


Model Question Paper-I

Name: Enrolment No:	
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UNIVERSITY OF PETROLEUM AND ENERGY STUDIES
End Semester Examination, December 2018

Course: Financial Advisory Services and Banking Operations

Programme: MBA (International Business)

Time: 03 hrs.

Instructions:

Attempt all **Sections**. **Section A** carries 20 marks. **Section B** carries 50 marks and **Section C** carries 30

Semester: III

Max. Marks: 100

Course Code: INTB 8007

Section A

1.	Explain the Importance of KYC in Credit facilitation.	[5]	CO1
2.	What are Mortgage Backed Securities? Explain the risk involved.	[5]	CO1
3.	Distinction between Retail and Corporate/Wholesale Banking.	[5]	CO2
4.	What is revolving credit? How is it different from term loan?	[5]	CO3


Section B

1.	Explain the importance of Cross Selling in Wealth Management.	[10]	CO3
2.	Explain various classifications of Mutual funds. Explain the concept of NAV.	[10]	CO1,C O2,CO 3
3.	Why you should buy a separate personal accident insurance and Health Insurance policy even if provided by employer.	[10]	CO1,C O2
4.	<p>“E-commerce major Flipkart said it is foraying into the insurance segment after securing a corporate agent license. To begin with, Flipkart has partnered Bajaj Allianz General Insurance to offer customised insurance solutions to power its mobile phone protection programme for all leading mobile phone brands that are sold on its platform, Flipkart said in a statement”. – (Economietimes.com, 2017)</p> <p>Comment on the scope for growth of Insurance market in India.</p>	[10]	CO1,C O2,CO 3
5.	How does a change in Interest and Inflation rate affect Financial Sector?	[10]	CO1,C O2

Section C

1.	<p>“The Reserve Bank of India (RBI), in its 83-year history has not made to the front page news as often as it did in first nine months of 2018, facing questions on its credibility and capability. The year started off with bad news. While RBI was still grappling on the NPA front, LoUs (letters of undertaking) issued by PNB brought attention to a PSU bank with simultaneous questions on RBI’s role as a supervisor”. (Economicstimes.com, 2017)</p> <p>Comment on the recent credit frauds and the role of central bank and commercial banks to mitigate such financial irregularities.</p>	[30]	CO1,C O2,C0 3
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Model Question Paper-II

Name: Enrolment No:			
UNIVERSITY OF PETROLEUM AND ENERGY STUDIES End Semester Examination, December 2018			
Course: INTB 8007– Financial Advisory Services and Banking Operations Programme: MBA (International Business) Time: 03 hrs.			
Semester: III Max. Marks:100			
Instructions: Attempt all Sections . Section A carries 20 marks. Section B carries 50 marks and Section C carries 30			
Section A			
1.	Power of Sale.	[5]	CO1
2.	Explain the concept of NAV.	[5]	CO1
3.	Term Insurance and Whole Life Insurance.	[5]	CO2
4.	What is revolving credit? How is it different from term loan?	[5]	CO3
Section B			
1.	How does Business Cycle affect Financial Sector?	[10]	CO3
2.	Explain various classifications of Mutual funds.	[10]	CO1,C O2,CO 3
3.	Why you should buy a separate personal accident insurance policy even if provided by employer.	[10]	CO1,C O2
4.	<p>“E-commerce major Flipkart said it is foraying into the insurance segment after securing a corporate agent license. To begin with, Flipkart has partnered Bajaj Allianz General Insurance to offer customised insurance solutions to power its mobile phone protection programme for all leading mobile phone brands that are sold on its platform, Flipkart said in a statement”. –(Economictimes.com, 2017)</p> <p>Comment on the scope for growth of Insurance market in India.</p>	[10]	CO1,C O2,C O3
5.	Explain the importance of Cross Selling in Wealth Management	[10]	CO1,C O2

Section C			
1.	<p>“Emboldened by the apparently frictionless merger of the associate banks with SBI, the Ministry of Finance has decided to merge two weak banks with one strong bank, namely, Bank of Baroda, Dena Bank and Vijaya Bank, in the PSB (public sector bank) space. That this should happen exactly 10 years after the Great Recession of 2008, which was triggered by big banks, indicates a certain overconfidence about financial stability in India”. (The Hindubusinessline.com, 2018)</p> <p>Comment on the rational for the merger. Discuss some of the events that led to the merger.</p>	[30]	CO1,C O2,C0 3