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Total Number of Pages: 02

Course: IMBA
Sub Code:16IMN1001B

10TH Semester Regular/Back Examination: 2022-23
SUB: MERGERS AND CORPORATE RESTRUCTURING

Branch: IMBA

Max Marks: 100

Time: 3 Hours

Q Code: M012

Answer Question No.1 (Part-1) which is compulsory, any eight from Part-II and any two from Part-III.

The figures in the right hand margin indicate marks.

Part- I

- Q1 Only Short Answer Type Questions (Answer All-10) (2x10)**
- a) Point out the broad purposes of any Mergers and Acquisitions deal.
 - b) What is Conglomerate Merger?
 - c) What is the difference between Reverse Merger and De-Merger?
 - d) What is the intent of screening Due diligence?
 - e) When does a merger result into an economic advantage?
 - f) When can Merger or potential Acquisition be successful?
 - g) What activities are commonly associated with Takeover?
 - h) Why Corporate restructuring is necessary?
 - i) What are the reasons behind forming a Strategic Alliance?
 - j) What is the difference between Spin-off and Split-up?

Part- II

- Q2 Only Focused-Short Answer Type Questions- (Answer Any Eight out of Twelve) (6x8)**
- a) Distinguish between horizontal merger and vertical merger with examples.
 - b) Explain the synergy initiatives behind Mergers and Acquisitions.
 - c) Explain the Reverse Merger. Present its merit in rehabilitating perhaps an ailing parent.
 - d) Discuss the problems of post-merger integration.
 - e) How should a company ensure that merger or acquisition is successful? Discuss.
 - f) List and explain the various motives behind expansion as part of mergers and acquisitions.
 - g) State and explain the major reasons for inefficiencies in due diligence.
 - h) Discuss in detail the Anti-Takeover defenses that a Target company can initiate.

- i) What are the advantages of a friendly takeover to the outgoing promoters?
- j) How is "Poison pill" used as a Takeover strategy?
- k) Discuss the features of Strategic Alliance.
- l) Explain in detail the Corporate Restructuring Techniques.

Part-III

Only Long Answer Type Questions (Answer Any Two out of Four)

- Q3** What are the key guiding principles for successful post merger integration? Point out the major post merger integration steps that add value to mergers and acquisitions. **(16)**
- Q4** What is Due diligence? What are the Acquirer's considerations in due diligence? State the attributes of successful due diligence in merger and acquisition process of transaction. **(16)**
- Q5** How do Takeover target concerns react to takeover threats? What strategic options are there to enhance their interest? **(16)**
- Q6** Explain in detail what the various approaches to Corporate restructuring? **(16)**