

ANALYSIS SHEET

Strategic Management & Corporate Finance

CHAPTER 01 : INTRODUCTION TO STRATEGIC MANAGEMENT

QUESTIONS ASKED IN JUNE, 2024 -

1. ROLE OF BOARD OF DIRECTORS IN CSR - 5 MARKS
2. MEANING AND BENEFITS OF CSR - 5 MARKS
3. OBJECTIVES AND ROLE OF CS IN CORPORATE GOVERNANCE - 5 + 5 MARKS

1. Phases of Strategic Management Process

2. Functions and Importance of a Strategic Leader

3. Functions and Importance for CS in Strategic Management

4. Benefits & Limitations of Strategic Planning

5. Role of BOD in decision making

6. Factors influencing CSR

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CHAPTER 02 : ANALYZING THE EXTERNAL AND INTERNAL ENVIRONMENT

QUESTIONS ASKED IN JUNE, 2024 -

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1. Environmental Studying

a. Meaning

b. Importance

c. Characteristics

2. Environmental Factors

a. Internal

b. External Macro

c. External Micro

3. Porter's Five Forces Factors

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CHAPTER 03 : BUSINESS POLICY AND FORMULATION OF FUNCTIONAL STRATEGY

QUESTIONS ASKED IN JUNE, 2024 -

1. MARKETING STRATEGY - 5 MARKS

1. Features of Business Policy

2. Vision / Mission

3. Objectives / Goals

4. Formulation of Functional Level Strategy

5. Strategic Financial Decision

6. Market Position

7. Entry Strategies

8. HR Strategies

9. Production Strategy

10. Elements of the Logistics Strategy Plan

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CHAPTER 04 : STRATEGIC ANALYSIS AND PLANNING

QUESTIONS ASKED IN JUNE, 2024 -

1. PORTER'S GENERIC STRATEGY (ALL THREE IN DETAIL) - 5 MARKS
2. SWOT ANALYSIS - 5 MARKS

1. Elements of Situation Analysis

2. TOWS Analysis

a. Strategies

3. Differences between PERT and CPM

4. BCG Matrix

a. Stars / Cash Cows / Question Marks / Dogs

b. Strategies

5. Ansoff's Growth Model

a. Growth Options

6. ADL Matrix

a. Industry Maturity

b. Competitive Positioning

7. Glueck & Jauch Generic Strategic Alternative

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CHAPTER 05 : COMPETITIVE POSITIONING

QUESTIONS ASKED IN JUNE, 2024 -

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1. Strategic Implementation

a. Supporting factors

b. Issues

c. Forward Backward linkage

2. Strategic Leadership

a. Forms

b. Skills

3. Artificial Intelligence

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CHAPTER 06 : MANAGING THE MULTI-BUSINESS FIRM AND ANALYZING STRATEGIC EDGE

QUESTIONS ASKED IN JUNE, 2024 -

1. WHAT IS SIX SIGMA? - 5 MARKS

2. BUSINESS PROCESS REENGINEERING - OBJECTIVES & STEPS - 5 MARKS

1. Benchmarking

a. Types

b. Approaches

c. Benchmarking Wheel

2. Total Quality Management

a. Characteristics

b. Principles

3. Six Sigma

a. Six Sigma Certification levels

4. Differences between BPR and Six Sigma

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CHAPTER 07 : SOURCES OF CORPORATE FUNDING

QUESTIONS ASKED IN JUNE, 2024 -

1. ISSUE FOR DVR - 5 MARKS

1. Voting rights in Preference Shares

2. Masala Bonds

3. Types of Early Stage Financing

4. Categories of FPI

5. Securitized Debt Instrument

a. Eligibility

b. Listing

6. Conditions for issue of Security Receipts

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CHAPTER 08 : RAISING OF FUNDS FROM EQUITY - PUBLIC FUNDING

QUESTIONS ASKED IN JUNE, 2024 -

1. GREEN SHOE OPTION (PRACTICAL) - 15 MARKS
2. IPO - ELIGIBILITY - 5 MARKS

1. IPO/FPO

a. Disqualification and General Conditions

b. Conditions for OFS

c. Issue of Warrants

d. Securities Ineligible for Promoters' Contribution

e. Lock in of Securities

f. Offer Document

i. Disclosures

ii. Comments from SEBI

g. Price, Price Band, Differential Pricing

h. Reservation on Competitive Basis

i. Underwriting - Issue through Book Building

j. Monitoring Agency

k. Period of Issue

l. Post Issue Advertisement

m. Reporting of transactions of the promoters and promoter group

SMCF - DEC'24

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CHAPTER 08 : RAISING OF FUNDS FROM EQUITY - PUBLIC FUNDING

QUESTIONS ASKED IN JUNE, 2024 -

1. GREEN SHOE OPTION (PRACTICAL) - 15 MARKS
2. IPO - ELIGIBILITY - 5 MARKS

n. Exit Opportunity to Dissenting Shareholders

i. Conditions

ii. Pricing

iii. Manner of Providing exit

2. Eligibility for Fast Track FPO

3. SME IPO

4. IGP

5. Rights Issue

a. Eligibility and Conditions

b. Reservation for Convertible Securities holders

c. Application on Plain Paper - Rules

d. Issue related Advertisement

e. Demat Right Entitlements

6. Preferential Issue

a. Non Applicability of Chapter V

b. Conditions & Ineligibility

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CHAPTER 08 : RAISING OF FUNDS FROM EQUITY - PUBLIC FUNDING

QUESTIONS ASKED IN JUNE, 2024 -

1. GREEN SHOE OPTION (PRACTICAL) - 15 MARKS
2. IPO - ELIGIBILITY - 5 MARKS

c. Disclosures

d. Pricing of Frequently Traded Shares

e. Lock in Rules

7. Qualified Institutional Placement

a. Definition of QIBs

b. Conditions for QIP

c. Pricing

d. Minimum number of Allottees

8. Social Stock Exchange

a. Definition of Social Enterprise

b. Ineligibility for raising funds

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CHAPTER 09 : REAL ESTATE INVESTMENT TRUST

QUESTIONS ASKED IN JUNE, 2024 -

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1. Difference between REITs and Mutual Funds
2. Other Permissible Investments
3. Eligibility of Sponsor / Manager
4. REIT IPO
 - a. Conditions
 - b. Public Holding
 - c. When to refund money?
5. Anchor Investors
6. Subscription Period
7. Grounds for Delisting of units of REIT
8. Definition of HoldCo/SPV + Conditions for investment in properties through SPVs /holdco
9. Meetings of Unitholders
 - a. Rules regarding conduct of meetings
 - b. Type of Resolutions to be passed
 - c. Resolutions that require 75% approval
10. Strategic Investor

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CHAPTER 10 : INFRASTRUCTURE INVESTMENT TRUST

QUESTIONS ASKED IN JUNE, 2024 -

1. MAINTENANCE OF RECORDS BY INVESTMENT MANAGER - 5 MARKS

2. Differences between REITs & InvITs

3. Eligibility of Sponsor / Manager

4. Conditions for raising funds through Private Placement

5. REIT IPO

a. Conditions

b. Public Holding

c. When to refund money?

d. Offer Document

6. Anchor Investor

7. Preferential Issue

a. Conditions

b. Pricing

8. Minimum No. of Unit Holders + Trading Lots + Minimum Investment + Listing

Timelines for Public and Pvt InvITs

9. Grounds for Delisting

10. Other Permissible Investments

11. Distribution Rules

12. Minimum Information to be place before the BOD of the Manager

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CHAPTER 11 : RAISING OF FUNDS - PRIVATE FUNDING

QUESTIONS ASKED IN JUNE, 2024 -

1. SPECIAL SITUATION FUND - 5 MARKS
2. DEFINITION OF ANGEL INVESTORS - 5 MARKS

1. Definitions

a. Accredited Investor

b. AIF

2. AIF

a. Categories

b. Features

c. Foreign Investment

d. General Investment Conditions

e. Additional Conditions for Social Impact Funds

3. Angel Funds

a. Investment in Angel Funds

b. Investment by Angel Funds

c. Redemption Norms

4. FVCI

a. Investment Conditions

b. General Obligations

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CHAPTER 12 : RAISING OF FUNDS - NON FUND BASED

QUESTIONS ASKED IN JUNE, 2024 -

1. PRE ISSUE FORMALITIES - 5 MARKS

1. Bonus Issue

a. Advantages

b. Eligibility to issue Bonus - Companies Act, 2013

c. Eligibility to issue Bonus - ICDR Regs

d. Rights of Convertible Debt Instrument holders

2. Share Based Employee Benefits

a. Definition of Employee

b. Situations where a trust can sell shares

c. Rules regarding secondary acquisition of shares by Trust

d. Rules regarding transferability

e. Lock in Period / Vesting period under different schemes

3. Sweat Equity

a. Definition of Employee - Companies Act & SEBI Regs

b. Max Quantum of Sweat Equity Shares

c. Disclosures in Explanatory Statement

d. Ceiling on Managerial Remuneration

4. Procedure for issue of Bonus / SBEB / Sweat Equity

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CHAPTER 13 : LISTING AND ISSUANCE OF SECURITIES INTERNATIONAL FINANCIAL SERVICES CENTRE

QUESTIONS ASKED IN JUNE, 2024 -

1. ELIGIBILITY & MINIMUM SUBSCRIPTION FOR IPO - 5 MARKS

1. Applicability of IFSC Regulations

2. Eligibility for

a. Listing

b. Debt Securities

c. Fast Track FPO

d. Startups & SME

e. Depository Receipts

3. Issue size of Fast Track FPO

4. SPAC

a. Process

b. Eligibility

c. Escrow

5. Secondary Listing

a. Listing without Public Offer

b. Listing with Public Offer

6. Eligible debt securities for listing

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CHAPTER 13 : LISTING AND ISSUANCE OF SECURITIES INTERNATIONAL FINANCIAL SERVICES CENTRE

QUESTIONS ASKED IN JUNE, 2024 -

1. ELIGIBILITY & MINIMUM SUBSCRIPTION FOR IPO - 5 MARKS

7. Green/Social/Sustainability Bond

8. Labelling of Green, Social or Sustainable Bonds

9. Principle governing disclosures

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CHAPTER 14 : RAISING OF FUNDS FROM DEBT

QUESTIONS ASKED IN JUNE, 2024 -

1. PRACTICAL QUESTION - TANDON COMMITTEE - 5 MARKS
2. PRACTICAL QUESTION - OPERATING CYCLE - 5 MARKS
3. PRACTICAL QUESTION - LETTER OF CREDIT - 5 MARKS

1. Section 71 - Conditions for issue of Debentures

2. Market Linked Debentures - Eligibility & Disclosures

3. Bonds

a. Risks associated with Bonds

b. Eligibility criteria for OBPP

c. Securities to be issued through EBP

d. Basic Features of RFQ

4. Section 73 - Conditions for acceptance of Deposits

5. NBFCs

a. Powers of RBI vis-à-vis NBFCs

b. Recent RBI reforms on risk based supervision

c. Fit & Proper Criteria

d. Rotation of Partners

6. Differences between

a. Leasing Finance

b. Hire Purchase Finance

c. Hypothecation

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CHAPTER 14 : RAISING OF FUNDS FROM DEBT

QUESTIONS ASKED IN JUNE, 2024 -

1. PRACTICAL QUESTION - TANDON COMMITTEE - 5 MARKS
2. PRACTICAL QUESTION - OPERATING CYCLE - 5 MARKS
3. PRACTICAL QUESTION - LETTER OF CREDIT - 5 MARKS

7. Import Finance

8. Credit Default Swaps

9. Differences between

a. Factoring

b. Forfaiting

c. Discounting

10. Types of factoring

11. Types of Letters of Credit

12. Types of Bank Guarantee

13. Differences between LoC & Bank Guarantee

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CHAPTER 15 : FOREIGN FUNDING - INSTITUTIONS

QUESTIONS ASKED IN JUNE, 2024 -

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1. IFC

a. Functions

b. Types of Instruments

2. ADB - Types of Funding

3. IMF - Objectives & Resources

4. World Bank - Constituents

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CHAPTER 16 : FOREIGN FUNDING - INSTRUMENTS & PROCEDURE

QUESTIONS ASKED IN JUNE, 2024 -

1. ROAD SHOWS - 5 MARKS

1. External Commercial Borrowings

a. Eligible Borrowers

b. Recognised Lenders

c. End Uses

d. Hedging

e. Parking of proceeds

f. Reporting requirements

g. Untraceable Entities

h. Special dispensation for Startups

2. Depository Receipts

a. Rights and duties of Foreign Depository

b. Two way fungibility

c. Conditions for issue of DRs - Companies Act, 2013

d. Approvals required for issue of DRs

e. Documents required in DR issue

f. Offering Circular

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CHAPTER 16 : FOREIGN FUNDING - INSTRUMENTS & PROCEDURE

QUESTIONS ASKED IN JUNE, 2024 -

1. ROAD SHOWS - 5 MARKS

3. FCCBs

a. Benefits to the Issuer

b. Benefits to the Investor

c. Redemption of FCCBs

4. FCEBs

a. Offered Company - Definition

b. End Uses of Proceeds

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CHAPTER 17 : ROLE OF INTERMEDIARIES IN FUND RAISING

QUESTIONS ASKED IN JUNE, 2024 -

1. INVESTMENT ADVISER - ENTITIES EXEMPTED FROM REGISTRATION - 5 MARKS

1. Investment Adviser

a. Responsibilities

b. Risk Profiling

c. Disclosures

d. Segregation of Distribution, Implementation & Advisory activities

e. Eligibility for Individual IA

2. Merchant Banker

a. Categories

b. General Obligations

c. Role of BRLM

3. Portfolio Manager

a. Types

b. Rules regarding fees

c. Content of PM Report

d. Contents of Disclosure Document

e. General Obligations

4. Role of CS as an Intermediary

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CHAPTER 18 : PROJECT EVALUATION

QUESTIONS ASKED IN JUNE, 2024 -

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1. Factors affecting Project Cost
2. Project Feasibility Study
3. Role of CS
4. Steps to check Project Viability
5. Risk Assessment & Mitigation
6. Credit Risk Management - Internal & External
7. Detailed Project Report
 - a. Content
 - b. Limitation