

**Paper-12 : FINANCIAL MANAGEMENT (Elective)**  
**Paper-12A (i): Financial Services**

Time: 3 hrs

Max. Marks: 80

**SECTION-A**

Answer ALL questions

4X15=60

1. (a) Define Merchant Banking. Explain the Services provided by the Merchant Bankers?  
(Or)  
(b) Explain the Categories of Merchant Bankers?
2. (a) Explain in detail the concepts of Pre-Issue Activities?  
(Or)  
(b) Explain in detail the concepts of Post-Issue Activities?
3. (a) Define Leasing. Explain its Types?  
(Or)  
(b) What are the Merits and Demerits of Credit Rating?
4. (a) What are the methods of Venture Capital Financing?  
(Or)  
(b) How can you explain the Bill Discounting Schemes?

**SECTION-B**

Answer any Four Questions

4 x 5 = 20

5. Issue Management
6. Portfolio Management
7. Listing of Securities
8. Advertising Agency
9. Types of Hire Purchase
10. Factoring
11. Commercial Paper
12. Bill Discounting.