

S. S. Jain
Subodh Management Institute

MBA IV Semester

M-412

**Merger, Acquisition
and Corporate
Restructuring**

Sample Questions

Part A: Short answer question (up to 25 words)

Part B: Analytical/ problem Solving questions

**Part C: Descriptive/ Analytical/ Problem Solving/
Case questions.**

PART A

Very Short Questions

Unit:1

1. What is corporate restructuring?
2. What are some common types of corporate restructuring?
3. What is the goal of corporate restructuring?
4. What are some potential risks of corporate restructuring?
5. What is a turnaround restructuring?
6. What is a divestiture restructuring?

Unit:2

7. What is a merger?
8. What is a synergy?
9. What is a horizontal merger?
10. What is a conglomerate merger?
11. What is a friendly merger?
12. What is a hostile takeover?

Unit:3

13. What is due diligence in the context of mergers and acquisitions?
14. What are some key areas that are typically covered in the due diligence process for mergers and acquisitions?
15. What is the planning phase of due diligence in mergers and acquisitions?
16. What are the key objectives of the planning phase of due diligence in mergers and acquisitions?
17. What are the key objectives of the data collection phase of due diligence in mergers and acquisitions?

18. What are the key steps involved in the data collection phase of due diligence in mergers and acquisitions?

UNIT:4

19. What is corporate valuation?

20. Define equity valuation?

21. What are the different methods used for corporate valuation?

22. Explain Concept of overvaluation?

23. Define intrinsic value?

24. What are the differences between fair market value and fair value?

UNIT:5

25. What is the asset-based approach to business valuation?

26. What are the two methods used in the asset-based approach?

27. Write the formula for the Capitalization of Earnings method?

28. Define the Market Multiple approach?

29. What is swap ratio?

30. How is the net asset value (NAV) method used to calculate swap ratio?

Unit :6

31. What is post-merger integration planning?

32. What factors are considered in post-merger integration planning?

33. What are some HRM issues that may arise during post-merger integration planning?

34. What is HRM?

35. What are political compatibility issues?

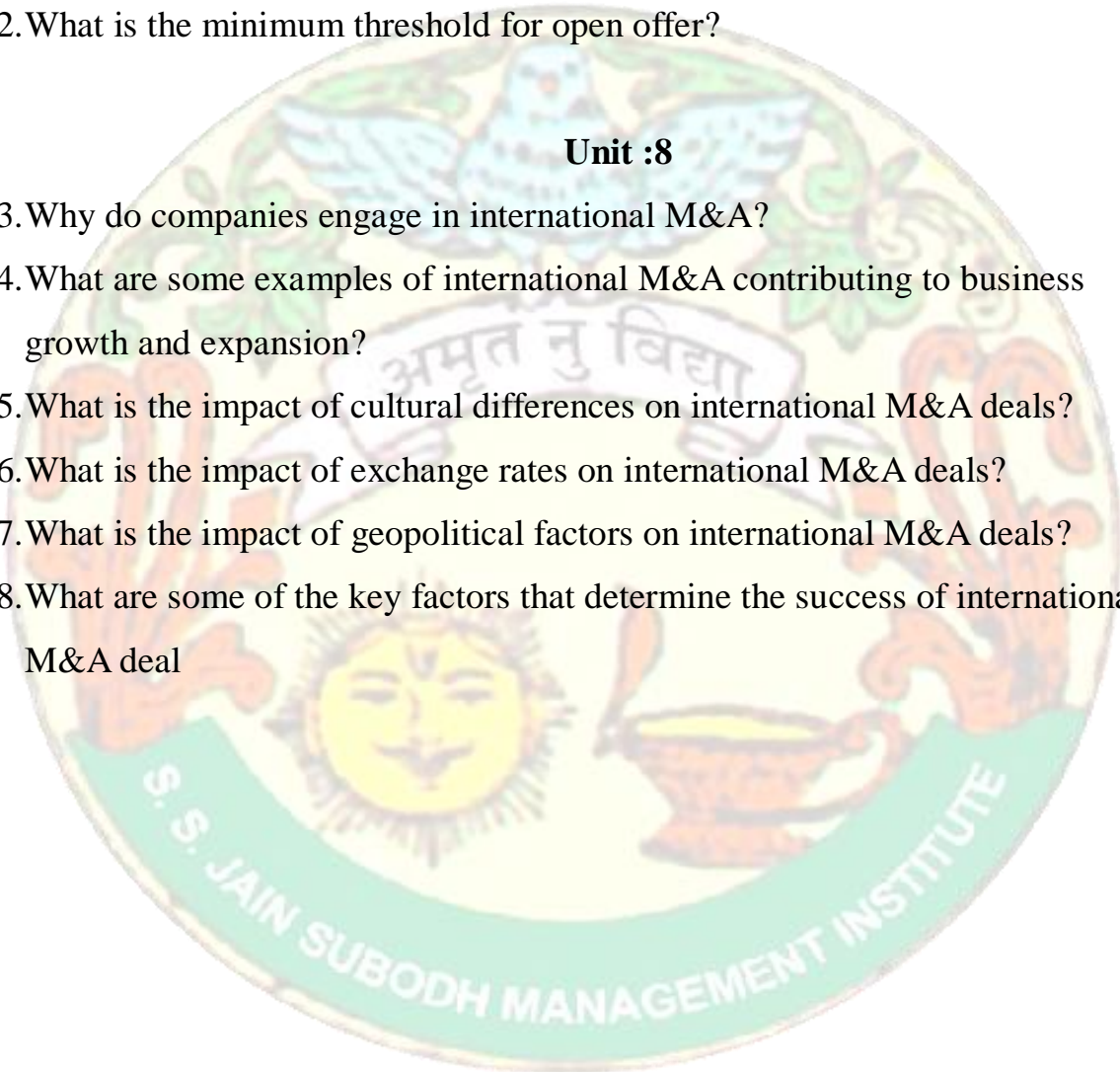
36. What are cultural compatibility issues?

Unit :7

37. Define friendly takeover?
38. What is a hostile takeover?
39. What are crown jewels in hostile takeovers?
40. What is a shark repellent in hostile takeovers?
41. Who is the regulatory authority for takeover in India?
42. What is the minimum threshold for open offer?

Unit :8

43. Why do companies engage in international M&A?
44. What are some examples of international M&A contributing to business growth and expansion?
45. What is the impact of cultural differences on international M&A deals?
46. What is the impact of exchange rates on international M&A deals?
47. What is the impact of geopolitical factors on international M&A deals?
48. What are some of the key factors that determine the success of international M&A deal



PART B

Short Questions

Unit:1

1. What are the different types of corporate restructuring?
2. What are the benefits and risks of corporate restructuring?
3. What are the different types of corporate restructuring?
4. What is the difference between horizontal and vertical restructuring?

Unit:2

5. What is the difference between a merger and an acquisition?
6. What are the main motives for a merger or acquisition?
7. What is due diligence in the context of mergers and acquisitions?
8. What is a non-disclosure agreement in the context of mergers and acquisitions?

Unit:3

9. Why is due diligence important in the mergers and acquisitions process?
10. What are some key areas that are typically covered in the due diligence process for mergers and acquisitions?
11. Who is responsible for conducting the due diligence process in a merger or acquisition?
12. What are some of the key considerations when developing a due diligence checklist?

Unit :4

13. What is the market multiple method?
14. Write down the factors which are considered in corporate valuation?
15. What are the key differences between corporate valuation and equity valuation?
16. What is intellectual property and how does it affect the value of a business?

UNIT:5

17. What are the advantages of the asset-based approach?
18. Why is the swap ratio important in mergers and acquisitions?
19. How is the earning per share (EPS) method used to calculate swap ratio?
20. What is the difference between swap ratio and exchange ratio?

Unit :6

21. Why is cultural fit an important factor in post-merger integration planning?
22. How is IT infrastructure considered in post-merger integration planning?
23. Why is employee retention a consideration in post-merger integration planning?
24. Why are HRM issues important in post-merger integration planning?

Unit :7

25. What is the difference between a friendly and hostile takeover?
26. What is the role of the board of directors in a hostile takeover?
27. What is a poison pill in hostile takeovers?
28. What is a golden parachute in hostile takeovers?

Unit :8

29. What are some recent trends in international M&A activity?
30. What role does cross-border M&A play in the global economy?
31. What risks are associated with international M&A deals?
32. What role do government regulations play in international M&A deals?

PART C

Long Question

Unit:1

1. Describe the role of SEBI, RBI and Competition Commission of India (CCI) in corporate restructuring?

Unit:2

2. Briefly describe the various factors contributing to success and failure of Mergers and acquisitions.

Unit:3

3. Describe the necessary factors discussed before and after finalizing the deal in Mergers and acquisitions.

UNIT:4

4. Describe different types of values and how we calculate these values. Explain with the help of suitable examples.

UNIT:5

5. Describe the methods of calculation of Swap ratio.

Unit :6

6. What are the management interdependencies and autonomy issues considered in post-merger integration planning?

Unit :7

7. Describe regulatory framework of substantial acquisition of shares and takeover in India with the help of a recent case.

Unit :8

8. Describe opportunities and threats involved in international M&A activity.