

**GANPAT UNIVERSITY**  
**M.B.A. (Gen/FS/IB/MM/M&E) SEMESTER III EXAMINATION**  
**NOVEMBER-DECEMBER 2015**  
**IIIA01SMA STRATEGIC MANAGEMENT**

TIME: 3 HRS.

Marks: 40

**Instructions:**

1. All questions are compulsory.
2. It is a closed book examination.
3. Figures to the right indicate full marks of the question.

- Q#1** Why it is pertinent for a company to assess competitive environment of the company? (5)
- Q#2** "A brilliant strategy can put a firm on the competitive map but only solid execution can keep it there." Justify the statement with suitable example. (5)
- Q#3** What prompts an organization to choose the path of diversification? Explain Advantages and disadvantages of related and unrelated diversification. (5)
- Q#4** Discuss generic competitive strategies formulated by Michael porter. (5)
- Q#5** "Core competency is about corporate wide thinking of leveraging resources" comment upon the statement with suitable example (5)
- Q#6** "The fortunes of the business depend, to a larger extent, on its external environment" Discuss the statement. (5)
- Q#7** Discuss the utility of value chain analysis in strategic decisions. (5)
- Q#8** What are the strategic issues which need to be addressed before deciding to conduct foreign business? (5)

-----END OF PAPER-----

**GANPAT UNIVERSITY**  
**M.B.A. / M.B.A. (FINANCIAL SERVICES /INTERNATIONAL**  
**BUSINESS/MARKETING MANAGEMENT/MEDIA & ENTERTAINMENT)**  
**SEMESTER – III EXAMINATION**  
**NOV - DEC 2015**  
**IIIA02MIS MANAGEMENT INFORMATION SYSTEM**

**TIME: 3 HRS**

**MARKS: 40**

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**Instructions:**

1. All the questions are compulsory.
2. This is a close book examination.
3. Figure on the right indicates marks of the question.
4. Substantiate your answer with suitable example.

- Q # 1** Briefly discuss the concept of Information System. Discuss why information systems are so essential for running and managing a business today? (7)
- Q # 2** Discuss important tools and technologies for safeguarding information systems. (7)
- Q # 3** Companies are typically presented with many different projects for solving problems and improving performance. Discuss how firms should select, from the ideas available for systems projects, the projects that promise the greatest benefit to the business. (7)
- Q # 4** “Tools and capabilities of Customer Relationship Management software help firms in achieving customer intimacy” – Justify the statement. Support your answer with suitable examples. (7)
- Q # 5** How do contemporary information systems technology and internet pose challenges to the protection of individual privacy and intellectual property? (7)
- Q # 6** Discuss how Prototyping is different from other methods of System Development. (5)

-----END OF PAPER-----

Seat No. \_\_\_\_\_

**GANPAT UNIVERSITY**  
**M.B.A. SEMESTER- III EXAMINATION**  
**NOV - DEC 2015**  
**IIIA09BMA BANKING MANAGEMENT**

**TIME: 3 HRS**

**Marks:40**

**Instructions:**

1. Figures to the right indicate marks of each question.
2. All questions are compulsory.
3. This is closed book examination

- Q # 1** What is role of Regional Rural Banks in economic upliftment of rural India? (6)
- Q # 2** What is the impact of increase or decrease in Bank rate, Repo rate and Reverse Repo rate on functioning of Bank and on economy? (6)
- Q # 3** Describe rights and duties of Banker and a customer. (6)
- Q # 4** What do you mean by National Electronic Funds Transfer System (NEFT) and Real-time Gross Settlement System (RTGS)? Discuss the Difference between NEFT and RTGS (6)
- Q # 5** Discuss the methodology used by credit rating agency for assigning rating to the financial instruments. (6)
- Q # 6** Discuss the Basel I and II (6)
- Q # 7** Discuss the advantages of Internet Banking (4)

**'END OF PAPER'**

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**GANPAT UNIVERSITY**  
**M.B.A SEMESTER- III EXAMINATION**  
**NOV DEC 2015**

**IIIA09 MTB MANAGEMENT OF TRAVEL BUSINESS**

**TIME: 3 HRS**

**Marks:40**

**Instructions:**

1. It is a closed book examination.
2. All questions are compulsory.
3. Figures to the right indicate the marks.

- Q#1 The travel and tourism industry gets its inspiration from the motivation of humankind to travel, which is inner urge of human nature. Comment on the statement and discuss all the possible reasons for travel. (6)
- Q#2 Describe about the marketing mix of tourism with suitable examples. (6)
- Q#3 Explain the role of internet in tourism with appropriate examples. (4)
- Q#4 Do you think that transport is a most vital element of tourist product? Discuss the role of road transport. (6)
- Q#5 Assume that you want to start travel agency in Maharashtra and setting of travel agency requires lot of planning. What kind of minimum requirements to be satisfied to start a travel agency successful? Discuss in detail. Also explain the various income sources for a travel agency. (6)
- Q#6 Write short notes on the following: 1) Travel retailing and operations 2) Travel Documents- any two (6)
- Q#7 Explain about the operations of travel business. What do you mean by GIT and FIT and also mention its benefits? (6)

---END OF PAPER---

**GANPAT UNIVERSITY**  
**M.B.A. SEMESTER-III EXAMINATION**  
**NOV – DEC 2015**

**IIIA05ODC ORGANISATIONAL DEVELOPMENT AND CHANGE**

**TIME: 3 HRS**

**Marks: 40**

**Instructions:**

1. Figures to the right indicate individual marks of each question.
2. Be precise and to the point in your answers.

- Q#1** Explain various elements of the OD Definition. What are the conditions for successful Organizational Development efforts? (6)
- Q#2** What is the difference between role negotiation and role contribution? Discuss, as an Organizational Development consultant when you will use role negotiation and when you will use role contribution? (6)
- Q#3** What are the common organizational designs? Discuss their salient features and basis of the formation. (6)
- Q#4** What are the main sequential phases of organizational change? Take any two sources of resistance and suggest ways of dealing them. (6)
- Q#5** Explain various ethical issues that should be considered in Organizational Development. (6)
- Q#6** In a training institution, there is a problem between the faculty group (responsible for training) and the administrative group (responsible for resources, arrangements, and maintaining accounts). The former (the faculty group) accused the latter of delayed response, insensitivity to priorities, and insensitivity to participants' needs. The administrative group accused the faculty of not planning well, being too demanding, and being insensitive to the problems of the administrative group. This conflict resulted in various other problems, affecting their quality of work. (10)

What OD intervention will you use in this situation? Give the sequential steps of the intervention.

**'END OF PAPER'**

**GANPAT UNIVERSITY**  
**MBA SEMESTER – III EXAMINATION**  
**DECEMBER 2015**  
**IIIA06TDE TRAINING AND DEVELOPMENT**

**Instructions****All the questions are compulsory****Be precise and to the point in your answers****TIME: 3 HRS****Marks:40****Instructions:** (as per the requirement of the subject question paper)**All the questions are compulsory****Be precise and to the point in your answers**

Use the following tabular format for designing the question paper. You can increase the number of sub questions and questions using insert rows.

**Q # 1**

- (A) Discuss the importance of training in context of globalization. Discuss the various types of cross cultural training programmes. (5)
- (B) Define 'Learning' Discuss the various principles of learning applied in training programmes. (5)

**Q # 2** How can you identify training needs? Discuss the components of need assessment in detail. (10)

**Q # 3** Differentiate between on-the-job and off-the-job training programmes. Giving two examples of each discuss the merits and demerits of both the type of training programmes. (5)

**Q. 4** What is post training support? How can organizations ensure that the learnings in the training programmes are transferred for the benefit of the organization? (5)

**Q. 5 (A)** "It is easy to plan a training programme than to implement it." What are the difficulties in implementing a training programme? (5)

(B) Discuss the importance and need for training managerial staff. What type of training methods will you use to train such people. (5)

Seat No. \_\_\_\_\_

**GANPAT UNIVERSITY**  
**M.B.A. SEMESTER-III EXAMINATION**  
**NOV- DEC 2015**  
**IIIA07CMA COMPENSATION MANAGEMENT**

**TIME: 3 HRS**

**Marks: 40**

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**Instructions:**

1. It is a closed book examination.
2. Figures to the right indicate the individual marks of each question.

- Q # 1** Write short notes on the following (8)  
(A) Application of Equity Theory in Compensation Management  
(B) Strategic objectives of compensation management.
- Q # 2** What are the objectives of an employee benefit plan and what are the advantages and disadvantages of an employee benefit program. Explain. (8)
- Q # 3** What are the different elements of the total compensation? Explain. (8)
- Q # 4** Explain the main features of The Payment of Minimum Wages Act, 1948. (8)
- Q # 5** How do the various theories of motivation influence compensation decisions? Explain with relevant examples. (8)

**'END OF PAPER'**

**GANPAT UNIVERSITY**  
**M.B.A. SEMESTER-III EXAMINATION**  
**NOV- DEC 2015**

**IIIA08SPM STAFFING AND PERFORMANCE MANAGEMENT**

**TIME: 3 HRS**

**Marks: 40**

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**Instructions:**

1. It is a closed book examination.
2. Figures to the right indicate the individual marks of each question.

- Q # 1** Write short notes on the following (8)  
(A) SMART principle in objective setting  
(B) Advantages of multi rater feedback vis –a-vis traditional methods of performance appraisal.
- Q # 2** Why does an organization need performance management system? What should be the aim of a performance management system? Explain. (8)
- Q # 3** What are the various do's & don'ts which the appraiser need to keep in mind while conducting the performance review meeting? Explain. (8)
- Q # 4** What are the biases that might creep into evaluation because of the rater? Explain. (8)
- Q # 5** "In the current volatile, uncertain, complex & ambiguous environment it is human capital only that can bring about competitive advantage for the organizations"? In the light of the following statement explain the major drivers & benefits of talent management. (8)

**'END OF PAPER'**

**GANPAT UNIVERSITY**  
**M. B. A. SEMESTER- III EXAMINATION**  
**NOVEMBER-DECEMBER 2015**  
**IIIA05CTP CORPORATE TAX PLANNING**

TIME: 3 HRS.

Marks: 40

**Instruction:**

Figures to the right indicate marks of each question.

- Q # 1** 'The incidence of income tax depends upon the residential status of an assessee'- Discuss. (5)
- Q # 2** What is tax avoidance? How it differs from tax evasion? (5)
- Q # 3** How treaties with foreign countries can help NRIs save tax? (5)
- Q # 4** Ms. Jaya, employed in a private sector company, furnishes following information for a year: (10)

Particulars	Rs.
Income from salary (computed)	3,45,000
Bank interest (fixed deposit)	15,000
Tax on non-monetary perquisite paid by employer	20,000
Amount contributed by her during the year are given below:	
- Contribution to recognized provident fund	60,000
- Health insurance premium on self (paid by crossed cheque)	7,000
- Medical expenditure for dependent sister with disability	20,000

Compute the total income of Ms. Jaya for the relevant assessment year.

- Q # 5** Ms. Vijaya, aged 45 years, submitted the details of her income and investment for a financial year as under: (5)

Particulars	Rs.
Income from salary	1,50,000
Bank interest (fixed deposit)	15,000
Interest from savings bank account	5,000
Interest from public provident fund account	25,000
Deposit in public provident fund account	10,000

Calculate her income tax liability for the relevant assessment year.

- Q # 6** XYX Ltd. is a widely-held company. It is currently considering a major expansion of its production facilities and the following alternatives are available: (5)

Particulars	Alternative 1	Alternative 2	Alternative 3
Share capital	Rs.5,00,00,000	Rs.2,00,00,000	Rs.1,00,00,000
14% Debentures	-	Rs.2,00,00,000	Rs.1,50,00,000
18% Bank loan	-	Rs.1,00,00,000	Rs.2,50,00,000

Expected rate of return (before tax) is 25%. The rate of dividend of the company since 1980 is not less than 20% and the date of dividend declaration is June 30 every year.

The applicable corporate tax rate is 30% + 5% surcharge + 3% cess.

Advise the company about the alternative which can give maximum return on equity share capital.

- Q # 7** Enumerate with reference to Section 10 of the Income Tax Act five types of income totally exempt from tax. (5)

**END OF PAPER**

**GANPAT UNIVERSITY**  
**M.B.A. / M.B.A. (AGRIBUSINESS)/ M.B.A. (FINANCIAL SERVICES)**  
**SEMESTER- III EXAMINATION**  
**NOVEMBER-DECEMBER 2015**  
**IIIA06IFS INDIAN FINANCIAL SYSTEM**

**TIME: 3 HRS.****Marks: 40****Instructions:**

1. All questions are compulsory.
2. It is a closed book examination.
3. Figures to the right indicate Weightage of the question.

- Q#1**      What are Repos? State the different types of repos. How does the reserve bank use the repos as a tool for managing liquidity in the money market?      **05**
- Q#2**      What is international factoring how does it differ from forfeiting? Explain the mechanism of international factoring as well as forfeiting.      **05**
- Q#3**      Explain the following.      **05**  
            1. EXIM Bank  
            2. SIDBI
- Q#4**      Which are the different regulatory bodies exist in Indian Financial Market?      **05**
- Q#5**      Explain in detail types of money market instrument.      **05**
- Q#6**      Mr. Sami is a trader of gold and has a large order to deliver after six months. He wants to create position in derivative market which gives him safety against the price rise in the future as according to him it will touch to 40,000 per 10 gms. Spot price of gold is 25,000 per 10 gms and the future price is 27,000. Which position should he take and why? And if price turns out to be 22,000 or 20,000 then what will be his profit and loss?      **05**
- Q#7**      What is reverse book building process and how does it work in India?      **05**
- Q#8**      **Explain the following terms in brief.**      **05**  
            1. Contango  
            2. Differentiate between forward and futures.

**'END OF PAPER'**

**GANPAT UNIVERSITY**  
**MBA (GEN/IB/AGRI/FS) SEMESTER- III EXAMINATION**  
**NOV - DEC 2015**

**IIIA07SAP SECURITY ANALYSIS AND PORTFOLIO MANAGEMENT**

**TIME: 3 HRS**

**Marks:40**

**Instructions:**

1. Right hand side indicates marks. Answer to the point
2. This is a closed book examination. Give appropriate example when needed

**Q#1** **(8)**

- (A) What are the motives for investment? Illustrate.
- (B) Brief the importance of cyclic versus defensive industry.

**Q#2** **(12)**

- (A) Define the different form of market efficiency.
- (B) Explain the capital market line assuming lending and borrowing at the risk-free rate of return.
- (C) Stock X and Y are giving 12 and 15 percent return per annum on an average for past 10 years with 3.7 and 11.1 percent standard deviation. What should be optimum combination of two securities to get minimum risk? Assume there is perfectly negative relation between two stocks.

**Q#3** Briefly explain E-I-C framework in fundamental analysis. **(8)**

**Q#4** Measure the performance of following portfolio: **(12)**

Name of Portfolio	Return	Std.dev.	Beta	R Square
Classical	1.95	20.03	0.983	0.819
Foresight	11.57	18.33	0.971	0.881
Oxford	8.41	22.92	1.169	0.816
Epsilon	9.05	24.04	1.226	0.816
Tree Top	7.86	15.46	0.666	0.582
Parallax	9.41	16.4	0.887	0.927

Note: Risk free rate of return is 7 percent. And market return is 10 percent with 7 percent std.dev.

Show the interpretation of R square. Also, rank portfolio performance using Sharp Ratio, Treynor Ratio and Jensen's Alpha.

END OF PAPER

**GANPAT UNIVERSITY**  
**M.B.A. SEMESTER- III EXAMINATION**  
**NOV - DEC 2015**

**IIIA08CMF COMMODITY MARKET AND FUTURES**

**TIME: 3 HRS**

**Marks:40**

**Instructions:**

1. Right hand side indicates marks. Answer to the point
2. This is a closed book examination. Give appropriate example when needed

- Q#1** (8)
- (A) Classify commodity traded on the NCDEX platform.
- (B) Show the current capital structure of NCDEX.
- Q#2** (8)
- (A) Define in-the-money, out-of-the-money and at-the-money options with suitable example of call and put options.
- (B) Briefly explain covered position.
- Q#3** (8)
- Future of reliance industry for current month is traded at Rs.963. For strike price of Rs.960 call premium is Rs.30 and put premium is Rs.32. If risk free rate of return is 7 percent per annum, is there any arbitrage opportunity? If yes explain steps for the same. If put price is suddenly change to Rs.25 then is arbitrage opportunity remain exists? Explain How?
- Q#4** (8)
- The stock price 2 month from the expiration of an option is Rs.955, the exercise price of the option is Rs.960, the risk-free interest rate is 7 per cent per annum, and the volatility is 30 per cent per annum. Calculate value of American call and put at Rs.960 strike price using two-step binomial valuation model.
- Q#5** (8)
- Explain Bull and Bearish strategy with suitable examples. Also. show how Box strategy can be use for arbitrage.

END OF PAPER

Seat No. \_\_\_\_\_

**GANPAT UNIVERSITY**  
**MBA SEMESTER III EXAMINATION**  
**NOVEMBER-DECEMBER 2015**

**IIIA05IMM INTERNATIONAL MARKETING MANAGEMENT**

Time: 3 Hrs.

Wt: 40 Marks

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Instructions:

1. This is a closed book examination.
2. Figure on right side indicates marks.

- Q#1 Discuss following term with its application and relevance its international market. **08**
- (1) Absolute Advantage Theory
  - (2) Comparative Cost Theory
  - (3) Opportunity Cost Theory
  - (4) Vernon's Theory
- Q#2 "Franchising has become most popular way of entering into international market" **08**
- Discuss the positive side of franchising. On the other side Joint Venture are resulting more and more failure – Discuss both with examples.
- Q#3 Explain about various pricing strategies to be successful into international market and at a time of sustaining into market. Discuss various pricing strategies which can be implemented at various stages of product life cycle in international market. **08**
- Q#4 Discuss about the role of world bodies like World Bank, IMF, and WTO in International Trade. Also discuss that whether all these bodies are acting as a motivator of international trade or obstacle to international trade. **08**
- Q#5 Discuss following term with its application **08**
- (1) Balance of Payment
  - (2) Production and Clearance of Goods for Exports

**END OF PAPER**

**GANPAT UNIVERSITY**  
**M.B.A. (Gen/Agri/MM)**  
**SEMESTER – III EXAMINATION**  
**NOVEMBER-DECEMBER 2015**

**IIIA06SDM SALES AND DISTRIBUTION MANAGEMENT**

TIME: 3 HRS.

Marks: 40

**Instructions:**

1. It is a closed book examination and figures to the right indicate weightage of questions.

**Q # 1** (10)

- (A) Define the term "Personal Selling." How would you handle these customer objections raised at the end of a sales presentation?
- a. The product is priced highly as compared to the competition
  - b. The quality of your product is not good.
- (B) Explain "Sales Management." Briefly explain the duties and responsibilities of Modern Sales Managers.

**Q # 2** (10)

- (A) What are quotas? How can quotas act as motivator for sales persons?
- (B) Sales budgets assist managerial control of activities." Explain this statement, bringing out clearly how far this assists managerial control at different levels.

**Q # 3** (10)

- (A) Consider the case of a hypothetical channel selection decision for the Pizza Galore chain. Assuming that Pizza Galore wanted to introduce a mini breakfast pizza, which of the four options would be the best way for them to distribute it? Why would this be the best option?
- a. Offer as a 'take away' option in their key/busy stores (that is, those located in shopping centres and on main roads)
  - b. Offer as a home delivery option only (which would still require their stores to open 4-5 hours earlier than normal)
  - c. Distribute via convenience stores
  - d. Set a range of special vending machines to be located around the city and at key train/bus stations
- (B) What is a Vertical Marketing System (VMS)? Explain various types of VMS with an example of each.

**Q # 4** (10)

- (A) Define "Channel Conflict?" If the toy manufacturer's website sells the products for much lower prices than retail stores, sales in the second channel will crash. Suggest a solution that can work for both the channels.
- (B) Explain various types of Non-store retailing with appropriate examples of each of them.

**END OF PAPER**

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Seat No. \_\_\_\_\_

**GANPAT UNIVERSITY**  
**M. B. A. SEMESTER- III EXAMINATION**  
**DECEMBER 2015**  
**IIIA07CBE CONSUMER BEHAVIOUR**

**TIME:3 HRS.**

**MARKS:40**

Instructions:

1. All questions are compulsory.
2. Write to the point and precise answers.
3. Substantiate answers with practical examples wherever necessary.

- Q # 1** Explain Freudian personality theory and the corresponding stages of development. Discuss neo-Freudian personality theory and trait theory. (5)
- Q # 2** Explain culture and how it is acquired. Explain the three broad measures of social class. Define and discuss the Generation Y, Generation X, baby boomers, and the older consumer markets. (5)
- Q # 3** Describe the Elaboration Likelihood Model. How consumer learning can be measured? (5)
- Q # 4** Explain the marketing applications of just noticeable difference (j.n.d.). Review the concept of subliminal perception and the reality of its use. (5)
- Q # 5** Discuss the structural models of attitude: tricomponent, multi-attribute, trying-to-consume, and attitude-toward-the-ad. (5)
- Q # 6** Why are consumers' needs and goals constantly changing? What factors influence the formation of new goals? (5)
- Q # 7** How would the interpretation of survey results change if the researcher used a probability sample rather than a nonprobability sample? Explain your answer. (5)
- Q # 8** Identify the nine major categories of consumer characteristics used to segment markets. Discuss the value of VALS research for the marketer. (5)

Seat No. \_\_\_\_\_

**GANPAT UNIVERSITY**  
**M.B.A. SEMESTER – III EXAMINATION (MM / MEE)**  
**November-December 2015**  
**(IIIA08IMC) INTEGRATED MARKETING COMMUNICATION**

**TIME: 3 HRS**

M.: 40

- Instructions:** (1) All the questions are compulsory.  
(2) Give examples in answers where necessary.  
(3) Figure in the right column shows the Weightage of the question.

<b>Q # 1</b>		
(A)	Discuss the IMC Planning Model.	(4)
(B)	What are the different types of advertisement agencies? Discuss the criteria for selection and evaluation of ad agencies.	(4)
<b>Q # 2</b>		
(A)	What is the difference between publicity and public relation? Discuss the tools of public relations.	(4)
(B)	What is Creativity? Discuss the elements of creative strategy and implementation.	(4)
<b>Q # 3</b>		
(A)	Discuss the tools and techniques of conventional and unconventional sales promotional activities.	(4)
(B)	Discuss the various methods of measuring effectiveness of advertisement in brief.	(4)
<b>Q # 4</b>		
(A)	Discus the various methods of advertising budget in brief.	(4)
(B)	What is DAGMAR? Discuss DAGMAR approaches.	(4)
<b>Q # 5</b>		
(A)	Write a note on followings: a. Media Mix b. Appeals in Advertising	(4)
(B)	What is transport advertising? What are its forms? Explain advantages and disadvantages of transport advertising.	(4)

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Seat No. \_\_\_\_\_

**GANPAT UNIVERSITY**  
**M B A ) SEMESTER III EXAMINATION**  
**NOV-DEC 2015**

**IIIA06EIM Export-Import Management**

**TIME: 3 HRS.**

**MARKS: 40**

**Instructions:**

1. All questions are compulsory
2. Figures to the right indicate maximum weightage of the question

- Q#1** Elaborate the provisions of Foreign Direct Investment Policy of Government of India. (07)  
What is the impact of such provisions on FDI scenario of India in last five years?
- Q#2** Differentiate between FEMA & FERA. How FEMA is considered to be more practical than FERA? (05)
- Q#3** Explain various types of Cargo Insurance policies and the risks covered by them. What is the procedure to claim for Cargo Insurance? (07)
- Q#4** Discuss Letter of Credit as an instrument of making payment for International Transaction. (06)  
Also discuss terms and conditions involved in using Letter of Credit.
- Q#5** Briefly discuss following terms: (each of 1 Mark) (04)
1. DDU
  2. FAS
  3. Carnet
  4. EXW
- Q#6** Discuss the role of various government and semi-government agencies in export promotion in India. (06)
- Q#7** What is the role of ECGC in helping exporters to get credit for export consignment? (05)

--END OF PAPER--

**GANPAT UNIVERSITY**  
**M.B.A. SEMESTER- III EXAMINATION**  
**NOV - DEC 2015**

**IIIA08IAT INTERNATIONAL ACCOUNTING AND TAXATION**

**TIME: 3 HRS**

**Marks:40**

**Instructions:**

1. Figures to the right indicate marks of each question.
2. All questions are compulsory.
3. This is closed book examination

- Q # 1** What is inflation accounting? Discuss the sources of errors that crop up in the traditional method of profit measurement as a result of which, reported profits are distorted. (6)
- Q # 2** X ltd is an Indian company .For the previous year 2014-15 the following incomes are noted from the books of account of the tax payer (6)
- Income from a business in India Rs 4,00,000
  - Income from a business in a foreign country with whom India has ADT agreement Rs 216000
  - According to the ADT agreement Rs 216000 is taxable in India. However it can also be taxed in the foreign country @17.5% which can be set off against India tax liability.
- Find out tax liability for assessment year 2015-16.
- Q # 3** X Ltd a company incorporated in US sells laser printer cartridge to its 100 percent Indian subsidiary A ltd@\$50 per cartridge. X Ltd also sells its laser printer cartridge to another company Y ltd in India@\$80 per piece. Total income of A ltd for the assessment year 2015-16 is Rs.12,00,000 after making payment for 100 cartridges @\$50(1\$ = Rs49).A Ltd has deducted tax at source while making payments to X ltd .In this case sale to unrelated party Y ltd is @\$80.Compute the arm's length price and taxable income of X ltd and A ltd. The rate of one dollar may assumed to be equivalent to Rs.49 in all instruction for the sake of simplicity. (6)
- Q # 4** What is Advance Ruling? Discuss the features and procedure of application for Advance Ruling. (6)
- Q # 5** What is charge of Income tax? Discuss the income tax rates for different types of person. (6)
- Q # 6** Discuss the provision for computing profits and gains of foreign companies engaged in the business of civil construction and Deduction of head office expenditure in the case of non-residents. (6)
- Q # 7** How financial management of multinational entities differ from domestic firm? (4)

**“End of Paper”**