



Roll No. _____

**University of Petroleum Energy Studies
College of Management & Economics Studies
End-semester Examination, April 2017**

Subject : Oil Equity Acquisition and Asset Allocation
Course : MBA (ET)
Course Code : MDSO 843

Semester: IV
Time: 3 hrs
MM: 100

This paper has two pages.

SECTION – A

Write Short Notes/Comment. Each Q carries 10 marks.

Max Marks – 20

- A.1.** Various countries have different fiscal regimes around, your manager has asked you to study these various regimes and brief him on the same. Mention various regimes that is available in the world and suggest which fiscal regime is more optimum for an E&P company
- A.2.** Considering the Oil security policies of US and Japan, recommend various strategies to the Indian government that can be adopted to achieve the oil security (5 points with 3-4 sentences of explanation)

SECTION – B

Write Short Notes/Comment. Each Q carries 12.5 marks.

Max Marks – 50

You are the Vice President (Acquisition) of GJ Pvt Ltd. an Indian E&P company, your chairman wants your organization to invest money in equity oil acquisition in American/African continent and you have been asked to initiate action on the same; Answer the following by keeping the above in mind

- B.1.** Suggest various challenges that you could face during the acquisition phase of the asset (5 points with 2-3 lines of explanation and an example for each point)
- B.2.** What are the various knowledge elements your company should have for equity oil acquisition (5 points with 2-3 lines of explanation)

- B.3.** According to you, is there a need for your Company to invest money on oil assets abroad. Comment with suitable examples from other existing companies (5 points with 2-3 lines of explanation and an example for each point)
- B.4.** Your employees are in a dilemma on Shopping Oil Vs. Equity Oil. What would be your standpoint and how do you strategically differentiate between the two (5 points with 2-3 lines of explanation)

SECTION- C

This Q carries 30 marks.

Max Marks – 30

- C.1.** You are the Vice President (Acquisition) of GJ Pvt Ltd. Your Chairman has asked you to develop a policy for equity oil acquisition overseas. Develop a process and standard operating procedure for your company for equity oil acquisition overseas.