

II MBA III Semester Regular Examinations, November-2018  
FINANCIAL INSTITUTIONS AND SERVICES

Time: 3 Hrs

Max. Marks: 60

Answer Five questions  
All questions carry EQUAL marks  
Question No. 8 is Compulsory

1. a) How the Capital Market is different from Money Market 6M  
b) Explain in brief the role of SEBI in the Secondary Market Operations 6M
2. a) Evaluate the Financial Services Industry Problems in India 6M  
b) Discuss in brief regulatory frame work of Financial Services 6M
3. a) Write about Role of Merchant Bankers in the Primary Market 6M  
b) What are the Advantages of Underwriting 6M
4. a) Discuss the scope and objectives of Venture Capital Financing 6M  
b) Explain the benefits and limitations of Lease Financing 6M
5. a) Describe about CARE and ICRA 6M  
b) "In India Bill Discounting Market is underdeveloped" Comment
6. a) What is Factoring State its Advantages 6M  
b) What is Loan Syndication 6M
7. a) Explain in Brief Open end and Close End Mutual Funds 6M  
b) Briefly explain about NSDL in De-Mat Services 6M
8. **CASE STUDY:** 12M  
In one IPO HSBC & SBI Caps were Merchant Bankers, serious lapses on the part of merchant bankers were detected. In this instance, SEBI found out that the open offer document did not furnish important details of the target company. The offer was made by India Star Mauritius and the financial details of the acquiring company were not given in the offer document. Even the company's paid-up capital was wrongly mentioned in the financial data, officials said. SEBI has prescribed a standard letter of offer containing various financial and other parameters of the company. In fact, HSBC was given a warning by the regulator in an earlier case. SEBI has moved against SBI Caps for the investment bank's failure to provide a vital piece of information about a company in the open offer document. The open offer was made by a company listed on a regional stock exchange, but the document did not mention the fact that the company would soon list on BSE. Many investors tendered their shares in the offer since they did not possess the requisite information.  
Issues for Discussion
  1. Discuss whether the Market Regulator rightly responded or not?
  2. What is the Stand of Merchant Banker in this particular Issue?

# AR17

Code:17MBA3010

**SET-I**

**ADITYA INSTITUTE OF TECHNOLOGY AND MANAGEMENT, TEKKALI  
(AUTONOMOUS)**

**II MBA III Semester Regular Examinations, November-2018**

## **MANAGEMENT OF INDUSTRIAL RELATIONS**

**Time: 3 Hrs**

**Max. Marks: 60**

**Answer Five questions  
All questions carry EQUAL marks  
Question No. 8 is Compulsory**

1. Highlight the changed perspective in the Industrial Relations management after the implementation of new economic policy especially globalization. Discuss its issues and challenges.
2. Discuss various structural types of trade unions. Briefly describe the structure of trade unions in India with illustration.
3. Outline the rationale for workers' participation in management. Discuss the issues involved in participative forums in India.
4. Describe social security in India and how State Insurance Act deals with social security
5. What do you mean by code of discipline? Explain its role in establishing healthy climate along with the steps involved in the procedure for disciplinary action.
6. What are the principles of industrial adjudication? Briefly discuss the power and status of arbitrators.
7. What are the objectives of ILO? Identify the impact of ILO on industrial relations in the global context

## 8. CASE STUDY:

Read the case given below and answer the questions given at the end.

A nationalised road transport corporation introduced an incentive scheme for the bus crew (staff) so as to provide better transport facilities to the maximum number of passengers as there was no other transport agency operating on the same route. Moreover, this would increase the revenue of the corporation. In accordance with this scheme, the corporate fixed a certain amount of the level of revenue to each route as base revenue.

If the revenue earned by a particular trip was equal to the base revenue, the conductor and driver of that bus would be eligible to receive the incentive amount of one percent of the base revenue. If the revenue exceeded the base amount the conductor and driver could get higher percent on incremental revenue as incentive bonus.

In a bid to take advantage of this incentive scheme, the bus conductors of almost all the routes started to overload the buses exceeding double the seating capacity (i.e., 49 seating capacity plus 49 standing passengers). This scheme had been functioning successfully, benefiting the passengers, the bus crew and particularly the corporation, as the cost of operation of the bus did not increase in proportion to the increase in revenue.

Mr. 'A' had been working as a conductor in 'Z' depot of the road transport corporation. He was on duty on 19<sup>th</sup> September 2016 on a route (R to K passenger bus). He had overloaded the bus almost to a double of the seating capacity.

Mr. X — a passenger of that bus did not purchase a ticket despite repeated enquiries of the conductor, because the heavy overloaded condition of the bus and his illness. The conductor was unable to count the passengers because of the overload. In this state, the ticket checking officers stopped the bus, verified the tickets of all the passengers and found that Mr. X had not purchased a ticket. They blamed the conductor for not issuing the ticket and the passenger for not buying the ticket.

Then Mr. X in a written appeal to the checking staff stated that he had not purchased the ticket despite repeated enquiries by the conductor because he was ill and the bus was heavily overloaded. He requested, therefore, not to take any action against the conductor.

The ticket checking staff collected the ticket fare and penalty from Mr. X and suspended the conductor ignoring the written request made by Mr. X. Moreover, the repeated requests made by the co-passengers of that bus was not paid any heed to.

The suspension of the conductor created an uproar among all the bus crew of the depot (Z). The operating staff (conductors and drivers) held a meeting on 19<sup>th</sup> September itself and resolved to limit the intake of passengers to the seating capacity. This decision was implemented with immediate effect. Consequently, most of the commuters were unable to leave for their destination. Passengers of almost all the routes experienced many difficulties while travelling.

Average revenue per day of 'Z' bus depot declined to Rs. 75,000 from Rs, 1,00,000 between 20<sup>th</sup> and 27<sup>th</sup> September. The suspension of Mr. A at 'Z' bus depot served as the potential "fuel" for the staff, working in other depots to launch a work- to-rule agitation. Viewing the situation, the officials of the corporation re-examined the whole case and withdrew the suspension order served on Mr. A on 27<sup>th</sup> September 2016.

### Questions

1. Who is correct? The personnel department or the foreman or the collective bargaining committee.
2. Where do you place this issue for redressal?
3. How do you redress this grievance?