2,50,000 in the second year, 3,50,000 in third year, 2,65,000 in fourth year and 4,15,000 in fifth year. Assuming the discount rate to be 9%. Let us calculate NPV using the formula.



BIJU PATNAIK INSTITUTE OF INFORMATION TECHNOLOGY
& MANAGEMENT STUDIES, BHUBANEWAR

Semester: 1st Semester (MBA/BA)

Batch: 2025-27

Subject: **UHV**

Name:

Reg. No.:

Date: 04.11.2025

Quiz Test & Surprise Test

Duration:

Full Marks: 5 & 10

Sec: C

1. Which one of these bests defines ethical behaviour?

- a. Acting in a way that benefits oneself, regardless of the consequences for others.
- b. Following the laws of the land, even if they seem unjust.
- c. Acting on a considered judgment based on moral principles.
- d. Completing tasks quickly, even if it means cutting corners.

2. Which of the following is a widely recognized universal value?

- a. Loyalty to one's family
- b. Respect for authority
- c. Human dignity
- d. Ambition

3. Which one explains about society

- a. People living together, in a relationship of mutual fulfilment
- b. People living together, but not in relationship of mutual fulfilment
- c. People living separately, in opposition / struggle
- d. None of the above

4. What does values mean?

- a. working hard day in and day out to achieve something
- b. only thinking of our enjoyment
- c. our actions and attitude by which we know how we live and how we treat others
- d. our believes in life that how can we selfishly enjoy

5. The statement- "Cyclic and mutually enriching production processes" deals with human goal at the level of

- a. Human goal at individual level
- b. Human goal at family level
- c. Human goal at society level
- d. Human goal at nature level

6. The human goal at the level of family is

- a. Prosperity
- b. Fearlessness
- c. Co-existence
- d. Right understanding



BIJU PATNAIK INSTITUTE OF INFORMATION TECHNOLOGY
& MANAGEMENT STUDIES, BHUBANEWAR

7. Justice is

- a. Punishing the culprit and saving the innocent
- b. To protect other human being as they are our relative (to do for them and make them dependent)
- c. ensuring recognition of relationship among human beings, its fulfilment through values leading to mutual happiness
- d. none of the above

8. Ethics is derived from the Greek word _____, which means character or custom.

9. _____ is defined as the feeling of having more than enough physical facilities to fulfil one's needs.

10. _____ is the innate ability to know what is right and acceptable for a human being, independent of external influences.

11. For fulfilment of human being— physical facility, relationship and _____ – all three are necessary.

12. _____ is right evaluation.

13. _____ moral philosophy seeks the greatest good for the greatest number of people.

14. Duty as the fundamental concept of ethics, this view is called _____

15. _____ approach to ethics focuses **Respecting individual dignity and freedom.**

QUIZ TEST : 1ST SEMESTER MBA (2025-27 BATCH) (SECTION – B)

SUBJECT : MANAGEMENT PRINCIPLES & ORGANIZATIONAL BEHAVIOUR (MPOB)

NAME:

ROLL NO:

Q1. The process through which individuals interpret sensory impressions is called:

- a) Perception
- b) Attitude
- c) Cognition
- d) Motivation

Q2. Motivation can be defined as:

- a) External force only
- b) A process that accounts for an individual's intensity, direction, and persistence of effort
- c) Only monetary reward
- d) Psychological pressure

Q3. Emotional Intelligence involves:

- a) Manipulating others' feelings
- b) Understanding and managing one's own and others' emotions
- c) Avoiding emotions at work
- d) Showing empathy only

Q4. Transactional Analysis was developed by:

- a) Sigmund Freud
- b) Eric Berne
- c) Abraham Maslow
- d) Carl Jung

Q5. The three ego states in Transactional Analysis are:

- a) Id, Ego, Superego
- b) Parent, Adult, Child
- c) Leader, Follower, Observer
- d) Thinker, Feeler, Doer

Q6. Attitude has which of the following components?

- a) Cognitive, Affective, and Behavioural
- b) Mental and Physical
- c) Rational and Emotional
- d) Positive and Negative

Q7. Organisational Behaviour (OB) focuses on:

- a) Individual, group, and organizational dynamics
- b) Only employee performance
- c) Financial analysis
- d) Market structure

Q8. The “7-S Framework” was developed by:

- a) McKinsey
- b) C.K. Prahalad
- c) Michel Porter
- d) Elton Mayo

Q9. Which of the following is *not* a managerial function?

- a) Planning
- b) Organising
- c) Negotiating
- d) Controlling

Q10. Who is regarded as the “Father of Modern Management”?

- a) Henry Fayol
- b) Frederick Taylor
- c) Peter F. Drucker
- d) Elton Mayo



BIJU PATNAIK INSTITUTE OF INFORMATION TECHNOLOGY
& MANAGEMENT STUDIES, BHUBANEWAR

Semester: 3rd Semester (MBA/BA)
Batch: 2024-26
Subject: **Total Quality Management**
Name:
Reg. No.:

Date: 31.10.2025
Quiz Test
Duration:
Full Marks: 10
Sec:

Fill in the Blanks [5*1=5 Marks]

1. Any 4 kinds of waste in a Lean Scenario are : _____, _____, _____, _____.
2. Internal Benchmarking is used when _____.
3. _____ are defined as those costs associated with the non achievement of product or service quality as defined by requirements established by the organization and its contracts with customers and society.
4. Toyota Production System (TPS) was originally called as _____ Production.
5. Jidoka means _____.

State True or False [5*1=5 Marks]

6. Institute Training is one among Deming's 14 principles [True / False]
7. Poke Yoke means Automation with Human Touch [True / False]
8. Six sigma is a statistical measure that translates into a target of no more than 3.4 defects per million products and includes customer service. [True / False]
9. The basic idea of kanban is that the flow of work is represented on a large board with different columns. [True / False]
10. Kaizen refers to breakthrough improvements [True / False]

Biju Patnaik Institute of Technology & Management Studies

Surprise QUIZ TEST / MBA-III

RETAIL MANAGEMENT (24MBA102)

Name:

Roll No

Maximum Marks: 10

Time: 10 Minutes

Select the most appropriate answer by putting a tick mark (✓) among the following:
Each question carries equal mark.

1. Which of the following best describes the role of retailing?
 - a) Production of goods
 - b) Distribution of goods to end consumers
 - c) Wholesale of goods
 - d) Exporting goods
2. Which of the following is a multi-brand retail format?
 - a) Shopper's Stop
 - b) Reliance Digital
 - c) Raymond Showroom
 - d) Bata
3. Which of the following is **NOT** a factor influencing retail location decisions?
 - a) Traffic flow
 - b) Visibility
 - c) Product pricing
 - d) Accessibility
4. Merchandise planning primarily involves:
 - a) Managing employees
 - b) Deciding what products to sell, in what quantities, and when
 - c) Designing store layouts
 - d) Creating promotional campaigns
5. A retailer offering many brands of the same product has:
 - a) Broad and shallow assortment
 - b) Narrow and deep assortment

- c) Broad and deep assortment
- d) Narrow and shallow assortment

6. Which of the following best describes assortment management?

- a) Designing the store layout
- b) Selecting the right mix of products to meet customer needs
- c) Managing promotions
- d) Managing retail staff schedules

7. Store layout decisions primarily affect:

- a) Advertising strategy
- b) Customer traffic flow and product exposure
- c) Supply chain logistics
- d) Market segmentation

8. **Planogram** is used for:

- a) Employee scheduling
- b) Store security
- c) Visual representation of product placement
- d) Pricing strategy

9. Which of the following is **not** an element of visual merchandising?

- a) Window displays
- b) Store lighting
- c) Employee uniforms
- d) Inventory management

10. The main objective of visual merchandising is to:

- a) Increase footfall and drive impulse purchases
- b) Reduce operational costs
- c) Improve supply chain efficiency
- d) Reduce staff turnover

**BIJU PATNAIK INSTITUTE OF INFORMATION TECHNOLOGY & MANAGEMENT
STUDIES, BHUBANESWAR
3RD SEMESTER, FINANCE SPECIALISATION-II
SUB- PROJECT APPRAISAL & FINANCING
QUIZ TEST, FULL MARK-10
Date-01/11/2025**

Name: _____, Registration No: _____

1. Commercial Appraisal of a project is otherwise known as:
(A) Market Appraisal
(B) Environmental Appraisal
(C) Technical Appraisal
(D) Economic Appraisal

2. Economic Appraisal of a project related to:
(A) Macro Economic condition
(B) Impact of project on GDP, Employment and standard of living
(C) Potential of the project in economic development
(D) All of the Above

3. Environmental appraisal is assessment of:
(A) Harmful effect of project on environment
(B) Harmful effect of project on locality
(C) Positive impact on society
(D) None of the above

4. Shadow pricing concept is related to:
(A) Determining the price of input which is fairly not available in market
(B) Determining the price of input which is fairly available in market
(C) Actual Price of goods & Services
(D) None of the Above

5. In UNIDO Approach evaluation of project is done on the basis of :
(A) Boarder price.
(B) International price
(C) Domestic price.
(D) All of the above.

BIJU PATNAIK INSTITUTE OF INFORMATION TECHNOLOGY & MANAGEMENT
STUDIES, BHUBANESWAR
3RD SEMESTER, FINANCE SPECIALISATION-II
SUB- PROJECT APPRAISAL & FINANCING
QUIZ TEST, FULL MARK-10
Date-01/11/2025

6. The project is viable when the Benefit Cost Ratio is –
- (A) One
 - (B) One or more than one
 - (C) Less than one
 - (D) None of the above
7. Following are source of finance for a project except
- (A) Call money
 - (B) Equity share
 - (C) Bond
 - (D) Bridge loan
8. In 2024-25 how much % GDP has allotted for infrastructure development in India
- (A) 2.1%
 - (B) 3.4%
 - (C) 2.9%
 - (D) 1.7%
9. Challenges of Infrastructure project includes:
- A. Lack of Fund
 - B. Poor planning
 - C. Natural calamities
 - D. All of the above
10. Following financial institutions are providing project finance except
- A. IDBI
 - B. Gramya Bank
 - C. ICICI
 - D. SIDBI

**BIJU PATNAIK INSTITUTE OF INFORMATION TECHNOLOGY & MANAGEMENT
STUDIES, BHUBANESWAR
3RD SEMESTER, FINANCE SPECIALISATION-1
SUB- PROJECT APPRAISAL & FINANCING
QUIZ TEST, FULL MARK-10
Date-28/10/2025**

Name: _____, Registration No: _____

1. Commercial Appraisal of a project is otherwise known as:
(A) Market Appraisal
(B) Environmental Appraisal
(C) Technical Appraisal
(D) Economic Appraisal
2. Economic Appraisal of a project related to:
(A) Macro Economic condition
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BIJU PATNAIK INSTITUTE OF INFORMATION TECHNOLOGY & MANAGEMENT
STUDIES, BHUBANESWAR
3RD SEMESTER, FINANCE SPECIALISATION-1
SUB- PROJECT APPRAISAL & FINANCING
QUIZ TEST, FULL MARK-10
Date-28/10/2025

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BIJU PATNAIK INSTITUTE OF INFORMATION TECHNOLOGY & MANAGEMENT
STUDIES, BHUBANESWAR
3RD SEMESTER, FINANCE SPECIALISATION-1
SUB- PROJECT APPRAISAL & FINANCING
QUIZ TEST, FULL MARK-10
Date-28/10/2025

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BIJU PATNAIK INSTITUTE OF INFORMATION TECHNOLOGY & MANAGEMENT
STUDIES, BHUBANESWAR
3RD SEMESTER, FINANCE SPECIALISATION-1
SUB- PROJECT APPRAISAL & FINANCING
QUIZ TEST, FULL MARK-10
Date-28/10/2025

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D. SIDBI

Biju Patnaik Institute of Information Technology & Management Studies, Bhubaneswar

QUIZ TEST / MBA- I

MARKETING MANAGEMENT (24MBA102)

Name:

Roll No

Maximum Marks: 10

Time: 10 Minutes

Select the most appropriate answer by putting a tick mark (✓) among the following:
Each question carries equal mark.

1. The marketing concept focuses on:
 - a) Increasing production
 - b) Aggressive selling
 - c) Meeting customer needs
 - d) Minimizing advertising costs
2. Selling is mainly focused on:
 - a) Customer satisfaction
 - b) Long-term relationship
 - c) Pushing products to customers
 - d) Understanding market needs
3. Marketing myopia occurs when a company focuses more on:
 - a) Long-term strategies
 - b) Customer needs
 - c) Product features
 - d) Market trends
4. According to the 80:20 rule in marketing:
 - a) 80% of customers bring 20% of profits
 - b) 20% of products contribute to 80% of inventory
 - c) 80% of sales come from 20% of customers
 - d) 20% of employees complete 80% of tasks
5. The traditional marketing mix includes:
 - a) 3 Ps
 - b) 4 Ps
 - c) 5 Ps
 - d) 7 Ps
6. The bottom of the pyramid market includes:
 - a) High-income individuals
 - b) Middle-class consumers
 - c) Low-income consumers
 - d) Luxury product users

7. Which of the following is part of the *macro* marketing environment?
- a) Competitors
 - b) Suppliers
 - c) Demographics
 - d) Distributors
8. Which of the following is *not* an advantage of market segmentation?
- a) Better understanding of customer needs
 - b) Efficient use of resources
 - c) Mass marketing
 - d) More targeted communication
9. Segmenting a market based on **lifestyle and values** is an example of:
- a) Demographic segmentation
 - b) Geographic segmentation
 - c) Behavioral segmentation
 - d) Psychographic segmentation
10. A **differentiated targeting strategy** involves:
- a) Targeting a single segment only
 - b) Ignoring segmentation
 - c) Offering different products to different segments
 - d) Offering one product to all segments

SERVICES MARKETING – Quiz Test

Duration 15 mins

Full marks : 10 marks

1.are deeds, processes, and performances provided or coproduced by one entity or person for another entity or person.
2. is the environment in which the service is delivered and where the firm and customer interact, as well as any tangible components that facilitate performance or communication of the service.
3.is a framework which reinforces the importance of people in the ability of the firms to keep their promises and succeed in building customer relationships.
4. The marketing components of Services Marketing Triangle are ,
.....
5. is the level of service the customer hopes to receive—the “*wished for*” level of performance. It is a blend of what the customer believes “*can be*” and “*should be*.”
6. is the minimum level of service the customer will accept.
7. *It is the difference between desired service and adequate service.* The extent to which customers recognize and are willing to accept this variation is called the
9. A third type of encounter is the one that occurs *between an employee and a customer in direct contact* is called as.....
10. = Core service + Facilitating Services +
Supplementary Services + Total experience

QUIZ Test

UVHEE

Name:

Reg. No:

1. Which of the following is a sign of prosperity?
 - a) Feeling content with enough physical facilities
 - b) Always desiring more wealth than others
 - c) Competing for social recognition
 - d) Hoarding resources without using them
2. Right Understanding leads to:
 - a) Fear and conflict
 - b) Clarity, harmony, and happiness
 - c) More confusion and stress
 - d) Blind imitation of society
3. Mutual Prosperity means:
 - a) Growth of one person at the cost of another
 - b) Ensuring physical facilities for all in society
 - c) Competing for limited resources
 - d) Ignoring community development
4. In value education,means the process of developing right understanding, right feelings, and right habits in a human being.
5. Right Understanding helps in making decisions based on _____ and not on blind beliefs.
6. Self-exploration in value education means:
 - a) Blindly following traditions
 - b) Checking whether our thoughts and actions are naturally acceptable
 - c) Competing with others for success
 - d) Seeking happiness only through material wealth
7. The main purpose of self-exploration is to:
 - a) Earn more money
 - b) Imitate others' lifestyles
 - c) Achieve right understanding and harmony in life
 - d) Collect more information
8. The foundation of mutual happiness is:
 - a) Mutual distrust

- b) Mutual fear
 - c) Mutual respect and trust
 - d) Mutual competition
9. Natural Acceptance means:
- a) Accepting values because society tells us to
 - b) Accepting something because parents or teachers force us
 - c) Innate acceptance of what is right and fulfilling for self and others
 - d) Accepting anything without questioning
10. Natural Acceptance helps in:
- a) Making temporary choices based on mood
 - b) Achieving harmony and lasting happiness
 - c) Becoming dependent on wealth or position
 - d) Avoiding responsibility

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

QUIZ TEST (10 MARKS)

MBA, 03RD SEMESTER 2024-26 AB

SUBJECT – DERIVATIVES AND RISK MANAGEMENT

FINANCE – 1

DURATION – 30 MINUTES

NAME OF THE STUDENT (IN CAPITAL LETTER ONLY) -

REGISTRATION NUMBER –

1. An investor buys a 4 lots of TATASTEEL futures at Rs. 545 each and sells it at Rs. 447 each. If one contract is 764 shares what is the Profit/ Loss in the transaction?
 - A. Profit Rs. 74,872
 - B. Loss Rs. 74,872
 - C. Profit Rs. 2,99,488
 - D. Loss Rs. 2,99,488
2. What are the types of settlement (s) in forward contracts?
 - A. Physical & Cash
 - B. Cash
 - C. Physical
 - D. There are no settlements in forward contracts
3. In future trading initial margin is paid by :
 - A. Buyer only
 - B. Clearing Member
 - C. Seller only
 - D. Both Buyer & Seller
4. All December 2025 stock Futures contracts traded on NSE will expire on :
 - A. Last Tuesday of Dec 2025
 - B. Last Friday of Dec 2025
 - C. Third Monday of Dec 2025
 - D. Third Thursday of Dec 2025
5. On 1st November, SBI is trading at Rs. 2300. An investor is bearish on the company because of the earnings of last quarter and sells SBI futures at Rs. 2325. He buys back SBI futures at Rs. 2300. What is the Profit / Loss for the investor if 1 lot of SBI is 250 shares?
 - A. Rs.6,250
 - B. Rs. 0
 - C. Rs. (-) 6,250
 - D. Rs. (-) 10,000

6. Which of the following positions has a limited downside ____.

- A. Sell Future
- B. Buy Call Option
- C. Sell Put Option
- D. Sell Stock

7. If a farmer expects to sell his wheat in three months' time in anticipation of a harvest. He wants to hedge his risk, he needs to:

- A. Buy wheat future now
- B. Buy wheat now
- C. Sell wheat now
- D. Sell wheat future now

8. Hedging with stock futures means _____.

- A. Long Security, Short Security
- B. Long Index Future, Short Index Future
- C. Long Security, Short Stock Future
- D. Long Security, Short Index Future

9. A stock is currently selling at Rs. 70. The put option to sell the stock at Rs. 75 costs Rs. 12. What is the time value of the option?

- A. 7
- B. 5
- C. 2
- D. 4

10. An index put option at a strike of Rs.4176 is selling at a premium of Rs. 18. At what index level will it break even for the buyer of the option?

- A. Rs.4,194
- B. Rs.4,196
- C. Rs.4,158
- D. Rs.4,162

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

QUIZ TEST (10 MARKS)

MBA, 03RD SEMESTER 2024-26 AB

SUBJECT – DERIVATIVES AND RISK MANAGEMENT

FINANCE – 2

DURATION – 30 MINUTES

NAME OF THE STUDENT (IN CAPITAL LETTER ONLY) -

REGISTRATION NUMBER –

1. An investor is long 2 contracts of Nifty futures purchased at Rs. 5035 each. The next morning a scam is disclosed of a large company because of which markets sell off and Nifty futures goes down to Rs. 4855. What is the mark to market for the investor? (1 Nifty contract is 50 shares).
 - A. Rs. 18,000
 - B. - Rs. 18,000
 - C. Rs. 12,000
 - D. Rs. 21,000
2. What are the types of settlement (s) in forward contracts?
 - A. Physical & Cash
 - B. Cash
 - C. Physical
 - D. There are no settlements in forward contracts
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 - D. Rs.4,162



Quiz Test on HR Analytics and HRIS

MBA 3rd Sem (2024-2026 Batch)

Date : 13-Aug-25

Full marks : 10

9. What is the purpose of prescriptive analytics in HR?
 - a) To identify patterns and trends in HR data
 - b) To recommend the best course of action based on HR insights for future
 - c) To forecast future HR trends
 - d) To track HR process efficiency
10. What is the primary focus of HR Analytics in workforce planning?
 - a) Identifying top-performing employees
 - b) Determining employee training needs
 - c) Predicting future staffing requirements
 - d) Evaluating employee job satisfaction
11. Which HR Analytics technique can be used to analyze the impact of training programs on employee performance?
 - a) Descriptive analytics
 - b) Diagnostic analytics
 - c) Predictive analytics
 - d) Prescriptive analytics
12. What is the main benefit of using HR Analytics in employee performance evaluations?
 - a) Streamlining the recruitment process
 - b) Identifying top-performing employees
 - c) Reducing employee turnover
 - d) Eliminating the need for performance reviews
13. What does the "absenteeism rate" measure in HR Analytics?
 - a) Employee turnover
 - b) Employee engagement
 - c) The percentage of working hours lost due to employee absence
 - d) Employee training attendance
14. What is the primary focus of HR Analytics in employee engagement analysis?
 - a) Identifying top-performing employees
 - b) Forecasting employee turnover
 - c) Measuring employee job satisfaction
 - d) Evaluating employee productivity
15. What is the purpose of HR Analytics in employee attrition analysis?
 - a) To predict future HR trends
 - b) To forecast employee training needs
 - c) To identify factors contributing to employee turnover
 - d) To analyze employee compensation packages
16. _____ refers to data obtained from the HR department of an organization
 - a. Internal data
 - b. External data
 - c. Both
 - d. None of these



Quiz Test on HR Analytics and HRIS

MBA 3rd Sem (2024-2026 Batch)

Date : 13-Aug-25

Full marks : 10

1. What is HR Analytics?
 - a) A system to manage employee attendance
 - b) The application of data analysis to HR data
 - c) A tool for employee performance evaluation
 - d) A method to automate HR processes
2. Which of the following is the primary goal of HR Analytics?
 - a) Automating HR tasks
 - b) Improving employee engagement
 - c) Enhancing employee training programs
 - d) Making data-driven HR decisions
3. What is the role of data cleaning and preparation in HR Analytics?
 - a) It involves conducting employee surveys
 - b) It ensures data accuracy and consistency
 - c) It predicts future HR trends
 - d) It focuses on employee performance metrics
4. What does predictive analytics in HR aim to achieve?
 - a) Identifying employee training needs
 - b) Forecasting future HR trends and outcomes
 - c) Evaluating employee performance in real-time
 - d) Monitoring HR process efficiency
5. Which HR Analytics approach focuses on understanding "why" certain HR outcomes occur?
 - a) Descriptive analytics
 - b) Predictive analytics
 - c) Prescriptive analytics
 - d) Diagnostic analytics
6. Which HR metric measures the average time taken to fill a job opening?
 - a) Absenteeism rate
 - b) Time to hire
 - c) Employee turnover rate
 - d) Employee engagement score
7. HR Analytics can help identify employee skill gaps through:
 - a) Performance appraisals
 - b) Training and development programs
 - c) Employee engagement surveys
 - d) Onboarding processes
8. What does the "attrition rate" measure in HR Analytics?
 - a) The percentage of employees promoted within a year
 - b) The percentage of employees who left the company voluntarily
 - c) The average number of days employees are absent from work
 - d) The number of employees receiving disciplinary actions



Quiz Test on HR Analytics and HRIS

MBA 3rd Sem (2024-2026 Batch)

Date : 13-Aug-25

Full marks : 10

17. _____ is expected to become an integral part of HR teams
- a. Data scientists
 - b. officers
 - c. Both
 - d. None of these
18. Which of the following is a key metric of HR Analytics?
- a. revenue per employee
 - b. offer acceptance rate
 - c. voluntary turnover rate
 - d. All of these
19. Employee experience that are leading to voluntary attrition
- a. Voluntary turnover rate
 - b. Involuntary turnover rate
 - c. Both
 - d. None of these
20. _____ is the interpretation of data patterns that aid decision-making and performance improvement
- a. Analytics
 - b. HR
 - c. Statistics
 - d. None of these