

**MANAGEMENT PROGRAMME**

**Term-End Examination**

**June, 2015**

**MS-46 : MANAGEMENT OF FINANCIAL SERVICES**

*Time : 3 hours*

*Maximum Marks : 100*

*(Weightage : 70%)*

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*Note : Attempt any five questions. All questions carry equal marks.*

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1. What do you mean by 'Financial Markets'? Discuss the role and functions of these markets.
2. "Risk is an integral part of Financial services Industry". Discuss this statement bringing out the different sources of risk applicable for different financial services.
3. What is a 'Debt Market'? Discuss the different instruments used to raise funds from the corporate Debt Securities Market.
4. Write notes on the following :
  - (a) Different ways of mobilising capital by issuing securities.
  - (b) Marketing a Public Issue.
5. Explain the concept of 'Credit Rating' and discuss the benefits of Credit Rating.

6. What do you mean by 'Leasing'? What are the essential features of a Lease Contract ? What are the benefits of leasing ?
  7. What is 'Venture capital' ? How is it different from other forms of financing ? Discuss the different stages of Venture Capital Financing.
  8. Distinguish between 'Insurance Agent' and 'Insurance Broker'. Explain the different types of Insurance Brokers. Discuss the functions of a Direct Broker and Reinsurance Broker.
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