

Name:
Enrolment No:



UNIVERSITY OF PETROLEUM & ENERGY STUDIES

End Semester Examination (Online) – July, 2020

Program: B. Com. (Honors)
Subject/Course: Marketing of Mutual Funds
Course Code: FINC2030

Semester : IV
Max. Marks: 100
Duration : 3 Hours

IMPORTANT INSTRUCTIONS

1. *The student must write his/her name and enrolment no. in the space designated above.*
2. *The questions have to be answered in this MS Word document.*
3. *After attempting the questions in this document, the student has to upload this MS Word document on Blackboard.*

		Marks	Cos
Q.1	You met with a potential investor who is HNI (high net-worth investor). After your meeting, you understand that the potential investor is interested to invest in real estate mutual funds? You have to prepare a draft to show your manager that how will you elaborate real estate mutual fund to the HNI. Your manager has asked you to explain the legal process of real estate MF to the investor.	20	CO3
Q.2	You are an intern with SBI MF. Your manager told you that NAV plays a central role in valuation of Mutual Funds and has given you're a training module to understand NAV. After one month, he has asked you to document the process to calculate net asset value. In addition, he is also keen to understand why do asset managers calculate NAV and what are the limitation of NAV?	20	CO3
Q.3	During your summer break, you met with your Uncle who is dental surgeon. He knows that you are a commerce students and he is looking for your help to understand mutual funds. He has never invested in mutual funds and does not understand about stock market. Mention how you will brief him about mutual funds. Also discuss with him about the	20	CO4

	potential benefits for him by investing in MF and warn him against any risk about mutual funds.		
Q.4	Kotak Mahinda Bank is planning to set up a mutual fund unit and has assigned you to document the legal structure of mutual funds in India. Furthermore, they have also asked you to prepare the elements covered in an agreement between a distributor and a mutual fund.	20	CO4
COQ.5	SEBI has hired you to understand the factors affecting demand and supply side of mutual funds in India. Prepare a report for SEBI mentioning the potential factors affecting demand and supply of mutual funds. Give relevant examples to support your answers.	20	CO4

ANSWERS