

C 24956

(Pages : 2 + 4 = 6)

Name.....

Reg. No.....

FOURTH SEMESTER M.Com. DEGREE EXAMINATION, APRIL 2022

(CBCSS—SDE/Private)

M.Com.

MCM 4C 14—FINANCIAL DERIVATIVES AND RISK MANAGEMENT

(2019 Admission onwards)

Time : Three Hours

Maximum : 30 Weightage

Part A

Answer any four questions.

Each question carries 2 weightage.

1. What are weather derivatives ?
2. Who is a Speculator ?
3. What is short position ?
4. What is VaR ?
5. What is call option ?
6. What do you mean by intrinsic value ?
7. What is interest rate swap ?

(4 × 2 = 8 weightage)

Part B

Answer any four questions.

Each question carries 3 weightage.

8. What do you mean by Risk management ? Explain the process.
9. What are financial derivatives ? Explain the features of financial derivatives.
10. Differentiate between futures and forwards.

Turn over

11. What is margin system ? What are the different types of margins ?
12. Explain the process of hedging through futures.
13. Write a note on the types of members on Futures Exchange.
14. What are Swaps ? What are the different types of swaps ?

(4 × 3 = 12 weightage)

Part C

*Answer any two questions.
Each question carries 5 weightage.*

15. Explain the regulatory framework for the derivatives market in India.
16. What do you mean by derivatives ? Explain the types of derivatives with their characteristics.
17. What do you mean by currency futures ? Explain how currency futures are priced ?
18. Explain the Black-Scholes model for valuation of European call option. How is this different from valuation of put option ?

(2 × 5 = 10 weightage)

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MCM 4C 14—FINANCIAL DERIVATIVES AND RISK MANAGEMENT

(2019 Admission onwards)

[Improvement Candidates need not appear for MCQ Part]

(Multiple Choice Questions for SDE Candidates)

Time : 20 Minutes

Total No. of Questions : 20

Maximum : 5 Weightage

INSTRUCTIONS TO THE CANDIDATE

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MCM 4C 14—FINANCIAL DERIVATIVES AND RISK MANAGEMENT

(Multiple Choice Questions for SDE Candidates)

1. Financial Derivatives include :
 - (A) Stocks.
 - (B) Bonds.
 - (C) Futures.
 - (D) None of these.
2. The buyer in the derivative contract is also known as :
 - (A) Deep in the contract.
 - (B) Middle in the contract.
 - (C) Short in the contract.
 - (D) Long in the contract.
3. Which of the following is potentially obligated to sell an asset at a predetermined price ?
 - (A) Put writer.
 - (B) A call writer.
 - (C) A put buyer.
 - (D) A call buyer.
4. The option contract which gives the buyer the right to buy the underlying asset is :
 - (A) Put option.
 - (B) Call option.
 - (C) European option.
 - (D) Bermudan option.
5. The option contract that can be exercised only at the date of maturity is called :
 - (A) European option.
 - (B) American option.
 - (C) Bermudan option.
 - (D) Call option.
6. The risk arising from counterparty's failure to meet its financial obligation is :
 - (A) Market risk.
 - (B) Liquidity risk.
 - (C) Operation risk.
 - (D) Credit risk.
7. Which measure is used to indicate the maximum loss that an investor could incur on an exposure at a point in time, determined at a certain confidence level :
 - (A) VaR.
 - (B) VaM.
 - (C) VaG.
 - (D) VaK.

8. The difference between option premium and intrinsic value :
- (A) Time value. (B) Intrinsic value.
(C) Money value. (D) Premium.
9. A option that provides a fixed payoff depending on the fulfilment of some condition :
- (A) Asian option. (B) Barrier option.
(C) Binary option. (D) Lookback option.
10. The risk that arises due to adverse movements in the price of a financial asset or commodity :
- (A) Credit risk. (B) Market risk.
(C) Legal risk. (D) Liquidity risk.
11. If the maturity of futures contract mismatches future hedging is known as :
- (A) Short hedge. (B) Delta hedge.
(C) Cross hedge. (D) Imperfect hedge.
12. Which of the following is Non variance based models of computation of VaR ?
- (A) Historical method. (B) Monte carlo simulation.
(C) Delta normal. (D) All the above.
13. The option contract that would lead to zero cash flow if it were exercised immediately :
- (A) At the money option. (B) In the money option.
(C) Out of the money option. (D) None of the above.
14. A swap that pays certain fixed amount if the rate is above or below a certain level :
- (A) Barrier swap. (B) Digital swap.
(C) Chooser swap. (D) Corridor swap.
15. The underlying amount in a swap contract :
- (A) Basis. (B) Notional principle.
(C) Vested amount. (D) Capital.

Turn over

16. The main advantage of using options on futures contracts rather than the futures contracts themselves is that :
- (A) Interest rate risk is controlled while preserving the possibility of gains.
 - (B) Interest rate risk is controlled, while removing the possibility of losses.
 - (C) Interest rate risk is not controlled, but the possibility of gains is preserved.
 - (D) Interest rate risk is not controlled, but the possibility of gains is lost.
17. The amount paid for an option is the :
- (A) Strike price.
 - (B) Premium.
 - (C) Discount.
 - (D) Commission.
18. A disadvantage of a forward contract is that :
- (A) It may be difficult to locate a counterparty.
 - (B) The forward market suffers from lack of liquidity.
 - (C) These contracts have default risk.
 - (D) All of the above.
19. A swap agreement created through the synthesis of two swaps differing in duration for the purpose of fulfilling the specific time frame needed of an investor :
- (A) Forward swap.
 - (B) Roller coaster swap.
 - (C) Amortizing swap.
 - (D) Accreting swap.
20. Standardized futures contracts exist for all of the following underlying assets except :
- (A) Stock indexes.
 - (B) Gold.
 - (C) Common stocks.
 - (D) Treasury bonds.

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M.Com.

MCM 4C 15—INCOME TAX LAW, PRACTICE AND TAX PLANNING—II

(2019 Admission onwards)

Time : Three Hours

Maximum : 30 Weightage

Part A

Answer any four questions.

Each question carries 2 weightage.

1. Explain the term DDT u/s 115-0.
2. What are the advantages of Tax Planning ?
3. What is PFAOP u/s 185 ?
4. Discuss Tax credit for AMT.
5. A company begins to manufacture articles in the previous year 2018-19 in a Special Economic Zone. From the following information determine the amount deductible u/s 10AA of the Income Tax Act, 1961 for the Assessment Year 2022-23 :

₹ (in crore)

(i) Total sale of the company	15
(ii) Total profit of the company	3.5
(iii) Sales of the unit in SEZ	6
(iv) Export sales of the unit in SEZ	4
(v) Profit of the unit in SEZ	1.5

6. Define demerger u/s 2(19AA) of Income Tax Act, 1961.
7. What is Tonnage Tax ?

(4 × 2 = 8 weightage)

Turn over

Part B

Answer any four questions.

Each question carries 3 weightage.

8. Explain the tax considerations related to make or buy decisions.
9. What is the difference between double taxation relief and double taxation avoidance ?
10. Write a note on "Tax incentives to amalgamated company".
11. R V College Co-Operative society Ahmadabad had the following incomes during the year ended 31-3-22 :

(a) Income from college canteen	...	₹ 25,000
(b) Income from merchandise business	...	₹ 75,000
(c) Income from credit facilities given to member's		₹ 9,000
(d) Interest on Government securities		₹ 25,000
(e) Interest on debentures (gross)	...	₹ 10,000
(f) Taxable Income from House Property		₹ 15,000
(g) Dividend (gross) on shares held in another co-operative society		₹ 5,000

Determine the gross total income and the total income of the society for the Assessment Year 2022-23.

12. The directors of a Domestic Company, whose existing capital is ₹ 1 crore all in equity shares., proposes to expand its business for which an additional investment of ₹ 50 lakh would be needed. The entire money can be raised either by issue of Equity shares or by issue of 10 % Debentures. They decide in favour of issue of Equity shares.

As a tax consultant do you approval the proposal ? Assume the rate of return is 20 % and rate of income tax is 26 % including cess.

13. A, B and C are Partners of a firm with equal shares. The Profit and Loss account for the year ended 31.3.2022 shows a net profit of ₹ 2,50,000 after debiting ₹ 6,000 for interest paid to A at 20%, ₹ 40,000 for salary paid to B and ₹ 40,000 for rent of the business premises paid to C. Compute Book profit of the firm. The firm fulfils the conditions of Sec 184.

14. From the following information compute tax payable by Z Ltd. for the Assessment Year 2022-23 :
- | | | |
|---|--|-------------|
| 1 | Total income of the company for the previous year 2021 -22 | ₹ 6, 00,000 |
| 2 | Book profit u/s 115JB of the company for the previous year | ₹ 8, 00,000 |
| 3 | Brought forward credit u/s 115JAA from the Assessment year 2021-22 ... | ₹ 1,50,000 |
- (4 × 3 = 12 weightage)

Part C

*Answer any two questions.
Each question carries 5 weightage.*

15. From the following information compute the tax payable by tonnage tax company for the assessment year 2022-23.
- 1 The company has two qualifying ships. The net tonnage of ship I is 27,749-ton 400Kg, and ship II 16,750-ton 500 kg.
 - 2 Ship I runs for 365 days during the previous year and ship II for 150 days during the previous year.
 - 3 Turnover of core activities ₹ 20 crore.
 - 4 Profit from incidental activities ₹ 5.5 lakhs.

Computation of Taxable Income (For the Assessment year 2022-23).

16. Explain the tax planning in relation to the following :
- (i) In relation to Capital structure.
 - (ii) In relation to Dividend.
 - (iii) In relation to corporate dividend.
17. Teerath Ltd. is a widely held company. It is currently considering a major expansion of its production facilities and the following alternatives are available :

<i>Particulars</i>	Alt-1	Alt-2	Alt-3
	₹	₹	₹
Share capital	10,00,000	20,00,000	50,00,000
14 % Debentures	15,00,000	20,00,000	
18 % Loan from Bank	25,00,000	10,00,000	

Turn over

Expected rate of return before tax is 30 %. Rate of dividend of the company since 2000 has not been less than 22% and date of dividend declaration is 30th June every year. Corporate tax rate is 30%. Which alternative should the company opt with reference to tax planning ?

18. A domestic company in which public are substantially interested submits the following particulars of its income of the Previous Year ended March 31, 2022 :

	Rs.
1 Profits of business after deduction of donations to approved charitable institution	1, 90,000
2 Donation to charitable institution by cheque	30,000
3 Interest on Government securities	10,000
4 Dividend from a domestic company (Gross)	60,000
5 Long-term capital gain	... 50,000
6 Book Profits u/s 115-JB	80,000

During the Financial Year 2021 -22 the company deposited ₹ 15,000 in Industrial Development Bank of India. The company distributed gross dividend of 1,00,000 on 6.12.2021. Compute the taxable income of the company and tax payable by it for the Assessment Year 2022-23.

(2 × 5 = 10 weightage)

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MCM 4C 15—INCOME TAX LAW, PRACTICE AND TAX PLANNING—II

(2019 Admission onwards)

[Improvement Candidates need not appear for MCQ Part]

(Multiple Choice Questions for SDE Candidates)

Time : 20 Minutes

Total No. of Questions : 20

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MCM 4C 15—INCOME TAX LAW, PRACTICE AND TAX PLANNING—II

(Multiple Choice Questions for SDE Candidates)

1. A company is registered in USA and its place of effective management (POEM) is in India.
The Company is _____ in India.
(A) Resident. (B) Non-resident.
(C) Not ordinarily resident. (D) None of the above.
2. What is the exemption limit of income tax in case of a company ?
(A) 2,50,000. (B) 5,00,000.
(C) No exemption limit. (D) 10,00,000.
3. Section 115JB relates to _____.
(A) Securities Transaction Tax. (B) Maximum Alternative Tax.
(C) Minimum Alternative Tax. (D) Surcharge.
4. Rate of MAT applicable to companies is _____.
(A) 15 %. (B) 30 %.
(C) 17.5 %. (D) 18.5 %.
5. Tonnage tax system is exclusively intended to _____.
(A) Joint stock Companies. (B) Partnership firms.
(C) Shipping companies. (D) IT Companies.
6. Additional depreciation to plant and machinery is chargeable at the rate of _____.
(A) 10 %. (B) 20 %.
(C) 15 %. (D) 5 %.
7. Which one of the following statements is not correct with reference to the assessment of firms ?
(A) All partnership firms formed under the Indian partnership Act 1932 are assessed as firms under Income tax Act 1961.
(B) Income of a firm is taxable at a flat rate of 30% without any exemption.
(C) Partners share in the income of the forms is not chargeable to tax in the hands of partners.
(D) Remuneration paid to partners of a firm (Assessed as such) is allowed as deduction subject to statutory limit.

8. A partnership firm can be assessed as such (PFAS) if it fulfills the conditions of :
- (A) Sec 184. (B) Sec 185.
(C) Sec 186. (D) Sec 183.
9. Share of profit of a partner from a firm assessed under section 184 is :
- (A) Taxable under the head business or profession.
(B) Exempted from tax in his hands.
(C) Taxable under business or profession but rebate allowable.
(D) Taxable under the head income from other sources.
10. The amount of excess remuneration allowed to working partners than the allowable limit from a firm assessed under section 184 :
- (A) Should be added to partner's individual income for computing total income.
(B) Should be added to partner's individual total income and rebate is applicable on that income.
(C) Should not be added to partner's individual total income.
(D) None of the above.
11. Under the Income-tax Act, 1961, LLP is chargeable to tax @ _____.
- (A) 30% +Health &Edu.Cess or AMT@18.5% +Health & Edu Cess.
(B) 30% + Health &Edu.Cess or AMT @ 18.5%.
(C) 30% Health &Edu.Cess or MAT@ 18.5% + Health &Edu.Cess.
(D) 30% Health &Edu.Cess or MAT@ 18.5%.
12. When an Indian company holds 30% of the nominal value of equity capital of a foreign company, the amount of dividend received from the foreign company in the hands of the Indian company is :
- (A) Exempt from Tax. (B) Taxable @ 15 %.
(C) Taxable @ 10 %. (D) Taxable @ 30%.
13. The rate of depreciation chargeable on temporary erections and wooden structures for the AY 2021-22 is :
- (A) 25 %. (B) 100 %.
(C) 40 %. (D) 50 %.

Turn over

14. As per section 139(I), a company shall have to file return of income :
- (A) When its total income exceeds Rs. '2,50,000.
 - (B) When its total income exceeds the maximum amount which is not chargeable to income tax.
 - (C) In all cases irrespective of any income or loss earned by it.
 - (D) In all cases irrespective of any income earned by it.
15. While computing business income, which of the following is inadmissible ?
- (A) Reserve for bad debts.
 - (B) Doubtful debt.
 - (C) Actual bad debts.
 - (D) All of the above.
16. Under which the work of a doctor is covered ?
- (A) Trade.
 - (B) Business.
 - (C) Profession.
 - (D) None of these.
17. For how many assessment years unabsorbed depreciation can be carried forward for set-off ?
- (A) 5 years.
 - (B) 7 years.
 - (C) 8 years.
 - (D) Unspecified years.
18. LLP means _____.
- (A) Limited liability persons.
 - (B) Liability limited partners.
 - (C) Limited liability partnership.
 - (D) None of these.
19. Tax liability of AOP is depends on _____.
- (A) The share of members and is status (known or not).
 - (B) Maximum marginal rate.
 - (C) Rate applicable to the individual assessee.
 - (D) None of the above.
20. Corporate tax for a domestic company with annual turnover up to 400 crore in Previous year is _____.
- (A) 15 %.
 - (B) 25 %.
 - (C) 30 %.
 - (D) 35 %.

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**FOURTH SEMESTER M.Com. DEGREE (CBCSS—SDE/PRIVATE)
EXAMINATION, APRIL 2022**

M.Com.

MCM 4C 16—BUSINESS TRENDS IN INDIAN ECONOMY

(2019 Admission onwards)

Time : Two Hours

Maximum : 18 Weightage

Answer any six questions.

Each question carries 3 weightage.

1. Can Indian Economy be termed as a Developing Economy ? Enumerate.
2. What is MSME ? Discuss its characteristics.
3. What is meant by Digital Economy ? Explain its key features.
4. Discuss on Globalization and its impact on Indian Economy along with advantages and challenges.
5. High net worth individuals are a boon to a start-up. Discuss.
6. What are SEZ's? Give its salient Features.
7. Increasing international trade is crucial to the continuance of globalization. Explain.
8. Discuss the Concept of Social Responsibility with its different types.
9. What is the Circular Economy ? Explain its principles.
10. What is meant by Financial Inclusion ? Briefly mention its objectives.

(6 × 3 = 18 weightage)

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EXAMINATION, APRIL 2022**

M.Com.

MCM 4C 16—BUSINESS TRENDS IN INDIAN ECONOMY

(2019 Admission onwards)

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(Multiple Choice Questions for SDE Candidates)

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MCM 4C 16—BUSINESS TRENDS IN INDIAN ECONOMY

(Multiple Choice Questions for SDE Candidates)

1. The Foreign trade Policy has ———.
 - (A) Identified certain thrust areas for growth.
 - (B) Started “served from India brand”.
 - (C) Started duty free export credit.
 - (D) All of above.

2. When did the government remove the barriers for investment in India ?
 - (A) 1990.
 - (B) 1991.
 - (C) 1992.
 - (D) 1993.

3. MNCs Stands for :
 - (A) Multinational commodities.
 - (B) Multinational Corporations.
 - (C) Minimum number of commodities.
 - (D) None of these.

4. Financial inclusion means which of the following :
 - (A) Retail banking.
 - (B) Bringing all poor people under banking net.
 - (C) Financial statements.
 - (D) Wholesale banking.

5. Sustainable development can be thought of in terms of three spheres i.e.
 - (A) Environment, economy and society.
 - (B) Environment, economy and equity.
 - (C) Environment, ecology and society.
 - (D) Environment, economy and ecology.

6. Coal mining was first started at :
 - (A) Raniganj
 - (B) Kolkata.
 - (C) Jamshedpur.
 - (D) Mumbai.

7. Eliminating government set restrictions or barriers is known as ?
- (A) Free trade. (B) Favourable trade.
(C) Investment. (D) Liberalisation.
8. Freedom of the producing Units from direct or physical control imposed by the government is called _____.
- (A) Privatization. (B) Globalization.
(C) Liberalization. (D) None of the above.
9. Who was the prime minister of India during the demonetisation of 2016 ?
- (A) Manmohan Singh. (B) Atal Bihari Vajpayee.
(C) Narendra Modi. (D) HD Devegowda.
10. What is the benefit of Startup ?
- (A) Rebate on filing of application.
(B) Fast-tracking of Startup patent applications.
(C) Panel of facilitators to assist in filing of IP applications.
(D) All of the above.
11. The term artificial intelligence was coined in :
- (A) 1956. (B) 1958.
(C) 1955. (D) 1950.
12. Which among these is not a global forced impacting the indian economy ?
- (A) Dynamics of capital flow.
(B) Integrating the role of purchasing.
(C) Integrating the role of technology.
(D) Need of attitudinal change.
13. Which among the following is not opened for private sector participation ?
- (A) Power sector. (B) Telecommunication sector.
(C) Education sector. (D) Railways.

Turn over

14. A Micro Enterprise is an enterprise where investment in plant and machinery does not exceed (According to MSMED Act, 2006) :
- (A) Rs. 1 crore. (B) Rs. 2 crore.
(C) Rs. 25 Lakh. (D) Rs. 50 Lakh.
15. A Medium Enterprise is an enterprise where investment in plant and machinery does not exceed (According to MSMED Act, 2006) :
- (A) Rs. 10 crore (B) Rs. 20 crore.
(C) Rs. 25 Lakh. (D) Rs. 50 crore.
16. The new classification of MSME has come into effect from :
- (A) 1st January, 2020. (B) 1st July, 2020.
(C) 1st June, 2020. (D) 1st September, 2020.
17. What is MNREGA ?
- (A) Mahatma Gandhi National Rural Employment Guarantee Activity.
(B) Mahatma Gandhi National Rural Employment Guarantee Act.
(C) Mahatma Gandhi National Rural Employment Guarantee Action.
(D) Mahatma Gandhi National Rural Employment Guarantee Administration.
18. What are the types of intellectual properties ?
- (A) Patent. (B) Trademark.
(C) All of the above. (D) None of these.
19. Which of the following is not a product offered for attaining financial inclusion ?
- (A) ICT based accounts. (B) KCC.
(C) GCC. (D) Stand-up India.
20. Government has set up _____ start up fund to encourage entrepreneurship.
- (A) 25000 crores. (B) 10000 crores.
(C) 15000 crores. (D) 18000 crores.

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MCM 4E (F) 03/MCM 4E (FT) 03—INTERNATIONAL FINANCE

(2019 Admission onwards)

Time : Three Hours

Maximum : 30 Weightage

Part A

*Answer any four questions.
Each question carries 2 weightage.*

1. What do you mean by depository receipts ?
2. What is FRNs ?
3. Define SDRs.
4. What do you mean by Floating rate exchange rate regime ?
5. What do you mean by direct quote ?
6. Define Caps.
7. What is cross hedging ?

(4 × 2 = 8 weightage)

Part B

*Answer any four questions.
Each question carries 3 weightage.*

8. Explain the importance of International Finance.
9. Explain the functions of IBRD.
10. Write a note on International Fisher Effect.

Turn over

11. Explain the assumptions of portfolio balance model.
12. What are the different types of country risks ?
13. What do you mean by FDI ? What are the different types of FDI ?
14. Explain the objectives of Working capital management of Multi National Companies.
(4 × 3 = 12 weightage)

Part C

Answer any two questions.

Each question carries 5 weightage.

15. Define International Investment. What are the factors affecting international investment ?
16. Define FDI. Elucidate the advantages and disadvantages of FDI for the host nation.
17. Explain Purchasing Power Parity Theory.
18. Elaborate on the recent changes in global financial markets.

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MCM 4E (F) 03/MCM 4E (FT) 03—INTERNATIONAL FINANCE

(Multiple Choice Questions for SDE Candidates)

1. Which of the following is a technique of hedging through derivatives ?
 - (A) Leading.
 - (B) Netting.
 - (C) Futures Contract.
 - (D) Matching.
2. The technique of trading with a predetermined exchange rate for a future date is termed as :
 - (A) Currency Swaps.
 - (B) Options Contract.
 - (C) Currency Exchange.
 - (D) Forward Contract.
3. Which of the following is the reason for Covered Interest Rate Parity ?
 - (A) The actions of market-makers.
 - (B) Interest rate arbitrage.
 - (C) Stabilizing speculation.
 - (D) Purchasing power parity.
4. The Full form of the LIBOR is :
 - (A) London International Bank Offered Rate.
 - (B) London Interbank Offered Rate.
 - (C) London International Bank Offered Rate.
 - (D) London Intrabank Offered Rate.
5. The taxes levied on goods that are leaving the national territory to a foreign country :
 - (A) The Export Taxes.
 - (B) The Export Subsidies.
 - (C) Repatriation Taxes.
 - (D) International Taxes.
6. The depository receipts issued by American companies to American Citizens, which can be traded only in American Markets, are known as —————.
 - (A) American Depository Receipts.
 - (B) International Depository Receipts.
 - (C) American Domestic Receipts.
 - (D) Global Depository Receipts.
7. An increase in FDI can boost ————— in the country.
 - (A) Demand.
 - (B) Money circulation
 - (C) Employment.
 - (D) Unemployment

8. Which is not a component of Receivables Management ?
- (A) The debtors. (B) The creditors.
(C) Book debts. (D) Trade receivables.
9. Which Law states that Bad money drives good money away ?
- (A) International Monetary Theory.
(B) Gresham's Law.
(C) International financial regulation Law.
(D) Thier's Law.
10. The year in which India became a member of IMF :
- (A) 1944. (B) 1945.
(C) 1946. (D) 1947.
11. Which is not an aim of International Capital Market ?
- (A) Preserving hard currencies to finance trade deficits.
(B) Reducing cost of money to borrowers.
(C) Reducing investor risk.
(D) Expanding money supply for borrowers.
12. What does the term 'Dumping' refer to :
- (A) Reducing tariffs.
(B) Sale of goods abroad at a lower price, below their cost and price in their home market.
(C) Buying goods at low prices abroad and selling at higher prices locally.
(D) Expensive goods selling for low prices.
13. A written statement by the exporter ordering the importer to pay a specific amount of money upon presentation to drawee to which it is addressed is known as a _____.
- (A) Bill of Exchange. (B) Letter of Credit.
(C) Letter of Sales. (D) Bill of Transfer.

Turn over

14. Which one of the following is a project in India supported by World Bank ?
- (A) The Pradhan Mantri Gram Sadak Yojana Project.
 - (B) Sarva Shiksha Abhiyan.
 - (C) Uttarakhand Health Systems Development project.
 - (D) All of the above.
15. What does the term 'SWIFT' stand for ?
- (A) Society for Worldwide Interbank Financial Telecommunications.
 - (B) Society for Worldwide International Financial Telecommunications.
 - (C) Society for Worldwide International Financial Transactions.
 - (D) None of them.
16. The headquarters of UNESCO _____.
- (A) Washington D.C.
 - (B) Tokyo.
 - (C) Paris.
 - (D) London.
17. Which one among the following agencies is known as "soft credit window" of the World Bank ?
- (A) International Finance Corporation.
 - (B) International Bank for Reconstruction and Development.
 - (C) International Development Association.
 - (D) Multilateral Investment Guarantee Agency.
18. The decrease in price of goods or services as a result of higher taxation, bank rate policy, open market operations etc is known :
- (A) Deflation.
 - (B) Inflation.
 - (C) Sublimation.
 - (D) Exchange Control.
19. The network where individuals, governments and corporates perform financial transfers to other individuals, governments and they deal in long term instruments is known as :
- (A) International Capital Market.
 - (B) International Financial Market.
 - (C) Foreign Investment Market.
 - (D) International Money Market.
20. The institution in World Bank group that provides financial assistance to Private sector is :
- (A) IFC.
 - (B) IBRD.
 - (C) MIGA.
 - (D) WTO.

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(Pages : 3 + 4 = 7)

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**FOURTH SEMESTER M.Com. DEGREE (CBCSS—SDE/PRIVATE)
EXAMINATION, APRIL 2022**

M.Com.

MCM 4E (F) 04—ADVANCED STRATEGIC FINANCIAL MANAGEMENT

(2019 Admission onwards)

Time : Three Hours

Maximum : 30 Weightage

Part A

*Answer any four questions.
Each question carries 2 weightage.*

1. Explain irrelevance concept of dividend.
2. What is leveraged lease ?
3. What is divestiture ?
4. Explain MVA.
5. What is swap ratio ?
6. What is relevance concept of dividend ?
7. What is meant by takeover defenses ?

(4 × 2 = 8 weightage)

Part B

*Answer any four questions.
Each question carries 3 weightage.*

8. ABC Ltd. has 10 lakhs equity shares outstanding at the beginning of the year. The current market price of is Rs. 150 and the directors have recommended a dividend of Rs. 8 per share. The shareholders expect a return of 12 %. (i) Applying MM model calculate the fair price of the share when : (a) Dividend is declared ; and (b) Dividend is not declared, (ii) If the investment budget is Rs. 500 lakhs and anticipated profit is Rs. 180 lakhs, compute how many share are to be issued if (a) Dividend is declared ; and (b) Dividend is not declared.

Turn over

9. The following are the details :-Selling price per unit Rs. 20, Variable cost per unit Rs. 12 ,Actual sales 200 units, Installed capacity 300 units. Calculate operating leverage in each of the following two situations ; (i) When fixed costs are Rs. 1,000 ; and (ii) When fixed costs are Rs. 800.
10. Assuming that cost of equity is 11 %; rate of return on investment is 12 %; and earning per share is Rs. 15. Calculate price per share by 'Gordon Model' if dividend payout ratio is 10 % and 30 %.
11. Explain briefly the merger procedure.
12. Distinguish between buying and leasing.
13. Discuss the characteristics of Leveraged Buyouts.
14. Why takeover is preferable in some situations ?

(4 × 3 = 12 weightage)

Part C

Answer any **two** questions.

Each question carries 5 weightage.

15. The following info, is provided related to the acquiring Firm Mark Ltd. and the target Firm Mask Ltd :

	<i>Firm Mark Ltd.</i>	<i>Firm Mask Ltd.</i>
Earning after tax	2000 lakhs	400 lakhs
No.of shares outstanding	200 lakhs	100 lakhs
P/E Ratio(times)	10	5

Required:-

- (i) What is the swap ratio based on current market prices ?
- (ii) What is the EPS of Mark Ltd. after acquisition ?
- (iii) What is the expected market price share of Mark Ltd. after acquisition, assuming P/E ratio of Mark Ltd. remains unchanged.
- (iv) Determine the market value of the merged firm
- (v) Calculate gain/loss to the shareholders of two independent companies after acquisition ?

16. Sundaram Ltd. discounts its cash flows at 16 % and is in the tax bracket of 35 %. For the acquisition of machinery worth Rs. 10,00,000, it has two options-either to acquire the asset by taking a bank loan at 15 % p.a. repayable in 5 yearly installments of Rs. 22,000 each plus interest or to lease the asset at yearly rentals of Rs. 3,34,000 for 5 years. In both the cases, the installment is payable at the end of the year. Depreciation is to be applied at the rate of 15 % using w.d.v. method. You are required to advise which of the financing options is to be exercised and why.

<i>Year</i>	1	2	3	4	5
<i>P. V. factor at 16 %</i>	0.862	0.743	0.641	0.552	0.476

17. Discuss various methods of evaluating lease under the perspective of lessee.
18. Critically examine MM theory of dividend.

(2 × 5 = 10 weightage)

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**FOURTH SEMESTER M.Com. DEGREE (CBCSS—SDE/PRIVATE)
EXAMINATION, APRIL 2022**

M.Com.

MCM 4E (F) 04—ADVANCED STRATEGIC FINANCIAL MANAGEMENT

(2019 Admission onwards)

[Improvement Candidates need not appear for MCQ Part]

(Multiple Choice Questions for SDE Candidates)

Time : 20 Minutes

Total No. of Questions : 20

Maximum : 5 Weightage

INSTRUCTIONS TO THE CANDIDATE

1. This Question Paper carries Multiple Choice Questions from 1 to 20.
2. The candidate should check that the question paper supplied to him/her contains all the 20 questions in serial order.
3. Each question is provided with choices (A), (B), (C) and (D) having one correct answer. Choose the correct answer and enter it in the main answer-book.
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MCM 4E (F) 04—ADVANCED STRATEGIC FINANCIAL MANAGEMENT

(Multiple Choice Questions for SDE Candidates)

1. From the below-mentioned items which are financial assets ?
 - (A) Machines.
 - (B) Bonds.
 - (C) Stocks.
 - (D) (B) and (C).
2. What is the most appropriate goal of the firm ?
 - (A) Shareholder wealth maximization.
 - (B) Profit maximization.
 - (C) Stakeholder maximization.
 - (D) EPS maximization.
3. The manner in which an organization's assets are financed is referred to as it's :
 - (A) Capital structure.
 - (B) Financial structure.
 - (C) Asset structure
 - (D) Owners structure.
4. Which one of the following is / are the relevance theory ?
 - (A) Gordon.
 - (B) Walter.
 - (C) Residual.
 - (D) Both (A) and (B).
5. A company has expected Net Operating Income - Rs. 2,40,000 ; 10 % Debt - Rs. 7,20,000 and Equity Capitalisation rate - 20 %. What is the weighted average cost of capital for the company ?
 - (A) 0.15385.
 - (B) 0.13585.
 - (C) 0.18351.
 - (D) 0.15531.
6. Which of the following is not an assumption of the Modigliani-Miller model ?
 - (A) There are perfect capital market.
 - (B) Investors do not behave rationally.
 - (C) No floatation and transaction cost.
 - (D) No more investors to affect market price of shares.
7. Determinants of dividend policy are :
 - (A) Nature of the company.
 - (B) Stability of dividend.
 - (C) Availability of liquid resources.
 - (D) All of the above.

8. A 'sale and lease back' arrangement is more suitable for a lessee having :
- (A) Liquidity crisis. (B) Surplus fund.
(C) High profit. (D) No - profit - no loss.
9. What is a merger ?
- (A) No difference.
(B) A merger is when one firm separates to become two.
(C) A merger is when two firms combine and form a new legal entity.
(D) A merger is when a firm changes its title.
10. It is a merger of two or more companies that compete in the same industry.
- (A) Vertical. (B) Horizontal.
(C) Co generic. (D) Conglomerate.
11. Profit maximization is a ?
- (A) Long term concept. (B) Short term concept.
(C) Both (A) and (B). (D) None of these.
12. ——— Merger takes place upon the combination of two companies which are operating in the same industry but at different stages of production or distribution system.
- (A) Vertical. (B) Horizontal.
(C) Co generic. (D) Conglomerate.
13. ——— takes place when one company acquires control over other company by way of purchase or exchange of shares.
- (A) Merger. (B) Demerger.
(C) Takeover. (D) Disinvestment.
14. What is the value of the firm usually based on ?
- (A) The value of debt and equity. (B) The value of equity.
(C) The value of debt. (D) The value of assets plus liabilities.
15. Degree of financial leverage is a measure of relationship between ———.
- (A) EPS and EBIT. (B) EBIT and quantity produced.
(C) EPS and quantity produced. (D) EPS and sales.

Turn over

16. _____ is the ratio in which an acquiring company will offer its own shares in exchange for the target company's share during merger .
- (A) Swap ratio. (B) Price- earnings ratio.
(C) Pay-out ratio. (D) Enterprise value to sales ratio.
17. LBO stands for _____.
- (A) Leveraged borrow outs. (B) Leveraged buy outs.
(C) Leveraged buy offs. (D) Long term buy outs.
18. SGR stands for _____.
- (A) Sustainable growth rate. (B) Statutory growth rate.
(C) Stable growth rate. (D) Suitable growth rate.
19. Which of the following is not a feature of an optimal capital structure ?
- (A) Profitability. (B) Safety.
(C) Flexibility. (D) Control.
20. A company should follow the policy of _____ gear during deflation or depression period.
- (A) High gear. (B) Low gear.
(C) Medium gear. (D) Any of the above.

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**FOURTH SEMESTER M.Com. DEGREE (CBCSS—SDE/PRIVATE)
EXAMINATION, APRIL 2022**

M.Com.

MCM 4E (FT) 04—INTERNATIONAL MARKETING AND LOGISTIC MANAGEMENT

(2019 Admission onwards)

Time : Three Hours

Maximum : 30 Weightage

Part A

Answer any four questions.

Each question carries 2 weightage.

1. What is branding ?
2. What is transfer pricing ?
3. What do you mean by reverse logistics ?
4. What is the role of stevedores ?
5. Mention the role of freight forwarder.
6. Point out the disadvantages of Direct exporting.
7. Write a note on dumping.

(4 × 2 = 8 weightage)

Part B

Answer any four questions.

Each question carries 3 weightage.

8. Explain the major challenges in International Marketing.
9. What are the major functions performed by distribution channels ?
10. Why logistics has gained importance in the international marketing ?

Turn over

11. Explain the steps in the international marketing research process.
12. Describe the general structure of liner and tramp operations.
13. Detail the characteristics of shipping as a transportation medium.
14. What is difference between standardization and adaptation ?

(4 × 3 = 12 weightage)

Part C

Answer any two questions.

Each question carries 5 weightage.

15. Explain various types of containers and advantages of containerization.
16. Describe the essential features of International Marketing.
17. Explain important pricing strategies and factors influencing choice of a pricing strategy in international marketing.
18. Elaborate the market entry strategies adopted by international marketers.

(2 × 5 = 10 weightage)

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**FOURTH SEMESTER M.Com. DEGREE (CBCSS—SDE/PRIVATE)
EXAMINATION, APRIL 2022**

M.Com.

MCM 4E (FT) 04—INTERNATIONAL MARKETING AND LOGISTIC MANAGEMENT

(2019 Admission onwards)

[Improvement Candidates need not appear for MCQ Part]

(Multiple Choice Questions for SDE Candidates)

Time : 20 Minutes

Total No. of Questions : 20

Maximum : 5 Weightage

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MCM 4E (FT) 04—INTERNATIONAL MARKETING AND LOGISTIC MANAGEMENT

(Multiple Choice Questions for SDE Candidates)

1. Extension of marketing activities across the globe is called as :
 - (A) International Business.
 - (B) Universal Marketing.
 - (C) International Marketing.
 - (D) Borderless Marketing.
2. Under ———, the strategy is to simultaneously introduce the newly developed product in all kinds of global markets.
 - (A) Trickle down model.
 - (B) Shower model.
 - (C) Trickle shower model.
 - (D) Heckler model.
3. The term green Marketing in International Marketing is related to ———.
 - (A) Influence of green colour on marketing decisions.
 - (B) Environmental concerns and protection.
 - (C) Marketing of Natural Farming.
 - (D) Greenhouse effect.
4. The main objective of imposing quantitative restrictions on imports is to increase the :
 - (A) Tax collection.
 - (B) Demand for home made products.
 - (C) Mobility of labour.
 - (D) All of the above.
5. This market entry method takes place where production and manufacture of the product offering occur in the domestic market and the services of another organization (an intermediary) is employed to sell the product in the foreign market. This method is referred to as : ———.
 - (A) Franchising.
 - (B) Indirect Exporting.
 - (C) Direct exporting.
 - (D) Joint venture.
6. ——— refers to the extent that customers can be reached with marketing communications and through distribution, sales outlets. Media availability, industry infrastructure, channel networks, and local cultural norms can all limit or hinder market access.
 - (A) Market access.
 - (B) Profit potential.
 - (C) Established competitors.
 - (D) Geographic proximity.

7. Which method of entering the global marketplace involves the manufacturing firm itself distributing its product offering to foreign markets, direct to customers ?
- (A) Licensing. (B) Direct exporting.
(C) Indirect exporting. (D) Joint ventures.
8. The process of international market selection is typically done by using _____ to enable a quick and relatively low-cost overview of as many markets as possible.
- (A) Primary data. (B) Secondary data.
(C) Quantitative data. (D) All of the above.
9. Which of the following alternative market entry modes offers the most control and risk ?
- (A) Licensing. (B) Franchising.
(C) Strategic Alliance. (D) Greenfield.
10. A _____ is a tax-free enclave in which imported goods can be stored or processed. It is also not considered part of the country as far as import and other regulations are concerned.
- (A) Corporate housing unit. (B) Port storage centre.
(C) Manufacturing den. (D) Free trade zone.
11. The added costs incurred as a result of exporting products from one country to another are called :
- (A) Price gouging. (B) Price deflation.
(C) Price escalation. (D) All of the above.
12. What is a cartel ?
- (A) A group of companies that get together and fix prices between them.
(B) A list of prices.
(C) The various prices charged across a product range.
(D) A means of converting prices into another currency.
13. Under which conditions would market skimming be likely to be a viable strategy ?
- (A) There is insufficient market capacity and competitors cannot make more of the product.
(B) There are no competitors.
(C) The demand for the goods in question is relatively price inelastic.
(D) All of the above.

Turn over

14. Booking of shipping space in advance is helpful to an exporter in :
- (A) Saving in freight charges.
 - (B) Availing bank finance.
 - (C) Getting priority on inland movement of cargo by all.
 - (D) None of the above.
15. The logistics strategic analysis :
- (A) Reflects the capability of the management to think beyond the current way.
 - (B) Reflects the extent of use of logistical component for competitive advantage.
 - (C) Ensures effective implementation of logistics strategy.
 - (D) Deals with managing change.
16. Airway bill is prepared in :
- (A) Three originals.
 - (B) Quadruplicate.
 - (C) As many copies as required.
 - (D) One original only.
17. VMI stands for :
- (A) Vendor Material Inventory.
 - (B) Vendor Managed Inventory.
 - (C) Variable Material inventory.
 - (D) Valuable Material Inventory.
18. Which of the following document is not required for obtaining an export licence ?
- (A) IEC number.
 - (B) Letter of credit.
 - (C) Registration cum membership certificate.
 - (D) Bank account number.
19. The goal of logistics is :
- (A) To achieve a target level of customer service at lowest possible cost.
 - (B) To achieve a targeted level of customer service.
 - (C) Increase in the market share.
 - (D) All of the above.
20. A receipt issued by the commanding officer of the ship when the cargo is loaded on the ship is known as :
- (A) Shipping receipt.
 - (B) Mate receipt.
 - (C) Cargo receipt.
 - (D) Charter receipt.

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FOURTH SEMESTER M.Com. DEGREE EXAMINATION, APRIL 2022

(CBCSS—SDE/Private)

M.Com.

MCM 4E (H) 03—PERFORMANCE MANAGEMENT

(2019 Admission onwards)

Time : Three Hours

Maximum : 30 Weightage

Part A

Answer any four questions.

Each question carries weightage of 2.

1. What is Vision Statement ?
2. What is Vertical Integration ?
3. What is Self Management Team ?
4. How can 'trust' be built in an organisation ?
5. Explain Organisational Culture.
6. What are Organisation Goals ?
7. List our some of the leadership skills.

(4 × 2 = 8 weightage)

Part B

Answer any four questions.

Each question carries weightage of 3.

8. Establish the linkage of organisational culture on performance.
9. Write notes on individual performances and organizational goals.
10. What are the various motivation strategies to be adopted in an organisation ?
11. What are the signs of dysfunctional teams ?
12. State the significance of empowerment of workers.

Turn over

13. What are the characteristics of Performance Management System ?
14. Which are the various competencies associated with performance of a worker ?

(4 × 3 = 12 weightage)

Part C

Answer any two questions.

Each question carries weightage of 5.

15. Define Performance Management. Explain the process of Performance Management.
16. What are the various types of Performance Appraisal Systems followed ?
17. Detail the various types of Management Styles.
18. Which are the Critical Success Factors that govern an organisation's managerial performance ?

(2 × 5 = 10 weightage)

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FOURTH SEMESTER M.Com. DEGREE EXAMINATION, APRIL 2022

(CBCSS—SDE/Private)

M.Com.

MCM 4E (H) 03—PERFORMANCE MANAGEMENT

(2019 Admisssion onwards)

[Improvement Candidates need not appear for MCQ Part]

(Multiple Choice Questions for SDE Candidates)

Time : 20 Minutes

Total No. of Questions : 20

Maximum : 5 Weightage

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MCM 4E (H) 03—PERFORMANCE MANAGEMENT
(Multiple Choice Questions for SDE Candidates)

1. The primary purpose of providing employees with feedback during a performance appraisal is to motivate employees to :
 - (A) Apply for managerial positions.
 - (B) Remove any performance deficiencies.
 - (C) Revise their performance standards.
 - (D) Enroll in work-related training programs.
2. SMART goals are best described as :
 - (A) Specific, measurable, attainable, relevant, and timely.
 - (B) Straight forward, meaningful, accessible, real, and tested.
 - (C) Strategic, moderate, achievable, relevant, and timely.
 - (D) Specific, measurable, achievable, relevant, and tested.
3. Which of the following is most likely not a role played by the HR department in the performance appraisal process ?
 - (A) Conducting appraisals of employees.
 - (B) Monitoring the effectiveness of the appraisal system.
 - (C) Providing performance appraisal training to supervisors.
 - (D) Ensuring the appraisal system's compliance with EEO laws.
4. Which performance appraisal technique lists traits and a range of performance values for each trait ?
 - (A) Behaviourally anchored rating scale.
 - (B) Graphic rating scale.
 - (C) Forced distribution.
 - (D) Critical incident.
5. Which of the following measurement methods is similar to grading on a curve ?
 - (A) Critical incident method.
 - (B) Forced distribution.
 - (C) Graphic rating scale.
 - (D) Constant sums rating.
6. The first step in developing a behaviourally anchored rating scale is to _____.
 - (A) Develop performance dimensions.
 - (B) Generate critical incidents.
 - (C) Compare subordinates.
 - (D) Reallocate incidents.

7. Which appraisal method combines the benefits of narrative critical incidents and quantified scales by assigning scale points with specific examples of good or poor performance ?
- (A) Behaviourally anchored rating scale.
 - (B) Constant sums rating scale.
 - (C) Graphic rating scale.
 - (D) Alternation ranking.
8. It is most important that supervisors who choose management by objectives as a performance appraisal tool use _____.
- (A) SMART goals.
 - (B) EPM systems.
 - (C) Computerized notes.
 - (D) Graphic rating scales.
9. Which of the following is the best way for a supervisor to correct a performance appraisal problem caused by unclear standards ?
- (A) Focusing on performance instead of personality traits.
 - (B) Using graphic rating scales to rank employees.
 - (C) Avoiding the use of extremely low ratings.
 - (D) Using descriptive phrases to illustrate traits.
10. The best way to reduce the problem of central tendency in performance appraisals is to _____.
- (A) Rank employees.
 - (B) Establish SMART goals.
 - (C) Use graphic rating scales.
 - (D) Limit the number of appraisals.
11. Who is in the best position to observe and evaluate an employee's performance for the purposes of a performance appraisal ?
- (A) Peers.
 - (B) Customers.
 - (C) Top management.
 - (D) Immediate supervisor.
12. Employee performance appraisals are conducted by all of the following except :
- (A) Peers.
 - (B) Supervisors.
 - (C) Competitors.
 - (D) Subordinates.
13. Which of the following terms refers to a performance appraisal based on surveys from peers, supervisors, subordinates, and customers ?
- (A) 360-degree feedback.
 - (B) Team appraisals.
 - (C) Upward feedback.
 - (D) Rating committee.

Turn over

14. When a supervisor must criticize a subordinate in an appraisal interview, it is most important for the supervisor to :
- (A) Limit negative feedback to once every year.
 - (B) Provide specific examples of critical incidents.
 - (C) Acknowledge the supervisor's personal biases in the situation.
 - (D) Hold the meeting with other people who can document the situation.
15. Willingness, capacity and opportunity to perform are said to be :
- (A) Performance outcomes.
 - (B) Determinants of performance.
 - (C) Performance appraisals.
 - (D) Types of performance standards.
16. Job evaluation is based on the :
- (A) Physical skills required by the job.
 - (B) Relative job worth for an organization.
 - (C) Complexity of the job to perform.
 - (D) Conceptual skill required by the job.
17. The aim of performance management is to :
- (A) Ensure employee has the tools needed to perform the job.
 - (B) Consolidate goal setting.
 - (C) Evaluate employee's performance against standards.
 - (D) Ensure employee's performance is supporting the company's strategic aims.
18. Managers following a performance management approach to appraisals will usually meet with employees on a _____ basis.
- (A) Weekly.
 - (B) Monthly.
 - (C) Bi-annual.
 - (D) Yearly.
19. What do performance appraisals measure ?
- (A) Generic dimensions of performance.
 - (B) Performance of actual duties.
 - (C) Employee competency.
 - (D) All of the above.
20. Peer appraisals have been shown to result in a _____.
- (A) Reduction of social loafing in the team.
 - (B) Reduction of group cohesion.
 - (C) Decrease in satisfaction with the group
 - (D) Lower task motivation.

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**FOURTH SEMESTER M.Com. DEGREE (CBCSS—SDE/PRIVATE)
EXAMINATION, APRIL 2022**

M.Com.

MCM 4E (H) 04—COMPENSATION MANAGEMENT

(2019 Admission onwards)

Time : Three Hours

Maximum : 30 Weightage

Part A

*Answer any four questions.
Each question carries 2 weightage.*

1. What do you mean by compensation ?
2. What is internal equity in compensation ?
3. What is a wage scale ?
4. What do you mean by the term repatriation ?
5. What is pay band ?
6. What are pay commissions ?
7. What is a job family ?

(4 × 2 = 8 weightage)

Part B

*Answer any four questions.
Each question carries 3 weightage.*

8. Differentiate base compensation from supplementary compensation ?
9. Write a note on ESOPs.
10. Briefly explain the equity theory of compensation.
11. What are incentive schemes ? Explain group-based incentive schemes.
12. Write a note on job evaluation and linkages to wages.

Turn over

13. Compare gain sharing and profit-sharing incentive plans.
14. Discuss the merits and demerits of Piece rate method of wage payment.

(4 × 3 = 12 weightage)

Part C

Answer any two questions.

Each question carries 5 weightages.

15. Explain in detail the dimensions and features of a good compensation system.
16. What is meant by Job evaluation? Explain the different methods of Job Evaluation.
17. Explain the salient features of the Minimum Wages Act ,1948
18. Explain individual and group-wise incentive schemes introduced in manufacturing organizations highlighting their relative merits.

(2 × 5 = 10 weightage)

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MCM 4E (H) 04—COMPENSATION MANAGEMENT

(2019 Admission onwards)

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(Multiple Choice Questions for SDE Candidates)

Time : 20 Minutes

Total No. of Questions : 20

Maximum : 5 Weightage

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MCM 4E (H) 04—COMPENSATION MANAGEMENT

(Multiple Choice Questions for SDE Candidates)

1. Minimum Wages Act ?
 - (A) 1948.
 - (B) 1949.
 - (C) 1958.
 - (D) 1979.
2. Who is Responsible for compensation decision making ?
 - (A) HR Unit and Manager.
 - (B) Worker.
 - (C) Laymen.
 - (D) BOD.
3. The following is a perquisites.
 - (A) Club membership.
 - (B) Provident fund.
 - (C) Medical allowance.
 - (D) Group Insurance.
4. Which of the following factor influence(s) employee compensation ?
 - (A) Labour market.
 - (B) Cost of living.
 - (C) Labour unions.
 - (D) All of the above.
5. The industrial peace is secured through voluntary _____ and compulsory _____.
 - (A) Compromise and Arbitration.
 - (B) Adjudication and Arbitration.
 - (C) Work Committee and Industrial Tribunal.
 - (D) Negotiation and Adjudication.
6. Who shall nominate the members of advisory committee formed under the Equal Remuneration Act 1976.
 - (A) State Government.
 - (B) Appropriate Government.
 - (C) President of India.
 - (D) central Government.
7. 'Remuneration to blue collar workers is called _____.
 - (A) Wage.
 - (B) Salary.
 - (C) Compensation.
 - (D) Payment.

8. Incentives depends upon :
- (A) Productivity. (B) Sales.
(C) Profits. (D) All of the above.
9. The remuneration system needs to meet the following type(s) of equity :
- (A) Internal. (B) External.
(C) Individual. (D) All of the above.
10. Equal remuneration Act 1976, prohibits discrimination in matters relating to remuneration on the basis of :
- (A) Religion. (B) Region.
(C) Sex. (D) All of the above.
11. _____ is a systematic approach to providing monetary value to employees.
- (A) Salary. (B) Allowances.
(C) Compensation. (D) Rewards.
12. _____ refers to monetary benefits offered and provided to employees in return of the services they provide to the organization.
- (A) Direct Compensation. (B) Indirect Compensation.
(C) Performance compensation. (D) None of the above.
13. _____ is performance linked compensation given to improve motivation and productivity among employees.
- (A) Salary. (B) Incentive wages.
(C) Fringe benefits. (D) Compensation.
14. _____ is fixed on the basis of change in consumer price index.
- (A) Dearness allowance. (B) Basic.
(C) Fringe. (D) Bonus.

15. Which importance is emphasized by the reinforcement and expectancy theory ?
- (A) Person actually experiencing award.
 - (B) Seeking to restore equality.
 - (C) Holding identical jobs in the organization.
 - (D) None of the above.
16. Wage may be defined as payment for the use of ———.
- (A) Labor.
 - (B) Land.
 - (C) Machines.
 - (D) All of the above.
17. Match the following types of incentives with respective incentive schemes.
- 1 Earnings vary in the same proportion as output — A. High Piece Rate.
 - 2 Earnings vary less proportionately than output — B. Merrick Differential Piece Rate.
 - 3 Earnings vary proportionately more than output — C. Standard Hour.
 - 4 Earnings differ at different levels of output — D. Barth Scheme.
- (A) 1 - C, 2 - D, 3 - A, 4 - B.
 - (B) 1 - D, 2 - C, 3 - A, 4 - B.
 - (C) 1 - C, 2 - D, 3 - B, 4 - A.
 - (D) 1 - B, 2 - C, 3 - D, 4 - A.
18. On which date was the bonus act implemented by the government ?
- (A) 2nd September, 1980.
 - (B) 2nd September, 1965.
 - (C) 1st September, 1965.
 - (D) 3rd September, 1965.
19. On what grounds an employee will be disqualified from getting bonus ?
- (A) Fraud.
 - (B) Riotous or violent behaviour while on the premises.
 - (C) Theft, misappropriation or sabotage of any property of the establishment.
 - (D) All of the above.
20. Job evaluation is a process ?
- (A) One - time process.
 - (B) Yearly process (at end).
 - (C) Continuous.
 - (D) Random.

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(Pages : 2 + 4 = 6)

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FOURTH SEMESTER M.Com. DEGREE EXAMINATION, APRIL 2022

(CBCSS—SDE/Private)

M.Com.

MCM 4E (M) 03—SUPPLY CHAIN AND LOGISTIC MANAGEMENT

(2019 Admission onwards)

Time : Three Hours

Maximum : 30 Weightage

Part A

*Answer any **four** questions.*

Each question carries weightage of 2.

1. Define Supply chain.
2. Mention any *two* features of logistics.
3. What do you mean by demand forecasting ?
4. What do you understand by competitive strategy ?
5. Mention the five important areas that a company needs to concentrate in supply chain.
6. Expand HMS.
7. Which are the four types of utility ?

(4 × 2 = 8 weightage)

Part B

*Answer any **four** questions.*

Each question carries weightage of 3.

8. Briefly explain the three different ways to enhance the supply chain performance.
9. State the difference between logistics and supply chain management.
10. Briefly explain the elements of SCM.
11. Which are the types of channel conflicts ? Explain briefly.
12. Discuss about the factors that influence outsourcing.

Turn over

13. Discuss about 4PL and briefly explain the functions of 4PL Company.
14. Explain the important functions of warehouse.

(4 × 3 = 12 weightage)

Part C

Answer any two questions.

Each question carries weightage of 5.

15. The channel of distribution must be an ideal one which satisfies the consumer's needs and preferences. Elucidate using the factors.
16. Discuss about Inventory. Describe its role in supply chain management and discuss about the components of inventory decisions.
17. How do firms manage to reduce their logistics cost. Discuss.
18. Discuss on the importance of SCOR model and its various levels.

(2 × 5 = 10 weightage)

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M.Com.

MCM 4E (M) 03—SUPPLY CHAIN AND LOGISTIC MANAGEMENT

(2019 Admission onwards)

[Improvement Candidates need not appear for MCQ Part]

(Multiple Choice Questions for SDE Candidates)

Time : 20 Minutes

Total No. of Questions : 20

Maximum : 5 Weightage

INSTRUCTIONS TO THE CANDIDATE

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MCM 4E (M) 03—SUPPLY CHAIN AND LOGISTIC MANAGEMENT

(Multiple Choice Questions for SDE Candidates)

1. Handling material in the organisation within the production process is part of _____.
 - (A) Production.
 - (B) Finance.
 - (C) Supply chain management.
 - (D) Marketing.
2. The major decision areas in supply chain management are :
 - (A) Planning, production, distribution, inventory.
 - (B) Location, production, scheduling, inventory.
 - (C) Location, production, Inventory.
 - (D) Location, production, Distribution, marketing.
3. 3 PL stands for :
 - (A) Three points logistics.
 - (B) Third party logistics.
 - (C) Three points locations.
 - (D) None of the above.
4. Logistics system are made up of 3 main activities :
 - (A) Order processing.
 - (B) Inventory management.
 - (C) Both (A) and (B).
 - (D) None of these.
5. Which of the following is not a component of 4 PL ?
 - (A) Control room.
 - (B) Resource providers.
 - (C) Information.
 - (D) Recycling.
6. Which can be defined by having the right item in the right quantity at the right time at the right place for the right price and is the science of process and incorporates all industry sectors :
 - (A) Logistics.
 - (B) SCM.
 - (C) Transportation.
 - (D) Shipment.
7. Which is not a part of logistics performance cycle ?
 - (A) Procurement.
 - (B) Inventory management.
 - (C) Manufacturing.
 - (D) Distribution.

8. Activities associated with storing and physically distributing the products to the buyers are included in which logistics :
- (A) Inbound. (B) Outbound.
(C) 3PL. (D) 4PL.
9. Reverse logistics is required because _____.
- (A) Goods are defective.
(B) Goods are unsold.
(C) The customers simply change their minds.
(D) All of these.
10. Inbound and outbound logistics is _____ in the generic value chain of logistics.
- (A) A support activity. (B) A primary activity.
(C) Not an activity. (D) The only activity.
11. Positive, long-term relationship between supply chain participants refers to _____.
- (A) Co-operation. (B) Tailor logistics.
(C) Partnerships. (D) Supply chain management.
12. The supply chain management philosophy emerged in :
- (A) 1960's. (B) 1970's.
(C) 1980's. (D) 1990's.
13. TQM refers to :
- (A) Total Quality Management. (B) Total Quantity Management.
(C) Total Quotient Management. (D) Total Quality Managing.
14. Getting the right goods to the right location at the right time for the least cost is known as :
- (A) Market facilities. (B) Market logistics.
(C) Market distribution. (D) None of the above.
15. Today a growing number of firms now outsource some or all of their logistics to _____ intermediaries.
- (A) Competitors. (B) Third party logistics providers.
(C) Channel members. (D) Cross functional teams.

Turn over

16. Which of the following transportation mode is used for digital products ?
- (A) Road (B) Truck.
(C) Air. (D) Internet.
17. 4PL stands for _____.
- (A) Fourth Party Logistic Provider. (B) Four Point Logistic provider.
(C) Location Provider. (D) None of these.
18. The objective of logistics is _____.
- (A) Rapid response. (B) Consolidated movement.
(C) Create visibility. (D) All of the above.
19. Today , a growing number of firms now outsource some or all of their logistics to _____ intermediaries.
- (A) Competitors. (B) Third party logistic providers.
(C) Channel members. (D) Cross functional teams.
20. Supplying finished products to the customers is the job of :
- (A) Financial management. (B) Production management.
(C) Supply chain management. (D) HR management.

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FOURTH SEMESTER M.Com. DEGREE EXAMINATION, APRIL 2022

(CBCSS—SDE/Private)

M.Com.

MCM 4E (M) 04—SERVICE MARKETING

(2019 Admission onwards)

Time : Three Hours

Maximum : 30 Weightage

Part A

Answer any four questions.

Each question carries weightage of 2.

1. What do you mean by service marketing ?
2. What do you mean by service mapping ?
3. What is a financial service ?
4. Write a note on marketing of educational services ?
5. Differentiate goods from services.
6. What do you mean by tourism marketing ?
7. What do you mean by green marketing ?

(4 × 2 = 8 weightage)

Part B

Answer any four questions.

Each question carries weightage of 3.

8. Write a note on the future of services marketing in India.
9. Discuss the role of marketing research in services marketing.
10. Write a note on marketing mix for services marketing.
11. Describe any six characteristics of services which distinguish Marketing of services from Marketing of Physical products.

Turn over

12. Explain the concept of SERVQUAL model.
13. Write a note on financial advertising in India.
14. What are the pros and cons of tourism in India.

(4 × 3 = 12 weightage)

Part C

*Answer any two questions.
Each question carries weightage of 5.*

15. Explain the recent trends in Financial Service Marketing.
16. How can services be classified? Differentiate between high contact and low contact services and explain how the nature of customers' experience may differ.
17. Write an essay on the challenges and prospects of tourism and hospitality service sectors in India.
18. Describe service marketing planning process.

(2 × 5 = 10 weightage)

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MCM 4E (M) 04—SERVICE MARKETING

(2019 Admission onwards)

[Improvement Candidates need not appear for MCQ Part]

(Multiple Choice Questions for SDE Candidates)

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MCM 4E (M) 04—SERVICE MARKETING

(Multiple Choice Questions for SDE Candidates)

1. A _____ is a form of product that consists of activities, benefits, or satisfactions offered for sale that are essentially intangible and do not result in the ownership of anything.
 - (A) Service.
 - (B) Demand.
 - (C) Need.
 - (D) Physical object.
2. _____ describes the employees skills in serving the client.
 - (A) Internal Marketing.
 - (B) External Marketing.
 - (C) Relationship marketing.
 - (D) Interactive marketing.
3. Service marketing become difficult because of _____.
 - (A) Intangibility.
 - (B) No demand.
 - (C) More complex market.
 - (D) Difficult to enter market.
4. Solutions used to minimize the marketing problems attributed to heterogeneity include
 - (A) Standardizing the service.
 - (B) Using multi-site location.
 - (C) Stressing tangible clues.
 - (D) None of these.
5. _____ are the only service distributors which do not require direct human interaction.
 - (A) Electronic channels.
 - (B) SSTs.
 - (C) Direct service channels.
 - (D) Speculative channels.
6. When there is little or no personal contract between customer and service provider. This is classified as :
 - (A) Low-contract service.
 - (B) Medium-contract service.
 - (C) High-contract service.
 - (D) Intense-contract service.
7. Medical treatment with Ayurveda massage is an example of :
 - (A) Production services.
 - (B) Business services.
 - (C) Consumer services.
 - (D) Government provided services.

8. Which one of them not included in SERVQUAL model dimensions ?
- (A) Reliability. (B) Empathy.
(C) Assurance. (D) Intangibility.
9. According to Parasuraman, Zeithml and Berry, the most important determinate of service quality :
- (A) Responsiveness. (B) Reliability.
(C) Assurance. (D) Empathy.
10. _____ is the tool for simultaneously depicting the service process, the point of customer contract and the evidence of the service from the customer point of view ?
- (A) Front of planning. (B) Service blue printing.
(C) Service standardization. (D) None of these.
11. Servicescape refers to _____.
- (A) Service landscape.
(B) Service factory.
(C) Place where the service is delivered.
(D) Beautiful landscape.
12. In the absence of a physical product, service providers need to consider the use of _____ that enable customers to make a judgment on the service quality.
- (A) Tangible clues. (B) Intangible clues.
(C) Blue print. (D) Performance measure.
13. Service blueprint first introduce by :
- (A) Len Berry. (B) Booms and Bitner.
(C) Philip kotler. (D) G.Lynn shostack.
14. Holistic marketing for services demands :
- (A) External marketing. (B) Internal marketing.
(C) Interactive marketing. (D) All of the above.

Turn over

15. Services Marketing is an attractive field of study for India because :
- (A) Services contribute to more than half of India's GDP.
 - (B) Services are delivered by more than half of India's population.
 - (C) Services are more important than agriculture and manufacturing.
 - (D) All of the above.
16. Which of the following products is an example of intangible dominant ?
- (A) Insurance.
 - (B) Farming.
 - (C) Mining.
 - (D) Teaching
17. Minimizing the amount of role conflict and role ambiguity experienced by employees will help reduce the size of this gap is known as _____.
- (A) Knowledge gap.
 - (B) Standards gap.
 - (C) Delivery gap.
 - (D) Communications gap.
18. _____ involves identifying the benefits and attributes that customers expect in a service.
- (A) Future expectations research.
 - (B) Requirements research.
 - (C) Lost customer research.
 - (D) Process checkpoint evaluations.
19. Which of the following is not a step in the construction process of a service blueprint ?
- (A) Obtaining scripts from both customers and employees
 - (B) Segmenting customers based on the content of the script.
 - (C) Identify steps in the process where the system can go awry.
 - (D) Calculating the time frame for service execution.
20. Which of the following is NOT one of the service encounter themes ?
- (A) Spontaneity.
 - (B) Adaptability.
 - (C) Responsiveness.
 - (D) Recovery.