

Name:	
Enrolment No:	

UNIVERSITY OF PETROLEUM AND ENERGY STUDIES
End Semester Examination, December 2018

Course: M&A in Oil and Gas	Semester: III
Programme: MBA (ET)	Course code: OGOG8006
Time: 03 hrs.	Max. Marks: 100

Instructions: Case Study is already given to students. They may be allowed to bring it.

SECTION A

S. No.	Answer the following questions in brief	Marks	CO
Q 1	What are the most common exit strategies adopted by the companies?	5	1
Q2	How do companies identify their acquisition target? Mention the strategies adopted by them	5	1
Q3	What are the different methods for raising finance for funding the M&A process?	5	2
Q4	What are the taxation and accounting issues associated with M&A process?	5	4

SECTION B

Q1	What does the Venture Capital or Private Equity investor look for from the deal? What are the top three criteria before considering the investment opportunity?	10	2
Q2	What are the benefits of appointing the advisers?	10	4
Q3	What are the steps involved in negotiating process?	10	2
Q4	Explain the various steps involved in the M&A process?	10	1

SECTION-C

	Read the case study and answer the following questions:	40	1,2,3,4
1	How important was the proposed alliance with Rosneft? What are the implications of its success and failure?	10	
2	What are the necessary components of a successful alliance?	10	
3	What are the possible causes of alliance failures? Are the causes case-specific or are they faced in all strategic partnerships?	10	
4	Can this strategic partnership be revived?	10	

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SECTION A

S. No.	Answer the following questions in brief	Marks	CO
Q 1	What are the most common target identification strategies adopted by the companies?	5	1
Q2	How to market company for selling?	5	2
Q3	What are the different methods for raising finance for funding the M&A process?	5	3
Q4	What are the compliance issues associated with M&A process?	5	4

SECTION B

Q1	What is shareholder activism? Does it have implication on company's M&A policies?	10	4
Q2	Why should company hire external advisers?	10	4
Q3	Analyze the steps involved in negotiating process?	10	2
Q4	Explain the various steps involved in the exiting process?	10	2

SECTION-C

	Read the case study and answer the following questions:	40	1,2,3,4
1	Does Saudi Aramco's decision to expand its production capacity by 40% make business sense, considering its strategic position in the world oil markets?	10	
2	Can Saudi Aramco count oil prices remaining high? Why or why not?	10	
3	How should governments in oil-consuming countries react to record oil prices?	10	
4	Why don't consuming governments levy higher taxes on oil consumption?	10	