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

MBA-WORKING PROFESSIONAL

Semester : 2nd Sem. MBA (W.P)

Batch : 2025-27

Subject : Business Analytics

Subject Code : MBPC1008

Date : 15.03.2026

Class Test : I

Duration : 1 Hr.

Full Marks : 30

Section-A

- 1. Answer any four out of following questions. [4 x 2 = 8]**
- a) What is descriptive analytics and why it is required? [CO1]
 - b) How does Business Analytics improve customer experience? [CO1]
 - c) Who is a Business Analyst? Define a Business Analyst. [CO1]
 - d) Define the role of data visualization in managerial decision-making? [CO1]
 - e) What is Business Analytics and Optimization? [CO1]

Section-B

- 2. Answer any two questions out of following [2 x 6= 12]**
- a) Briefly describe the lifecycle of Business Analytics projects, from problem identification to implementation. [CO1]
 - b) What do you understand by data cleaning? How poor data quality can impact business decision making. [CO1]
 - c) Explain the purpose of performance measurement system and how organizations need to define key performance indicators (KPI)? [CO1]

Section-C

- 3. Answer any one out of following questions. [1 x 10= 10]**
- a) What is meant by Data? What are the sources of data that can be fetched? What are the methods of collecting data? Why is Data Warehousing needed? [CO1]
 - b) What is Data Warehousing, and how does it support Business Analytics? Explain with an example. Compare traditional Data Warehouses with modern cloud-based Data Lakes. [CO1]

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**BIJU PATNAIK INSTITUTE OF INFORMATION TECHNOLOGY
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MBA-WORKING PROFESSIONAL

**Semester : 2nd Sem. MBA
Batch : 2025-27
Subject : Corporate Finance
Subject Code : MBPC1004**

**Date : 15.03.2026
Class Test : I
Duration : 1 Hr.
Full Marks : 30**

Section- A

1. Answer any four out of following questions. [4 x 2 = 8]
- a. What is Corporate Finance? [CO1]
 - b. Define Agency Problem. [CO1]
 - c. Outline the concept of “Annuity “with example? [CO1]
 - d. A person invests Rs.2, 00,000 today. How much amount he will after 4 years if rate of interest is 10% per annum? (FVIF = 1.4641) [CO1]
 - e. What do you mean by capital budgeting? [CO2]

Section-B

2. Answer any two questions out of following [2 x 6= 12]
- a. Profit Maximization vs. Wealth Maximization. As finance manager give your view. [CO1]
 - b. Explain Role of Finance manager in global context? [CO1]
 - c. Determine the pay-back period for a project which requires a cash outlay of Rs. 10,000 and generates cash inflows of Rs. 2,000, Rs.4,000, Rs. 3,000 and Rs. 2,000 in the first , second, third and fourth year respectively. [CO2]

Section-C

3. Answer any one out of following questions. [1 x 10= 10]
- a. Explain various functional areas of financial management. [CO1]
 - b. There are two projects A & B. Initial investment of the projects is Rs.70, 000. The cost of capital is 10%. The cash inflows for 5 years are :
Year Project ‘A’ Project ‘B’
1 Rs. 10,000 Rs.50,000
2 Rs. 20,000 Rs.40,000
3 Rs. 30,000 Rs.20,000
4 Rs. 45,000 Rs.10,000
5 Rs. 60,000 Rs.10,000
Determine NPV of above two projects and suggest which one to accept? [CO2]

Year 1 2 3 4 5
PVF@10% .909 .826 .751 .683 .621

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MBA-WORKING PROFESSIONAL

**Semester : 2nd Sem. MBA
Batch : 2025-27
Subject : Human Resource Management
Subject Code : MBPC1006**

**Date : 15.03.2026
Class Test : I
Duration : 1 Hr.
Full Marks : 30**

Section-A

- 1. Answer any four out of following questions. [4 x 2 = 8]**
- a) List out the Scope of Human Resource Management? [CO1]
 - b) Differentiate between Personnel Management & HRM? [CO1]
 - c) What are the main objectives of Strategic HRM? [CO1]
 - d) What do you understand by Yield Ratio? [CO1]
 - e) What is Induction ? [CO1]

Section-B

- 2. Answer any two questions out of following [2 x 6= 12]**
- a) Briefly discuss the various objectives of HRM [CO1]
 - b) Explain different types of selection tests and its importance. [CO2]
 - c) QuickKart Online Services is a growing e-commerce company that sells electronic gadgets and accessories through its website and mobile application. Due to increasing online orders, the company decided to hire a Digital Sales and Support Executive to manage various operational tasks. The management observed that the person in this role will need to update product information on the website, monitor online orders, coordinate with the warehouse team for order dispatch, and respond to customer queries through email and chat. The executive will also be responsible for tracking daily sales reports, managing product inventory updates on the system, and assisting customers in case of order issues or returns. The role requires regular interaction with customers, therefore the employee must be able to communicate clearly and handle customer complaints professionally. Since most of the work involves managing data on the online platform, the employee should have basic knowledge of computers, e-commerce platforms, and MS Excel. The management also prefers candidates who have a degree in business or commerce and minimum three years of experience in online sales or customer service. The salary will be as per the industry standard.
Based on the information given in the case, design Job Description and Job specifications? [CO3]

Section-C

- 3. Answer any one out of following questions. [1 x 10= 10]**
- a) Recruitment is one of the important aspects of HRM. Do you agree? Explain and mention the different sources of Recruitment. [CO2]
 - b) Explain the Human Resource Planning Process in detail. Demonstrate with suitable examples. [CO3]

Registration No.										
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MBA-WORKING PROFESSIONAL

**Semester : 2nd Sem. MBA
Batch : 2025-27
Subject : Business Research
Subject Code : MBQT1002**

**Date : 15.03.2026
Class Test : I
Duration : 1 Hr.
Full Marks : 30**

Section- A

- 1. Answer any four out of following questions. [4 x 2 = 8]**
- a) Define research and its application in business. [CO1]
 - b) Differentiate between primary and secondary data with example. [CO1]
 - c) Write two sources of collecting primary and secondary data each. [CO1]
 - d) What is the importance of literature survey during the process of research. [CO1]
 - e) What do you mean by hypothesis in the context of research. [CO1]

Section-B

- 2. Answer any two questions out of following [2 x 6= 12]**
- a) Explain the scope of business research in detail. [CO2]
 - b) What is sampling? What are its type ? Explain in detail. [CO2]
 - c) What is data processing, editing and cleaning and data representation its importance ? Explain in detail. [CO2]

Section-C

- 3. Answer any one out of following questions. [1 x 10= 10]**
- a) Define research and explain its types in details. [CO3]
 - b) Write down the different steps of research process. [CO3]

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MBA-WORKING PROFESSIONAL

Semester : 2nd Sem. MBA

Batch : 2025-27

Subject : Cost and Management Accounting

Subject Code : MBPC1005

Date : 15.03.2026

Class Test : I

Duration : 1 Hr.

Full Marks : 30

Section-A

1. **Answer any four out of following questions.** [4 x 2 = 8]
- a) State the prime objective of cost accounting. [CO1]
 - b) Explain prime cost & its components. [CO1]
 - c) How cost of production can be determined? [CO1]
 - d) What is a cost sheet and give its complete format? [CO1]
 - e) Define process costing & its applications. [CO1]

Section-B

2. **Answer any two questions out of following.** [2 x 6 = 12]
- a) Classify Cost, Cost Accounting and Cost Accountancy. [CO1]
 - b) What is Job costing & explain its applications? [CO1]
 - c) Give short notes on direct material with examples. [CO1]

Section-C

3. **Answer any one out of following questions.** [1 x 10 = 10]
- a) Define cost accounting & explain its advantages & disadvantages. [CO1]
 - b) Distinguish between Financial Accounting & Cost Accounting. [CO1]

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MBA-WORKING PROFESSIONAL

Semester : 2nd Sem. MBA

Batch : 2025-27

Subject : Management Information System

Subject Code : MBPC1009

Date : 22.03.2026

Class Test : I

Duration : 1 Hr.

Full Marks : 30

Section-A

1. Answer any four out of following questions. [4 x 2 = 8]
- a) Define MIS. [CO1]
 - b) What is Decision Support System? [CO1]
 - c) Define Data and Information. [CO1]
 - d) What are the responsibilities of DBA? [CO1]
 - e) What is Transaction Processing System (TPS)? [CO1]

Section-B

2. Answer any two questions out of following [2 x 6 = 12]
- a. Discuss the benefits of MIS in an organization. [CO1]
 - b. State the main characteristics of a database. [CO1]
 - c. Explain Normalization Process of DBMS. [CO1]

Section-C

3. Answer any one out of following questions. [1 x 10 = 10]
- a) Discuss the different types of Information Systems used at operational, tactical, and strategic levels. [CO1]
 - b) What is data mining? What is role of KDD process in MIS. [CO1]

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MBA-WORKING PROFESSIONAL

**Semester : 2nd Sem. MBA
Batch : 2025-27
Subject : Operations Management
Subject Code : MBPC1007**

**Date : 22.03.2026
Class Test : I
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 operation function? [CO1]
 - b) Differentiate between Manufacturing & Production. [CO1]
 - c) Define Service operation with example. [CO1]
 - d) What do you mean by Capacity Planning? [CO2]
 - e) Define the concept work measurement. [CO1]

Section-B

2. **Answer any two questions out of following** [2 x 6= 12]
- a) An 8-hour work measurement study in a plant reveals the following: Units produced = 320 numbers. Idle time = 15%, Performance rating = 120%. Allowances = 12% of normal time. Determine the standard time per unit produced. [CO2]
 - b) Differentiate between product and service and also explain which one is better with respect to Operation Management. [CO1]
 - c) What is aggregate planning? Explain the strategies of aggregate planning. [CO2]

Section-C

3. **Answer any one out of following questions.** [1 x 10= 10]
- a) Explain the various roles and responsibility of operations manager in service and manufacturing Industry. [CO1]
 - b) What is facility location? Explain the various factors influencing facility location. [CO2]

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MBA-WORKING PROFESSIONAL

**Semester : 2nd Sem. MBA
Batch : 2025-27
Subject : Strategic Management
Subject Code : MBPC1010**

**Date : 22.03.2026
Class Test : I
Duration : 1 Hr.
Full Marks : 30**

Section- A

- 1. Answer any four out of following questions. [4 x 2 = 8]**
- a) Why is ETOP analysis done? [CO2]
 - b) At what level of strategy is the Vision and Mission statement conceptualised and why? [CO2]
 - c) List down each level of strategy in proper logical manner. [CO1]
 - d) What are the benefits of creating Strategic Business Units (SBUs)? [CO3]
 - e) How is Government a “Stakeholder” in a private company? [CO2]

Section-B

- 2. Answer any two questions out of following. [2 x 6= 12]**
- a) Explain how is Strategic Advantage Profile (SAP) useful to highlight an organization’s advantages in its business? [CO1]
 - b) Describe the external micro and macro environmental factors affecting the online banking and financial services scenario in India. [CO2]
 - c) While setting objectives, what are the major issues and considerations taken into account? Furnish industry examples in this regard? [CO2]

Section-C

- 3. Answer any one out of following questions. [1 x 10= 10]**
- a) Describe each stage of the Strategic Management Process in detail and explain how that contributes to effective management at all levels of managerial control. [CO2]
 - b) Present a detail SWOC analysis of any real life business organisation of your choice (name any company in a sector of your choice) and demonstrate how all the SWOC parameters are useful to justify its business. [CO3]

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MBA-WORKING PROFESSIONAL

**Semester : 2nd Sem. MBA
Batch : 2025-27
Subject : Int. to AI
Subject Code : MBPC1011**

**Date : 22.03.2026
Class Test : I
Duration : 1 Hr.
Full Marks : 30**

Section-A

- 1. Answer any four out of following questions. [4 x 2 = 8]**
- a) Is a Calculator AI? Why or Why Not? [CO1]
 - b) Can machine learning replace human intelligence? Why or why not? [CO1]
 - c) Why data quality is critical for building AI systems [CO1]
 - d) What is Unsupervised Learning and Its Types [CO1]
 - e) Explain any three adverse uses of AI in society

Section-B

- 2. Answer any two questions out of following [2 x 6= 12]**
- a) Differentiate between General Artificial Intelligence and Super Artificial Intelligence. [CO1]
 - b) Differentiate Between Machine Learning and Deep Learning. [CO1]
 - c) A bank manager is given a data set containing records of 1000s of applicants who have applied for a loan. How can AI help the manager understand which loans he can approve? Explain. [CO1]

Section-C

- 3. Answer any one out of following questions. [1 x 10= 10]**
- a) Explain deep learning in simple terms. Differentiate Between Machine Learning and Deep Learning [CO1]
 - b) Explain the algorithm and how unsupervised learning uses the K-Means clustering algorithm.

All the Best