

Autonomous, Affiliated to Osmania University DEPARTMENT OF BUSINESS MANAGEMENT

MBA II Year IV Semester Internal – II Examination, June 2021 CONSUMER BEHAVIOUR

Programme:	MBA	Date:	10-06-2021
Subject Code/Course Code:	MBA 2020-407	Duration:	1 Hr 30 Mins.
Subject Name/Course Name:	Consumer Behaviour	Max. Marks:	30 Marks
Name of the Student:		Roll No:	

Q.NO	QUESTION	Marks	BTL
1	Illustrate the influence of Sub culture on Consumer behaviour with an example.	3	BL2
2	Assume a product that can be targeted to Honeymooners (in FLC) and explain about it.	3	BL4
3	Explain the importance of Consumer Innovators.	3	BL2
4	Distinguish between Actual State and Desired State in Problem Recognition.	3	BL4
5	Apply the Economic Model of Buying Behaviour to a consumer product of your choice and explain.	3	BL3
	SECTION -B		
	Answer all questions (2 QX 5 Marks=	10 Marks)
6. a.	Appraise the different stages of Traditional Family Life Cycle.		BL
b.	OR Assess the various Sub Cultural categories that affect Consumer	5	BL5
7 .	Behaviour.		DI 5
7. a.	Explain the various stages involved in Consumer Decision Making Process.		BL5
	OR	5	
b.	Dissect the Diffusion of Adoption Process.		BL4
	SECTION -C (CASE STUDY)		<u> </u>
C	ompulsory Question (1 Q X 5 Mark	ks = 5 Marl	ks)
8. a.	Star Cruise is making huge investment towards catering the customers who prefer to enjoy sightseeing and enjoying the longer luxurious vacations. The major point in this aspect is the consideration that whether there are enough customers in the market who are willing to invest their time and money in moving ahead with such vacations. Deduce the various steps of consumer decision making process for this particular case.		BL6
b.	OR A major financial services provider wanted to increase adoption of its online self-service channel. The company had successfully attracted early adopters to the system, but didn't know how to encourage the next generation of adopters. This is a common issue among technology products and services, and a tough one to address by simply adding new product features, as the next generation needs more than just new bells and whistles. Suggest marketing strategies that will help the company to increase its adopters at a faster pace.	5	BL6



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MBA II Year IV Semester Internal – II Examination, June 2021 ENTREPRENEURSHIP & START-UP MANAGEMENT

Programme:	MBA	Date:	07-06-2021
Subject Code/Course Code:	MBA 2020-402	Duration:	1 Hr 30 Mins.
Subject Name/Course Name:	Entrepreneurship & Start-up Management	Max. Marks:	30 Marks
Name of the Student:		Roll No:	

Q.NO	QUESTION	Marks	BTL
1	Explain the concept of Social Entrepreneurship.		BL1
2	Enlist barriers to enter International Trade.		BL1
3	Define Lean Start up.	3	BL1
4	Explain the concept 'climate for Intrapreneurship'.	3	BL3
5	Discuss about Crowd funding.	3	BL2
	SECTION -B		
	Answer all questions (2 QX 5 Marks=	10 Marks)
_	Elaborate on Ideas, Opportunities, and Innovations in Social		BL3
6. a.	Entrepreneurship.	_	
	OR	5	
b.	Differentiate between International and Domestic Entrepreneurship.		BL1
7. a.	Explain National Innovation & Start up Policy2019- Strategies &		BL2
	Governance.	5	
	OR	3	
b.	Discuss on "Corporate Vs Entrepreneurial culture".		BL1
	SECTION -C (CASE STUDY)		
C	xs = 5 Marl	KS)	
8. a.	Explain business canvas model by taking an example.		BL2
	OR	5	
b.	Write a business plan using Market feasibility, Technical feasibility		BL3
	and Financial feasibility study for a firm		



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MBA II Year IV Semester Internal – II Examination, June 2021 FINANCIAL RISK MANAGEMENT

Programme:	MBA	Date:	08-06-2021
Subject Code/Course Code:	MBA 2020-403	Duration:	1 Hr 30 Mins.
Subject Name/Course Name:	Financial Risk Management	Max. Marks:	30 Marks
Name of the Student:		Roll No:	

Q.NO				QUESTION			Marks	BTL
1	What are	the f	eatures of	derivative?			3	BL1
2	Explain th	Explain the types of margins to be maintained in a future contract?			?	3	BL2	
3	What are	What are the assumptions of Black and Schole's Model?			3	BL1		
4	Distinguis	sh be	tween An	nerican and Europe	an Option.		3	BL4
5	List out th	ie typ	pes of swa				3	BL1
	A	11 ~		<u>SECTIO</u>	_	aulsa	10 Mariles	,
6.0	Answer a			d d F	(2 QX 5 M	arks=	TU Marks	BL4
6. a.	Distingui	sn de	etween F	orward and Futur	e Contract.			BL4
b.	OR Apply the formula and find out the value of the future contract. Stock of XYZ Ltd. is traded at 900 Rs, 3 months future contract is available at Rs 950 with risk free interest rate of 8%. Should the investor only buy this future contract when there is no dividend yield during the period.			5	BL3			
7. a.					following data to Calc	ulate		BL3
	the value							
	S=50,	K=5	0, r=0	0.10, $\sigma = 0.30$,	Time=6 Months			
b.	b. The following Information is related to Some Options. State Whether each one of the following is In-The Money, At-The Money, Out -of the Money			_	BL3			
	S.	No.	Option	Stock Price (S)	Exercise Price(K)		5	
		1	Call	58	55			
		2	Call	40	40			
		3	Put	112	100			
		4	Put	104	110			
		5	Put	12	15			
		6	Call	37	35			

	SECTION -C (CASE STUDY)						
C	Compulsory Question (1 Q X 5 Marl				xs = 5 Marl	ks)	
8. a.	The share o	f pharmacy	ltd is current	ly sold for Rs.50	/-There is a		BL5
	call option	available at	strike price	of Rs.46/- for a	period of 6		
	months. fine	d out the va	alue of Call o	ption given that	the rate of		
				e Std Dev of 200			
		Schole's mode			11 5		
			OR				
b.	A Ltd and B	Ltd. Have be	een offered the	following rates p	er annum on	5	
	1000000 Rs	for 10 Years	Loan. Design a	a swap.			BL6
		Company	Fixed Rate	Floating Rate			
		A Ltd.	10%	LIBOR +0.5%			
		B Ltd.	11.8%	LIBOR +1%			
	When compa	any A wants	to have Floati	ng rate and Comp	any B Fixed		
	rate.						



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MBA II Year IV Semester Internal – II Examination, June 2021 INDUSTRIAL RELATIONS AND LABOUR LAWS

Programme:	MBA	Date:	09-06-2021
Subject Code/Course Code:	MBA 2020-406	Duration:	1 Hr 30 Mins.
Subject Name/Course Name:	Industrial Relations and Labour Laws	Max. Marks:	30 Marks
Name of the Student:		Roll No:	

Q.NO	QUESTION	Marks	BTL
1	Classify Labour Laws.	3	BL3
2	Discuss 'Child Labour Act, 1986' briefly.	3	BL1
3	What are the various determinants of wages?	3	BL1
4	Examine 'Payment of Bonus Act, 1965'.	3	BL4
5	Enlist various forms of Collective Bargaining.	3	BL2
	SECTION -B		
	Answer all questions (2 QX 5 Marks=	10 Marks)
6. a.	Elaborate on 'Industrial Employment (Standing Orders) Act–1946'.		BL3
	OR	5	
b.	Explain the provisions made under The Factories Act, 1948.		BL1
7. a.	Explain the provisions made under Minimum Wages Act, 1948.		BL1
	OR	5	
	Discuss "Employee provident funds and miscellaneous provisions act,	3	
b.	1952".		BL2
	<u>SECTION -C</u> (CASE STUDY)		
	ompulsory Question (1 Q X 5 Mark	xs = 5 Marl	
8. a.	At the beginning of the Industrial revolution, in Western Europe and		BL2
	elsewhere, those who had accumulated capital in pre-industrial		
	entrepreneurs and commercialized the mass production technology.		
	Most of those who became workers in the factories were pushed out of		
	their rural-non industrial communities by economic necessity.		
	Questions:		
	1. What new experiences did these workers undergo?		D. A
	2. What were the predictions made by Karl Marx and on what		BL2
	assumptions?(Write in brief)	~	
,	OR	5	
b.	According to the Case study 2, The Employee Federation of India		
	conducted 3 surveys of the collective Bargaining agreements. The first		
	study published in 1962, showed 114 agreements made. The second		
	survey showed 344 agreements and the third survey showed 109		
	agreements.		
	Quartiana		
	Questions:		
	1. What were the various issues on which the agreements were made?		
	List out for three years separately and substantiate.		



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MBA II Year IV Semester Internal – II Examination, June 2021 INTERNATIONAL FINANCE

Programme:	MBA	Date:	08-06-2021
Subject Code/Course Code:	MBA 2020-404	Duration:	1 Hr 30 Mins.
Subject Name/Course Name:	International Finance	Max. Marks:	30 Marks
Name of the Student:		Roll No:	

Q.NO	QUESTION	Marks	BTL		
1	Define Nominal Exchange Rate (NEER).	3	BL1		
2	Write a note on Purchasing Power Parity (PPP) Theory.	3	BL2		
3	Explain KEMP theory of FDI.	3	BL1		
4	Explain APV Method.	3	BL4		
5	Explain the concept of Hedging.	3	BL2		
	SECTION -B				
	Answer all questions (2 QX 5 Marks=	10 Marks			
6. a.	Write a note on Foreign Exchange Market and its participants in		BL4		
	detail.	_			
,	OR	5	DI 2		
b.	Write a note on International Fisher Effect. Is it true that interest rate		BL3		
	differential equal's inflation rate differential?		DI 0		
7. a.	Define Foreign Direct Investment (FDI) .Write a note on the different		BL3		
	strategies of FDI.	5			
b.	OR	3	DI 2		
D.	Write a detailed note on the International Cash Management objectives and Complexities.		BL3		
	SECTION -C (CASE STUDY)				
\mathbf{C}	ompulsory Question (1 Q X 5 Mark	ks = 5 Marl	(s)		
8. a.	India is a developing country, Which has abundant natural resources		BL5		
	and human capital. Do you all think that India is in a position to attract				
	the FDI from other countries? Does the pandemic Covid 19 have an				
	effect? If Yes or No, state reasons or quote the examples of acquiring				
	the FDI, for the economic growth and prosperity of the country.				
	OR				
	A company has the following Capital Structure				
b.	12% Debentures 26,00,000/-		BL6		
	8% Preferred 20,000/-				
	Stock	5			
	Share premium 1,00,000/-	3			
	Equity Stock 25,00,000/-				
	(50,000 shares				
	@50/- each)				
	The equity stock is currently selling at Rs 60/- per share and is				
	expected to get the dividend of Rs 4/ Stock holders anticipate that the				
	equity stock dividend will grow at the rate of @ 6% per annum in the				
	near future. The company has a tax rate of 60%. From the above				
	information you are require calculating the cost of capital of the				
	company. *******				



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MBA II Year IV Semester Internal – II Examination, June 2021 LOGISTICS & SUPPLY CHAIN MANAGEMENT

Programme:	MBA	Date:	11-06-2021
Subject Code/Course Code:	MBA 2020-409	Duration:	1 Hr 30 Mins.
Subject Name/Course Name:	Logistics & Supply Chain Management	Max. Marks:	30 Marks
Name of the Student:		Roll No:	

Q.NO	QUESTION	Marks	BTL
1	Outline the Importance of Procurement?	3	BL2
2	Define E-Procurement and list the advantages?	3	BL1
3	Explain the Factors influencing Supply Chain Network Design?	3	BL1
4	Highlight various types of Material Handling methods?	3	BL2
5	Discuss the Concept of Bench Marking?	3	BL2
	SECTION -B		
	Answer all questions (2 QX 5 Marks=	10 Marks)
6. a.	Describe the Cold Chain Logistics and explain in detail?		BL1
	OR	5	
b.	Define Black Chain Logistics and summarise various issues involved?		BL1
7. a.	Describe the Supply Chain Network Design?		BL2
	OR	5	
b.	Explain the role of Distributors in Supply Chain Management?		BL2
	<u>SECTION -C</u> (CASE STUDY)		
Compulsory Question (1 Q X 5 Mark		xs = 5 Marl	KS)
8. a.	Evaluate various types of Benchmarking methods and list the benefits?		BL4
	OR	5	
b.	Analyse Supply Chain Operations reference (SCOR) Model		BL4



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MBA II Year IV Semester Internal – II Examination, June 2021 PERFORMANCE & COMPENSATION MANAGEMENT

Programme:	MBA	Date:	09-06-2021
Subject Code/Course Code:	MBA 2020-405	Duration:	1 Hr 30 Mins.
Subject Name/Course Name:	Performance & Compensation	Max. Marks:	30 Marks
Subject Numer Course Nume.	Management	Max. Marks.	50 Wates
Name of the Student:		Roll No:	

Depict the balanced scorecard model of evaluating performation its purpose. Outline Performance pathway analysis. Recall various types of compensation.	3 3	BL2 BL2
 Outline Performance pathway analysis. Recall various types of compensation. 	3	BL2
3 Recall various types of compensation.	3	$\mathbf{DL}\mathcal{L}$
71 1		BL1
4 Explain briefly various types of incentives.	3	BL1 BL2
5 Outline the principles of compensation management.	3	BL1
SECTION –B] 3	DL1
	Marks= 10 Marks	3)
6. a. Discuss briefly performance shaping factors		BL2
OR	_	
b. Evaluate whether Economic value added is appropriate for eva	aluating 5	BL5
firms. Justify by giving arguments for and against.		
7. a. Examine performance- compensation linkage model and anal	lyse the	BL4
role of appraisal in rewarding performance		
OR	5	
b. Identify the ways to strengthen pay for performance program	nmes in	BL4
any organisation. Also give its possible limitations		
SECTION -C (CASE STUDY)	V 5 Mandan - 5 Man	1)
8. a. The pay slip generated by one employee in operations i	$\frac{X \ 5 \ Marks = 5 \ Mar}{p \ X \ Y \ 7}$	BL2
Company is as follows: All are in Rs. monthly	II AIL	DL2
Basic: 4000		
Medical allowance: 600		
Bonus: 400		
House rent allowance 2000		
Lunch allowance: 1000		
Educational allowance: 200		
Shift allowance 2200		
City Conveyance allowance 393.33		
Performance incentive 3000	5	
Deductions include: provident fund: 480, ESI 217, Professio	onal tax:	
250		
Calculate the gross salary and net salary. Analyse the comp	•	
of basic pay, city conveyance allowance, house rent allo	· ·	
performance incentive, bonus, Provident fund and ESI. Co		
on the components whether they are as per the st		
percentages and also identify them under core or compensation.	iringe	
OR		

b.	Siddarth Ray (Ray), CEO of Ray Tech Pvt. Ltd. (Ray Tech) observed few delay in their projects and found that no proper cooperation and coordination was there between technical and marketing team. Ray was wondering what solution to be implemented to get the two teams to work in sync with each other. Q1: If you were in CEOs place, what type of plans you will suggest for the growth of the company. Justify with reasons.		BL2
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MBA II Year IV Semester Internal – II Examination, June 2021 PROJECT CHAIN MANAGEMENT

Programme:	MBA	Date:	11-06-2021
Subject Code/Course Code:	MBA 2020-410	Duration:	1 Hr 30 Mins.
Subject Name/Course Name:	Project Management	Max. Marks:	30 Marks
Name of the Student:		Roll No:	

Q.NO	QUESTION	Marks	BTL
1	What do you understand by delegation? How will it be implemented in Project Management	3	BL2
2	Write a brief note on why team building is important in project management.	3	BL2
3	Write a short note on project dairy.	3	BL2
4	What is project procedure manual?	3	BL2
5	What are the Administrative aspects of capital budgeting?	3	BL2
	SECTION -B		
	Answer all questions (2 QX 5 Marks=	10 Marks	
6. a.	Write an essay on functions of Bureau of public enterprise.		BL2
	OR	5	
b.	Write an essay on 'R' of contracting.		BL2
7. a.	Explain the process of Applying work break down structure in Project		BL3
	Management with a suitable example.		
	OR	5	
b.	Explain the procedure of contracting and analyse the process of	3	BL3
	contract bidding adopted by Govt. bodies inviting bidding for		
	completing few civil works in railways		
	<u>SECTION -C (CASE STUDY)</u>		
	Compulsory Question (1	Q X 5 M	larks = 5
Marks)			
8.	"One of the crucial tasks of the corporate planning cell was to suggest		
	a procedure for identification and evaluating opportunities for PPPL.		
	We have developed one and put it to the corporate planning committee		
	for approval," said Mr.Gupta.		
	The procedure the cell envisages required that the opportunity		
	identification process would be participatory. Any employee could		
	write to the manager (projects)and suggest opportunity ideas. The		
	corporate planning cell would pick up these ideas and evaluate them		
	using a point rating system. Based on this a shortlist of opportunities		
	would be prepared for the considerations of the corporate planning	5	
	committee and the board.	3	
	According to Gupta, the suggested procedure was a major departure		
	from the existing one. Earlier, the responsibility of identifying		
	opportunities vested with the projects department and the criteria for		
	evaluating the opportunities were not fixed. The prime consideration		
	seemed to be the rate of return.		
	The following is the suggested procedure for Identification and		
	Evaluation of Opportunities at PPPL		
	1.Idea, 2. Concept, 3. Pre-Feasibility, 4. Letter of Intent, 5. Project		
	report 6. Foreign, 7.Detailed Project		

	PPPL management Objectives is to give priority to project which a) Require minimum Investment b) Have short gestation c) Provide high turnover in relation to investment d)Yield an internal rate of return of not less than 18% e) Utilize the existing excess manpower f) Utilize the existing marketing set-up g) carter to customer having r4esources to pay Criteria for evaluation on a point scale of 9 a)Investment <100-800 Lakhs, b) Turnover to Investment ratio 1:1 to 5:1 & Above c) Rate of return 15% to 25% d) Utilization of existing work force 10 -100 & above e) Gestation period 6 months to 3 years f) utilization of existing marketing organization and distribution channels g) Type of customers.	BL4
a.	Analyze the Project Idea Generation & evaluation procedure adopted in PPPL.	
	OR	
b.	What is the primary objective in choosing new Project at PPPL? Which statement in the case strengths your justification? Explain.	



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MBA II Year IV Semester Internal – II Examination, June 2021 SERVICES MARKETING

Programme:	MBA	Date:	10-06-2021
Subject Code/Course Code:	MBA 2020-408	Duration:	1 Hr 30 Mins.
Subject Name/Course Name:	Services Marketing	Max. Marks:	30 Marks
Name of the Student:		Roll No:	

Q.NO QUESTION 1 Explain the strategies for dealing with intangibility and inseparability. 2 Outline relationship Marketing.	Marks 3	BTL
2 Outline relationship Marketing.	_	BL2
1 &	3	BL1
3 What are public utility services?	3	BL1
4 Identify any four challenges in hospitality marketing.	3	BL2
5 What is Tourism Marketing?	3	BL2
SECTION –B		
Answer all questions (2 QX 5 Marks= 10	0 Marks)
6. a. Explain the key role of internal marketing and interactive marketing in		BL2
a service organization with suitable examples.	5	
OR	3	
b. Illustrate - Marketing triangle in services marketing.		BL2
7. a. Develop an appropriate marketing mix model for hotel services.		BL3
OR		
b. Give Short notes on the better services strategies for the following		BL3
areas.	5	
i. Travel services		
ii. Public Utility Services		
SECTION -C (CASE STUDY)		
Compulsory Question (1 Q X 5 Marks =	= 5 Marl	ks)
8. a. Fast Express courier ltd. (FECL) is an innovative overnight delivery		BL6
company that helped change the way companies do business. It was the		
first company to offer an overnight delivery system, but the company		
markets more than just a delivery service. What FECL really sells is		
on-time reliability. The company markets risk reduction and provide		
the confidence that people shipping packages will be "absolutely,		
positively, certain their packages will be there by 10.30 in the		
morning".		
b. In fact, FECL sells even more than reliable delivery. It designs		BL6
tracking and inventory management systems for many large		
companies. In other words, the customers buy more than just delivery	5	
service they buy a solution to their distribution problems. For example,		
a warehouse designed and operated by FECL is part of the distribution		
centre for a very large computer firm. In other organizations,		
customers can place an order for inventory as late as midnight, and the		
marketer, because of FECL's help, can guarantee delivery by the next		
morning. FECL has positioned itself as a company with a service that		
solves its customer's problems.		
Questions		
(a) What is FECL's product? What are the tangible and intangible		
elements of this service product?		

(b) What are the elements of service quality for a delivery service like FECL?

OR

You are the Chairman of a 50-year-old Private Sector Bank functioning with conservative approach. Your 200 branches are located mostly in Tamil Nadu. Your bank faced a few take-over threats in the past. The Ministry of Finance, Government of India is insisting merger of banks for viability and to face the competition from foreign banks. Automation is the order of the day. But the size of the bank does not permit huge investment on mechanization. Your product portfolio requires a change to woo new customers and to retain existing customers. The Board is expecting from you a thorough overhaul of marketing mix. How can you modify? Substantiate your approach.



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MBA II Year IV Semester Internal – II Examination, June 2021 STRATEGIC MANAGEMENT

Programme:	MBA	Date:	07-06-2021
Subject Code/Course Code:	MBA 2020-401	Duration:	1 Hr 30 Mins.
Subject Name/Course Name:	Strategic Management	Max. Marks:	30 Marks
Name of the Student:		Roll No:	

Q.NO	QUESTION	Marks	BTL
1	What is Balanced Score Card?	3	BL1
2	Explain BCG matrix.	3	BL2
3	Write a short note on Unbundling.	3	BL1
4	Explain why companies enter into Strategic Alliance?	3	BL2
5	Define the terms Social Responsibility and Corporate Governance.	3	BL2
	SECTION -B		
	Answer all questions (2 QX 5 Marks=	10 Marks	
6. a.	Discuss the various Strategies for competing in Emerging industries.		BL2
	OR	5	
b.	Illustrate the Various Industry Life cycle Stages?		BL2
7. a.	Explain the types of Diversification strategies.		BL4
	OR	5	
b.	Can you identify and explain the various activities and benefits of	3	BL4
	Outsourcing?		
	SECTION -C (CASE STUDY)	<i>5</i> M1)
8. a.	ompulsory Question (1 Q X 5 Mark Red bus Saga: Red bus has been acquired by Ibibo in 2013. After	ks = 5 Mari	
o. a.	finalizing the deal, Phanindra Sama went to a London trip with his		BL2
b.	family where he was unavailable on phone to handle any further issues		BL3
υ.	that may arise due to this acquisition. Three of his employees at top		BLS
	management level resigned the job because they felt cheated by him.		
	Ibibo felt that the merger went smoothly but the after running of the		
	company was problematic due to non response of Mr. Phanindra Sama		
	1. What do you think went wrong with the merger?		
	2. Do you think ibibo has been cheated by the founder of Redbus?		
	3. What according to you is the formal procedure of start up		
	acquisition phase?		
	OR		
	Failure of Corporate Governance: ICICI Bank A case of possible		
	misconduct by ICICI CEO has spotlighted the concerns in corporate	5	
	governance. ICICI Bank's troubles are rooted in a 2016 complaint by		
	an investor alleging a quid pro quo deal between Bank CEO's		
	immediate family members and the Videocon group which got a Rs.		
	3,250-crore loan from it. When this 'conflict of interest' complaint		
	resurfaced in the public domain this year, chairman of board of		
	directors of the bank personally inquired into it two years earlier and		
	found nothing amiss. With the Central Bureau of Investigation and		
	later the stock market regulator SEBI swooping in, the issue of whether		
	the bank had failed to make adequate disclosures about its dealings		
	with the borrower (who is now a defaulter) and a firm related to CEO's		
	family member was spotlighted.		
	1. What is the issue?		
		I	

2. What is ICICI misconduct case all about?	
3. Mention some measures you think need to be taken by ICICI-	
Justify your answer.	