

00486

**MASTER OF BUSINESS ADMINISTRATION
(MBAEV)**

**Term-End Examination
June, 2013**

MCNE-045 : WEALTH MANAGEMENT

Time : 3 hours

Maximum Marks : 100

Note : Attempt any five questions.

All questions carry equal marks.

1. State your views on wealth management scenario in India highlighting in particular the services offered, the major players and non - popularity reasons. Make appropriate suggestions to popularise wealth management services in India. 20
2. State the important ethical principles involved in wealth management. Are there any guidelines in this regard ? Should return to client override ethical principles ? 20
3. Outline the rationale behind 'mutual funds'. Why does the 'fund manager' assume importance in a mutual fund ? Should small investors prefer mutual funds to personal investing ? 20

4. Why should a wealth manager carry out 'client profiling' ? What other factors should he take into account ? What importance should he assign to 'client expectations' and why ? 20
5. Explain the behavioural skills a wealth manager should possess. Is it essential for him to understand investor psychology ? 20
6. "Marketing of financial products is a specialised activity." Elaborate this statement to highlight the importance of marketing of financial services in a developing country like India. 20
7. List and explain the various investment options (other than securities) available to an investor/wealth manager. State the problems associated with investments in real estate. 20
8. Write short notes on *any two* of the following : 20
- (a) Wealth management process
 - (b) Performance management of portfolios
 - (c) Impact of financial scams and frauds on wealth management business
 - (d) Wealth management tools
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