

# 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

**Ying-Ying Zheng**



## **Sales Management November 2question Paper:**

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      **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

among others Founded in 1971 the Academy of Marketing Science is an international organization dedicated to promoting timely explorations of phenomena related to the science of marketing in theory research and practice Among its services to members and the community at large the Academy offers conferences congresses and symposia that attract delegates from around the world Presentations from these events are published in this Proceedings series which offers a comprehensive archive of volumes reflecting the evolution of the field Volumes deliver cutting edge research and insights complimenting the Academy s flagship journals the Journal of the Academy of Marketing Science JAMS and AMS Review Volumes are edited by leading scholars and practitioners across a wide range of subject areas in marketing science International Commerce

,1964 **Sales Management for Manufacturers** O. Hoyt Gibson,1966 **Selling & Sales Management** Lisa Spiller,2021-09-01 Packed with engaging examples and case studies from companies including Amazon IBM and Pepsi as well as unique insights from sales professionals across the globe this comprehensive textbook balances research theory and practice to guide students through the art and science of selling in a fast changing and digital age The text highlights the emerging role of storytelling sales analytics and automation in a highly competitive and technological world and includes exercises and role plays for students to practice as they learn about each stage of the selling process As well as its focus on selling the text also provides students with essential sales management skills such as onboarding coaching mentoring and leading salespeople as well as managing sales pipelines territories budgets systems and teams when not in the field Online resources are included to help instructors teaching with the textbook including PowerPoint slides and a testbank Chapter overviews and teaching notes for the roleplays included in the text and suggested course projects and worksheets are also provided for instructors Suitable for courses on selling and sales management at all college and university levels

**Management Accounting (For University of Delhi, Sem.5)** I.C. Jain, Written in a student friendly style the book comprehensively covers the new syllabus of Management Accounting taught in BCom Hons course of the University of Delhi Following an examination oriented approach the book can also be used by students pursuing professional courses such as BBA MBA PGDBM CFA MFC CA ICWA and CS KEY FEATURES Important tools such as Summary Key Terms Theoretical Questions Objective type Questions like True False Statements Multiple choice Questions and Fill in the Blanks and Practical Problems to facilitate a quick revision of the chapter The book has 125 illustrations 100 solved problems and 150 unsolved exercises with answers and hints Problems from examination papers of last 10 years included Recent examination question papers of the University of Delhi included in an Appendix Marketing ,1953 **Business Digest and Investment**

**Weekly** Arthur Fremont Rider,1919 **Sales Management** Thomas R. Wotruba,1981 Printers' Ink; the ... Magazine of Advertising, Management and Sales ,1898 **Sales Management** ,1961 Cincinnati Magazine ,1984-11 Cincinnati Magazine taps into the DNA of the city exploring shopping dining living and culture and giving readers a ringside seat on the issues shaping the region **Factory and Industrial Management** John Robertson Dunlap,Arthur Van Vlissingen,John M.

Carmody,1904      **Computerworld** ,1972-11-08 For more than 40 years Computerworld has been the leading source of technology news and information for IT influencers worldwide Computerworld s award winning Web site Computerworld com twice monthly publication focused conference series and custom research form the hub of the world s largest global IT media network      *Industrial Management* John R. Dunlap,1904

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