

MBA
(SEM IV) THEORY EXAMINATION 2017-18
INTERNATIONAL JOINT VENTURES, MERGERS AND ACQUISITIONS
Time: 3 Hours *Total Marks: 100*

Note: 1. Attempt all Sections. If require any missing data; then choose suitably.

SECTION A

- 1. Attempt *all* questions in brief. 2 x 10 = 20**
- a. Differentiate Mergers and Joint Ventures
 - b. Discuss the concept of Demerger
 - c. What do you mean by Synergy?
 - d. Distinguish Merger from Acquisition.
 - e. List out kinds of disputes
 - f. Define amalgamation?
 - g. What is carve-out in equity?
 - h. What is cost of acquisition (COA)?
 - i. What is Employee Stock Ownership Plans (ESOP)?
 - j. Discuss SWOT for Restructuring

SECTION B

- 2. Attempt any *three* of the following: 10 x 3 = 30**
- a. Explain the concept of mergers. Discuss the classification of mergers
 - b. What kinds of disputes arise in joint venture? How can these be settled? Discuss choice of law in arbitration
 - c. Make a study of M & A, carried out by Indian Companies since liberalization
 - d. Why Capital Restructuring is required for a business? Also discuss various forms of Capital Restructuring.
 - e. What do you understand by Buy-back of Shares? Discuss various sources of buyback of shares.

SECTION C

- 3. Attempt any *one* part of the following: 10 x 1 = 10**
- (a) Highlight the salient features of Turnkey project agreement. How important is this agreement for transfer of Technology?
 - (b) Explain the provisions of Companies Act, 1956 related to merger and acquisitions.
- 4. Attempt any *one* part of the following: 10 x 1 = 10**
- (a) What are the Tax-treatment are available in the hands of Indian Partner in case of Joint Venture? Discuss.
 - (b) What do you mean by Acquisitions? Explain the different types of Acquisitions. Also discuss the ways to acquire a control over a company.

- 5. Attempt any *one* part of the following: **10 x 1 = 10****
- (a) Why focus on due diligence? What should be the focus of due diligence? What is the difference in these types of targeted values? Based on the above, what are some due diligence best practices to consider?
 - (b) What are the different valuation approaches? Explain. What are the methods of financing mergers?
- 6. Attempt any *one* part of the following: **10 x 1 = 10****
- (a) Write on –
 - (i) Important court decisions
 - (ii) India law on intellectual property.
 - (b) Attempt the followings-
 - (i) Discuss the salient features of arbitration and conciliation Act-1996
 - (ii) What is Trunk Project agreement? How it differs from technical assistance agreement?
- 7. Attempt any *one* part of the following: **10 x 1 = 10****
- (a) Clearly discuss LBO methods of financing mergers.
 - (b) Discuss major aspects of joint venture agreements. Also discuss the rules on currency transfer.