

Total No. of Pages : 02

Total No. of Questions : 06

MBA (PIT) (Sem.-4)
MERGERS AND ACQUISITIONS

Subject Code : MBA-416

M.Code : 75078

Time : 3 Hrs.

Max. Marks : 60

INSTRUCTIONS TO CANDIDATES :

1. **SECTION-A contains SIX questions carrying TWO marks each and students has to attempt ALL questions.**
2. **SECTION-B consists of FOUR questions each carrying TEN marks each and student has to attempt ALL questions.**
3. **SECTION-C is consist of ONE Case Study carrying EIGHT marks.**
4. **All Questions are Compulsory.**

SECTION-A

- 1. Write short notes on the following :**

- What is Synergy?
- What is Leveraged buy-out?
- What is firm valuation?
- What is International Trade?
- What is Share Repurchase?
- What is value creation?

SECTION-B

2. What are the forms of corporate restructuring? Discuss in detail.
3. Discuss the tax consideration for mergers and acquisitions in detail.

4. Discuss the various valuation models for mergers and acquisitions.
5. Write a detailed note on corporate control mechanisms for mergers and acquisitions.

SECTION-C

6. Read the following case study in detail and answer the questions :

Mastery of mergers and acquisitions entails using skills from a wide range of management disciplines. It could be that many mergers and acquisitions fail because the managers leading them have an insufficient breadth of skills and/or experience. In mastering this art one will have to call upon many disciplines encountered in the core MBA courses. In order to evaluate the strategic logic of a merger or acquisition, manager will need to think like a strategist. The basics of the Strategic Planning course are extended to encompass focus and characteristics mapping. Having evaluated the strategic logic, managers will then be challenged to put a value on the proposed merger or acquisition transaction and, therefore, will need to think like a financier, drawing on the knowledge acquired during the Finance course. Last, but by no means least, managers will be challenged to implement the proposed merger or acquisition, drawing on the knowledge acquired in the Project Management and Strategic Risk Management courses. In Mergers and Acquisitions, managers are challenged to think in an integrated manner; like a strategist, financier and project manager, but all at the same time. Few functional managers, with the possible exception of a few CEOs and general managers, are called upon to apply such a wide range of disciplines simultaneously in an integrated manner. It is, however, our observation that many people who lead mergers and acquisitions in practice come from a single functional background. This may be part of the explanation for many of the failures in mergers and acquisitions, and for the recent rise of specialist merger and acquisition project management consultancies.

Questions :

- a) Summarize the whole case in your own words.
- b) Why mergers and acquisitions fail as per the case?
- c) Discuss the reasons why project management consultancies are in demand?
- d) What are the challenges for managers in the area of Mergers and Acquisitions?

NOTE : Disclosure of Identity by writing Mobile No. or Making of passing request on any page of Answer Sheet will lead to UMC against the Student.