

MASTER OF BUSINESS ADMINISTRATION (CBCS - 2022 COURSE)
M.B.A. Sem-IV : WINTER : 2024
SUBJECT: CORPORATE FINANCE

Day : Thursday
Date : 05/12/2024

W-26013-2024

Time : 02:00 PM-05:00 PM
Max. Marks : 100

N.B :

- 1) Attempt **ANY FOUR** questions from Section – I and **ANY TWO** questions from Section - II.
- 2) Figures to the right indicate **FULL** marks.
- 3) Answers to both the sections should be written in the **SAME** answer book.
- 4) Use of non-programmable **CALCULATOR** is allowed.

SECTION - I

- Q.1** What do you mean by Overcapitalization? Discuss causes and remedial measures for Overcapitalization with suitable examples. (15)
- Q.2** Explain the concept of Demerger and Management Buyout (MBO) with appropriate examples. (15)
- Q.3** Define the concept of International Mergers and Acquisitions. Make Recommendations for effective Cross Border Mergers and Acquisitions. (15)
- Q.4** What do you mean by Financial Planning? Discuss factors affecting Financial Planning with suitable examples. (15)
- Q.5** Elaborate the types of Mergers by taking recent examples of Indian Economy. (15)
- Q.6** Write short notes on **ANY TWO** of the following: (15)
- a) Corporate Governance
 - b) Preference Shares
 - c) Joint Venture

SECTION - II

- Q.7** What do you mean by Corporate Finance? Discuss changing role of Corporate Finance in Global Economic Environment. (20)
- Q.8** a) An investor is considering the purchase of a seven year, Rs 1,000 par value bond, bearing a rate of interest of 8 per cent per annum. The investor's required rate of return is 9 per cent. What should be he willing to pay now to purchase the bond if it matures at par? (10)
- b) Ohm Ltd equity share is expected to provide a dividend of Rs 10 after one year, Rs 12 in second year, Rs 12 in third year, Rs 13 in fourth year and Rs 15 in fifth year. The share price after five years is Rs 200. What price would it sell for now if investors required rate of return is 11 percent. (10)

P.T.O.

Q.9

Ram Fertilizers Company is merging with Kiya Petrochemical Company (20) through exchange of shares in proportion of the market value per share. Post-merger Ram Fertilizers Company will be in the existence. The following are the financial data of two companies.

Particulars	Ram Fertilizers	Kiya Petrochemical
Profit after tax (Rs. In crores)	80	60
Number of shares (crores)	10	10
EPS (Rs.)	8	6
Market Value per Share (Rs.)	48	24
Price Earnings ratio (times)	6	4

- For the combined Company (post-merger), you are required to Calculate
- EPS
 - P/E ratio
 - Market Value per Share
 - Number of Shares
 - Total Market Capitalization

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MASTER OF BUSINESS ADMINISTRATION (CBCS - 2022 COURSE)
M.B.A. Sem-IV : WINTER : 2024
SUBJECT: INTERNATIONAL FINANCIAL MANAGEMENT

Day : Tuesday
Date : 03/12/2024

W-26014-2024

Time : 02:00 PM-05:00 PM
Max. Marks : 100

N.B.

- 1) Attempt any **FOUR** questions from Section – I and any **TWO** questions from Section- II
- 2) Figures to the **RIGHT** indicate **FULL** marks.
- 3) Answers to both the sections should be written in **SAME** answer book.

SECTION – I

- Q.1** Explain Pre- shipment Finance and Post- Shipment Finance in detail. (15)
- Q.2** What is International Trade? Discuss the risk involved in International trade. (15)
- Q.3** Explain the following: (15)
i) Factoring ii) Forfeiting
- Q.4** Discuss various tools and techniques of Foreign Exchange Risk Management. (15)
- Q.5** Explain the concept of Foreign Direct Investment and describe the cost and benefits of Foreign Direct Investment. (15)
- Q.6** Write Short Note on Any **TWO** of the following : (15)
a) Bretton Woods System
b) Purchasing Power Parity
c) Suppliers Credit

SECTION – II

- Q.7** Elaborate the steps involved in Letter of Credit mechanism along with the role played by the parties to Letter of Credit (20)
- Q.8** What is the meaning of International Capital Budgeting? Explain Adjusted—(20)
Present Value Model.
- Q.9** Explain the importance and challenges of International Financial Management. (20)

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MASTER OF BUSINESS ADMINISTRATION (CBCS - 2022 COURSE)
M.B.A. Sem-IV : WINTER : 2024
SUBJECT: SALES & DISTRIBUTION MANAGEMENT & B2B

Day : Thursday
Date : 28/11/2024

W-26009-2024

Time : 02:00 PM-05:00 PM
Max. Marks : 100

N.B.:

- 1) Attempt **ANY FOUR** questions from Section – I and **ANY TWO** questions from Section – II.
- 2) Answers to both the sections should be written in **SAME** answer book.
- 3) Figures to the right indicate **FULL** marks.

SECTION – I

- Q.1** What is sales forecasting? Also write down sales forecasting methods. [15]
- Q.2** Define the needs for distribution channels and its types. [15]
- Q.3** Define the role and skills of modern sales manager. [15]
- Q.4** What is Sales Quotas? Explain the types and objectives of sales quotas. [15]
- Q.5** What are some effective sales strategies for reaching new customers in today's digital age? [15]
- Q.6** Write short notes on **ANY TWO** of the following: [15]
- a) Sales Budgeting Process
 - b) Key tasks of wholesalers
 - c) Sales Analysis and Sales Audit

SECTION – II

- Q.7** What are the key characteristics and features of each type of retailer and how do they cater to the needs and preferences of consumers? [20]
- Q.8** What leadership style or approach does the sales management team adopt to inspire and guide the Salesforce? [20]
- Q.9** In what ways can technology be integrated into sales strategies to enhance efficiency and effectiveness? [20]

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SUBJECT: SALES & DISTRIBUTION MANAGEMENT & B2B

Day : Thursday
Date : 28/11/2024

W-26009-2024

Time : 02:00 PM-05:00 PM
Max. Marks : 100

N.B.:

- 1) Attempt ANY FOUR questions from Section – I and ANY TWO questions from Section – II.
- 2) Answers to both the sections should be written in SAME answer book.
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MASTER OF BUSINESS ADMINISTRATION (CBCS - 2022 COURSE)
M.B.A. Sem-IV : WINTER : 2024
SUBJECT: PROJECT MANAGEMENT

Day : Tuesday
Date : 26/11/2024

W-26008-2024

Time : 02:00 PM-05:00 PM
Max. Marks : 100

N.B.:

- 1) Attempt **ANY FOUR** questions from Section – I and **ANY TWO** questions from Section – II.
- 2) Answers to both the section should be written in **SAME** answer book.
- 3) Figures to the right indicate **FULL** marks.

SECTION – I

- Q.1** a) What is project management? Why is it necessary? [08]
b) Explain the process of developing high performance project team. [07]
- Q.2** Explain various leadership styles with their merits and demerits. [15]
- Q.3** What is risk management? Explain various types of risks associated with projects. [15]
- Q.4** What do you mean by quality? Give the importance it. Explain some quality measures with example. [15]
- Q.5** What do you mean by Gantt Chart? Explain the need of Gantt Chart with help of suitable example. [15]
- Q.6** Write short notes on **ANY THREE** of the following: [15]
a) PMI
b) Project management phases
c) Conflict management
d) Risk prioritization

SECTION – II

- Q.7** Draw the activity network diagram and find earliest start time, earliest finish time, latest start time and latest finish time. Also identify critical path. [20]

Activity	Predecessor	Duration (Days)
A	--	4
B	--	8
C	A	6
D	A	7
E	B	8
F	B	9
G	C	5
H	D, E	4
I	E, F	6
J	G, H	9

- Q.8** a) Explain the concept of cost estimation and cost improvement in project budget. [10]
b) Discuss the guidelines for construction of project network diagram and enumerate the differences between PERT and CPM. [10]
- Q.9** Explain the advantages of using project management software. Give the features available in most of the project management software. [20]

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