

SUPPLEMENTARY EXAMINATION : JUNE - JULY, 2019

FINANCIAL MANAGEMENT

FIBA601
[BMCF]

Time: 3 Hrs

Note: Attempt questions from all sections as directed. Use of calculator & PVF, PVAF, CVF, CVAF tables are allowed. Maximum Marks: 70

Section - A : Attempt any Five questions out of Six. Each question carries 6 marks.

[30 Marks]

- Q1. Explain the function of financial management?
- Q2. The following are the cash inflows and outflows of a certain project.

Year	Outflows	Inflows
0	7,00,000	-
1		35,000
2		45,000
3		65,000
4		85,000
5		50,000

Taking the cut off rate as 8%, calculate net present value.

- Q3. Explain the determinants of dividend policy in fast growing company?
- Q4. How do you measure the degree of operating leverage and financial leverage? Illustrate with numerical example.
- Q5. "Management of cash flows plays a very important role in cash management." Discuss?
- Q6. Explain the relation between risk and return?

Section - B : Attempt any Two questions out of Three. Each question carries 10 marks.

[20 Marks]

- Q7. Write a short note on:
- (a) Shareholder wealth creation (5)
- (b) ROI (5)
- Q8. What is capital structure? Explain the important factor that should be considered while determining capital structure?
- Q9. Explain the Pay back method of capital budgeting. How does it differ from Profitability index?

Sales Management November 2question Paper

M Woodhall



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Sales Management, 1929 **Sales Management** Thomas N. Ingram, Raymond W. LaForge, Ramon A. Avila, Charles H. Schwepker Jr, Michael R. Williams, 2024-01-22 This 11th edition of Sales Management continues the tradition of blending the most recent sales management research with the real life best practices of leading sales organizations and sales professionals Reflecting today's emphasis on analytics and customer experience CX this edition focuses on the importance of employing different data based selling strategies for different customer groups as well as integrating corporate business marketing and sales level strategies and plans Sales Management includes coverage of the current trends and issues in sales management along with real world examples from the contemporary business world that are used throughout the text to illuminate chapter discussions The new 11th edition includes Emphasis on data driven decision making ethics the use of artificial intelligence the customer experience leadership sales enablement technology and new communication technologies Updated end of chapter cases with application questions along with skill building experiential exercises with discovery investigations and focused role plays which place students in the role of sales manager Updated ethical dilemmas for students to practice ethical decision making Revised Sales Management in Action boxes Multiple vignettes embedded in each chapter featuring sales management professionals and well known companies discussing key topics from that chapter This text is core reading for postgraduate MBA and executive education students studying sales management An updated online instructor's manual with solutions to cases and exercises a revised test bank and updated PowerPoints is available to adopters **Essential SQA Exam Practice: National 5 Business Management Questions and Papers** Craig McLeod, 2022-04-29 Exam board SQA Level National 5 Subject Business Management First teaching August 2017 First exam Summer 2018 Practice makes permanent Feel confident and prepared for the SQA National 5 Business Management exam with this two in one book containing practice questions for every question type and topic plus two full practice papers all written by an experienced examiner b Choose b to revise by question type or topic b A simple grid enables you to pick particular question styles or course areas that you want to focus on with answers provided at the back of the book b Remember more in your exam b Familiarise yourself with the exam paper b Find out how to achieve a better grade Fully up to date with SQA's requirements The questions mark schemes and guidance in this practice book match the requirements of the revised SQA National 5 Business Management specification for examination from 2018 onwards *Sales Management Fundamentals* Richard Carman Hay, 1929 **Factory**, 1924 *Federal Register*, 1944-11 Management and the Executive, 1979 Proceedings of the 1989 Academy of Marketing Science (AMS) Annual Conference Jon M. Hawes, John Thanopoulos, 2015-05-12 This volume includes the full proceedings from the 1989 Academy of Marketing Science AMS Annual Conference held in Orlando Florida It provides a variety of quality research in the fields of marketing theory and practice in areas such as consumer behaviour marketing management marketing education and international marketing

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