

**University Institute of Applied Management Sciences
Panjab University, Chandigarh**

Pre Ph.D Online Mid Term Examinations (Sectoral) September, 2020

Important Instructions:

- 1) Please download the Question Paper immediately on receipt of the same.
- 2) Mark your attendance online After Receiving the Question Paper
- 3) Select question paper of your relevant sectoral area
- 4) Please put Roll No, Subject Code, Page No. and Signatures on all pages of the answer sheet
- 5) Maximum Number of pages in Answer Sheet are 16.
- 6) Timing of Examinations are 2.30 pm to 4.30 p.m
- 7) Attempt ANY THREE Questions. ALL Questions carry Equal Marks
- 8) Give relevant example as per your Sectoral Area of Study/Functional Area
- 9) Preserve the original Answer Sheet. It may be required to be submitted at a later date.
- 10) Email the scanned copy of the Answer Sheet (Maximum 16 pages) at uiamsexam@pu.ac.in

Pre-Ph.D Online Mid-Term Examinations, Banking and Insurance Management, September 2020

PHD 1905

International Banking

Maximum Marks: 15

Time: 2 Hours

Note: (i) Question Paper contains **SIX** Questions

(ii) All questions carry equal marks

(iii) Students are required to attempt **ANY THREE QUESTIONS**

Q: 1 Discuss in detail organisational features of international banking.

Q: 2 Comment on international payment system.

Q: 3 'Lending activity has to necessarily adhere to certain principles.' Briefly explain principles of lending to MNCs.

Q: 4 'IFC's objective is to assist economic development by encouraging the growth of productive private enterprise in its member nations, particularly in the underdeveloped areas.' How far do you think it is successful in achieving this?

Q: 5 'ADB is committed to achieving a prosperous, inclusive, resilient and sustainable Asia & the Pacific, while sustaining its efforts to eradicate extreme poverty.' In light of this statement examine the role of ADB in India.

Q: 6 Trace the evolution of international banking.

Pre-Ph.D Online Mid-Term Examinations, Retail Management, September 2020

PHD 1907

Channel Management

Maximum Marks: 15

Time: 2 Hours

Note: (i) Question Paper contains **SIX** Questions

(ii) All questions carry equal marks

(iii) Students are required to attempt **ANY THREE QUESTIONS**

Q1) What do you mean by channel power? Explain sources of channel power.

Q2) How can market research be useful in identifying areas of collaboration in supply chain management?

Q3) How can sales force be motivated? Why is it important to have a motivated sales force?

Q4) Discuss the impact of electronic commerce on channel strategies.

Q5) Why does channel conflict arise? Is it possible to use market research to identify sources of channel conflict and resolve them at an early stage?

Q6) Discuss the various issues in retail management? How can research be helpful in resolving these issues?

Pre-Ph.D Online Mid-Term Examinations, Information Systems, September 2020

PHD 1909

Emerging Concepts of Information Systems

Maximum Marks: 15

Time: 2 Hours

Note: (i) Question Paper contains **SIX** Questions

(ii) All questions carry equal marks

(iii) Students are required to attempt **ANY THREE QUESTIONS**

Q1. What is an Information system? Explain its types and IS Framework for business professionals?

Q2. Explain with the help of case study the fundamentals of strategic IT?

Q3. Give an overview of computer software along with its types and examples?

Q4. What is the role of database management systems in a business information system? Cite with examples

Q5. How the trend toward open systems, connectivity, and interoperability is related to business use of the internet, intranets and extranets?

Q6. What are some of the benefits and management challenges of client/server networks? Peer-to-peer networks?

Pre-Ph.D Online Mid-Term Examinations, Infrastructural Management, September 2020

PHD 1911

Financing of Infrastructure Projects

Maximum Marks: 15

Time: 2 Hours

Note: (i) Question Paper contains **SIX** Questions

(ii) All questions carry equal marks

(iii) Students are required to attempt **ANY THREE QUESTIONS**

Q.1 Explain the key features of project finance. How does project finance differ from corporate finance?

Q.2 Discuss in brief the various stages of project financing in any of the infrastructure projects.

Q.3 Discuss in brief the role of financial institutions in financing various infrastructure projects.

Q.4 Describe in brief the structuring of projects in any of the infrastructure projects.

Q.5 Discuss in brief recent trends in investment in infrastructure in India.

Q.6 Explain the key documents and financial documents for infrastructural finance.
