

**FACULTY OF MANAGEMENT**  
**MBA I - Semester (CBCS) Examination, April / May 2022**

**Subject: Financial Markets and Services**  
**Paper No. MB – 107 (Elective – I)**

**Time: 3 Hours**

**Max. Marks: 80**

**PART – A**

**Note: Answer any five questions.**

**(5 x 4 = 20 Marks)**

1. What is Derivative Market?
2. Who is Debenture Trustee?
3. What is Hire Purchase?
4. What are the Functions of Insurer?
5. What is Factoring?

**PART – B**

**Note: Answer any five questions.**

**(5 x 12 = 60 Marks)**

6. Explain Primary Market and Secondary Markets in detail.
7. What are the types of financial services? Explain in detail.
8. Explain the concept and evolution of Merchant Banking in India.
9. What are the steps in New Issue Management?
10. Explain the Concepts and Classification of Leasing.
11. Explain the Concepts and Characteristics of Hire Purchase.
12. Explain the definition and basic characteristics of Insurance.
13. Explain the recent trends in insurance sector in India.
14. Explain the process of Bill Discounting. What are the problems of Bills Discounting?
15. Explain briefly about Credit Rating agencies in India.

**FACULTY OF MANAGEMENT**  
**MBA I - Semester (CBCS) Examination, April / May 2022**

**Subject: Managerial Communication**  
**Paper No. MB – 107 (Elective - I)**

**Time: 3 Hours**

**Max. Marks: 80**

**PART – A**

**Note: Answer any five questions.**

**(5 x 4 = 20 Marks)**

1. What are the Differences between listening and hearing?
2. What are the Types of reports?
3. What is Kinesics?
4. Define Curriculum Vitae.
5. What are Investor Relations?

**PART – B**

**Note: Answer any five questions.**

**(5 x 12 = 60 Marks)**

6. Discuss in detail the process of Communication.
7. Describe in brief the Barriers to Communication. How can we overcome them?
8. Explain the essentials of an effective Business Letter.
9. Write a proposal to the Principal of your college asking for permission and sanction of funds to go on an educational tour.
10. Explain the features of a good presentation.
11. What elements of non-verbal communication need attention while presenting?
12. If you were to attend for a Job Interview being conducted through a video call, how would you prepare for it? Explain in brief.
13. Explain in brief the Do's and Don'ts of Social Media Communication.
14. Give an overview of media relations in corporate sector.
15. What are the different ways of Managing Govt. Relations? Explain.