

**MASTER OF BUSINESS ADMINISTRATION
(BANKING AND FINANCE) (MBABFEV)**

Term-End Examination

June, 2013

MCN-032 : WEALTH MANAGEMENT

Time : 3 hours

Maximum Marks : 100

Note : Attempt any five questions.

1. Define the term 'wealth management' and distinguish it from 'investment management'. Should a person manage his own wealth or seek professional help in this regard ? State the prominent wealth management firms in India and functions they usually perform. 20

2. Explain the process of wealth management with appropriate examples. Briefly outline the ethical principles involved in the matter. 20

3. State the important tools of wealth management and their relative merits as well as demerits. Which of these tools is commonly used and why ? 20

4. Write an essay on different types of investment options other than the security investment. Should a person invest only in one such option and why ? 20
5. Does an investment or wealth management plan suit all types of investors ? Should a wealth manager carry out client profiling before investing or not ? Give reasons for your answer. 20
6. How does a mutual fund work ? Have mutual funds provided higher returns to an investor in India ? What are the different types of mutual funds operating in India ? Briefly explain these. 20
7. Outline the important behavioural skill of a wealth manager. Is it necessary for him to understand the investment psychology of his client to be successful ? 20
8. Write short notes on *any two* of the following : 20
- (a) Financial Planning Process
 - (b) Performance measurement of portfolio
 - (c) Investing in securities
 - (d) Risk management tools for efficient wealth management.
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