

## **BA5011 MERCHANT BANKING AND FINANCIAL SERVICES**

### **IMPORTANT QUESTIONS AND QUESTION BANK**

#### **UNIT-I MERCHANT MARKETING**

##### **2-Marks**

1. Define merchant banking.
2. Give the acronym of SEBI and OTCEI.
3. Who are merchant bankers?
4. What is a stock exchange?
5. What do mean by FEMA?
6. What is the advantage of merchant bank?
7. What is merchant banking?
8. What is primary market?
9. What do you mean by unorganised market?
10. What is project counselling?
11. Define loan syndication.
12. Expand SEBI and FEMA.
13. Name two stock exchange of India.
14. What do you mean by portfolio managers?
15. What is financial deepening and broadening?

##### **13-Marks**

1. Briefly explain the objectives of financial system with suitable examples.
2. Briefly explain the benefits offered by OTCEI to investors with example examples.
3. Explain the major services being offered by merchant bankers.
4. Explain the SEBI guidelines on merchant banking operation in India.
5. Briefly explain about the recent developments and challenges in merchant banking in India.
6. Discuss the advantages of OTCEI to investors and the companies.
7. Explain the function of merchant banking and explain it.
8. Explain the three-tier system of stock exchange of India.
9. Write about institutional structure of merchant banking and explain its elements.
10. Give the meaning and definition of financial system. What is the function of it?

## **UNIT-II ISSUE MANAGEMENT**

### **2-Marks**

1. What is underwriter?
2. What is green shoe option?
3. What is private placement and state its advantages?
4. State the need for marketing of security issues.
5. What is IPO?
6. What is issue management?
7. Define project appraisal.
8. What is capital structure?
9. Define equity shares.
10. What are debentures?
11. Define red herring prospectus.
12. What do you mean by Bought out Deals (BOD)?
13. What is Book Building?

### **13-Marks**

1. Elaborate the pre issue management activities of a merchant banker.
2. Briefly explain about the roles of a merchant banker in project appraisal and designing the capital structure.
3. Explain the factors influencing capital structure decision of a firm.
4. Discuss the post issues activities undertaken by a merchant banker.
5. Discuss the role of underwriters and brokers in the issue management.
6. Explain capital structure and its instrument.
7. Explain about the post-issue management.
8. Explain issue marketing and its steps.
9. Give some details about SEBI guidelines for post-issue management.
10. Explain about the roles of a merchant banker in the appraisal of project.

## **UNIT-III OTHER FEE BASED SERVICES**

### **2-Marks**

1. What is takeover?
2. Define Merger.
3. Distinguish between merger through absorption and merger through consolidation.
4. What is loan syndication?
5. Define E-IPO.
6. What do you understand by Credit syndication?

7. Define absorption
8. What is congeneric merger?
9. What is novation?
10. Define credit rating.
11. Expand CRISIL and ICRA?
12. What do you understand by mutual fund?
13. Who are trustees?
14. What is asset management company?
15. What are gilt funds?

### 13-Marks

1. Explain the needs and functions of credit rating agency.
2. Explain the term mutual funds and briefly explain the factors to be considered before selecting a mutual fund.
3. Put forth your arguments in favour of mergers and acquisitions.
4. Explain the factors that determine the rating profile of a security issue.
5. Describe the steps involved in Merger and Acquisition.
6. Explain the different types of credit rating with suitable examples.
7. What are the types of mergers and also explain the process of mergers? Differentiate merger and Acquisition.
8. Explain in detail about Business Valuation
9. Explain the types of mutual funds.
10. What are all the techniques of investment analysis/performance evaluation of mutual funds?

### UNIT-IV FUND BASED FINANCIAL SERVICES

#### 2-Marks

1. What is leasing?
2. List out the different types of leasing.
3. List down the benefits of hire purchase.
4. What is bulk-factoring?
5. What is the element of leasing?
6. Define angel finance.
7. Write the entities of direct lease.
8. Any four advantages of lease financing.
9. Write any two characteristics of hire purchase?
10. Define contract of sale of goods?

13-Marks

1. Discuss about the recent developments in factoring and forfeiting.
2. Discuss the role of commercial banks in providing financial support through factoring.
3. Give detailed note on different types of leases?
4. Distinguish between lease financing and hire purchase financing.
5. List out and explain the contents of the lease agreement
6. Briefly explain the advantage and disadvantages of lease financing.
7. Mention the main characteristics of hire purchase. How does it differ from finance lease?
8. Explain all the income tax considerations for the lessees?
9. Explain the limitation of lease financing.
10. Explain the types of leasing? what are the advantage & disadvantage of leasing?

UNIT-V OTHER FUND BASED FINANCIAL SERVICES

2-Marks

1. Define venture capital.
2. Mention any two-venture capital industry of India?
3. What is a credit card?
4. What do mean by start-up financing?
5. Who are the parties involved in hire purchase agreement?
6. What is loan consortium?
7. What is last stage financing?
8. What is foreign venture capital?
9. Define bill of exchange.
10. Write a short note on consumer credit.
11. What is the meaning of factoring?
12. What is the meaning of forfeiting?
13. What is real estate financing?
14. What are the factors of real estate finance assistance?

13-Marks

1. Explain the importance of consumer credit in India with suitable examples.
2. Discuss the present status of venture capital financing in India.
3. Classify the different types of credit cards and explain them in detail.
4. Explain the various stages involved in venture capital financing.
5. Enumerate the difference between leasing and hire purchasing.
6. Analyse the major reasons for the emerging popularity of customer credit in India.
7. Explain in detail about the characteristics & importance of venture capital?
8. Explain the types of bills?
9. Sketch the mechanism of factoring. Explain the types of factoring?
10. Explain the facilities and services provided by credit card issues? Discuss.

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