



Seat No. : _____

DO-103

December-2025

5th Year MBA, Sem.-IX

Corporate Taxation (Finance)

Time : 2:30 Hours]

[Max. Marks : 70

1. Answer any **TWO** from the following : 14

- (A) Explain in detail the computation mechanism of MAT under Section 115JB.
- (B) Explain the concept of legitimate tax planning and how it differs from colourable devices used in tax avoidance.
- (C) Discuss the key objectives of tax planning.

OR

1. XYZ Ltd. is an Indian company. The following is the Summarized Profit & Loss Account for the year ending 31-03-2025 : 14

Particulars	Amount	Particulars	Amount
To Salaries & Wages	42,50,000	By Gross Profit	1,42,00,000
To Depreciation	18,00,000	By amount withdrawn from general reserve (created by debiting P&L A/c)	5,00,000
To Depreciation (because of revaluation)	2,50,000		
To Income Tax paid for earlier years	2,50,000	By Amount withdrawn from revaluation reserve	3,00,000
To Provision for doubtful debts	3,00,000		
To Loss on sale of machinery	4,50,000		
To General expenses	12,00,000		
To Net Profit	65,00,000		
	1,50,00,000		1,50,00,000

(1) Depreciation under Section 32 is ₹ 25,00,000.

- (2) Deduction under Section 80IB applicable at 30%.

The company wants to set-off the following losses and allowances :

	For Income tax purpose	For Accounting purpose
Brought forward business loss	12,12,000	11,00,000
Unabsorbed depreciation	9,84,000	7,00,000

Compute :

- (1) Tax liability under normal provision.
- (2) Tax liability under Section 115JB (MAT).
- (3) MAT credit if any.

2. Answer any **two** from the following :

14

- (A) Discuss Section 2(19AA) under Income Tax Act. Distinguish between amalgamation and demerger.
- (B) Explain the provisions of Section 80-ID of the Income Tax Act, 1961 relating to deductions available to hotels and convention centres. What conditions must an undertaking satisfy to claim this deduction ?
- (C) Discuss the provisions of Section 72A of the Income-tax Act, 1961 relating to the carry forward and set-off of accumulated losses and unabsorbed depreciation in cases of amalgamation. What conditions must be satisfied to claim this benefit ?
- (D) A and B are partners in a partnership firm sharing profits and losses equally. Their capital balances on 1-4-2024 are A ₹ 5,00,000, B ₹ 5,00,000. The partnership deed allows Interest on capital @ 12% p.a. The firm earned book profit of ₹ 25,00,000 for the year ending 31-03-2025 (before charging the above items).

A private company with the same amount of capital by A and B; the directors of the company (₹ 10,00,000) earned book profit before remuneration of ₹ 25,00,000.

You are required to compute :

- (i) Taxable income of the partnership firm, considering the limits of Section 40(b) for salary and interest on capital. Also, individual partners tax liability. [old regime]
- (ii) Taxable income of the company, assuming salary to director's u/s 40(b). Also, individual director's tax liability. [old regime]
- (iii) Which form is more beneficial ? Support your conclusion based on numerical comparison.

3. ZAB Ltd. wants to acquire equipment costing ₹ 25,00,000 on 1-4-2024. The company is considering whether to take the asset on lease or get public deposits for 10 years.
Option 1 - Lease 14

(i) Annual lease rent : ₹ 5,00,000, payable at the end of each year.

(ii) Lease term : 10 years.

Option 2 - Public deposits

(i) Down payment : ₹ 5,00,000 on 1-4-2024.

(ii) Public deposits : ₹ 20,00,000 payable at the end of 10 years.

(iii) Interest @ 11% p.a. payable at year-end.

(iv) Depreciation allowable @ 15% WDV under Income Tax Act.

Given :

- Corporate tax rate: 34.944%
- Discount rate for present value computation : 10%

You are required to compute :

- (1) Present value (PV) of net cash outflows under both alternatives.
- (2) Suggest which alternative is more beneficial for ZAB Ltd.

OR

3. RJT Ltd. is a widely held company. It is currently considering a major expansion of its production facilities, and the following alternatives are available. Comment on the best alternative to maximize shareholder's return. 14

	Alternative I	Alternative II	Alternative III	Alternative IV
Share Capital	8,00,00,000	3,20,00,000	1,60,00,000	5,00,00,000
12% Debentures	—	3,20,00,000	2,40,00,000	1,50,00,000
11% Bank Loan	—	1,60,00,000	4,00,00,000	1,50,00,000

The rate of return before tax is 22%. The tax rate applicable is 30% before surcharge (7% or 12% as the case may be) and education cess (4%).

4. (A) Answer any **two** from the following : 8

- (1) Explain different types of retirement benefits available to employees and discuss their tax treatment under the Income-tax Act, 1961.
- (2) Distinguish between Recognised Provident Fund (RPF) and Public Provident Fund (PPF) with respect to eligibility, contribution limits, tax treatment, and withdrawal rules under the Income-tax Act.
- (3) Explain the tax treatment and method of valuation of Rent-Free Accommodation (RFA) under Section 17(2) read with Rule 3 of the Income Tax Rules. How is the taxable perquisite value computed when accommodation is owned by the employer, rented by the employer, or furnished ?

4. (B) Mr. Raj is employed with TBX Ltd. in Ahmedabad and the following details relate to P.Y. 2024-25 : 6
- (1) Basic Salary : ₹ 40,000 per month
 - (2) Dearness Allowance (DA) : ₹ 10,000 per month (forms part of salary)
 - (3) House Rent Allowance (HRA) : ₹ 12,000 per month till 30th September 2024; Rent paid : ₹ 9,000 per month till 30th September 2024.
 - (4) Conveyance Allowance : ₹ 3,000 per month
 - (5) Employer's Contribution to Recognised PF: 15% of Basic + DA. Employee also contributes the same (ignore employee contribution for tax).
 - (6) Rent-free accommodation in employer-owned house (Population < 25 lakh) since 1st October 2024.
 - (7) Motor car (1.6L engine) with driver used partly for personal use.
- Compute Mr. Raj's taxable salary for A.Y. 2025-26 (Old Regime).
5. (1) Plant & Machinery (General Block @ 15%) 14
- (a) Opening WDV (1-4-2024) : ₹ 40,00,000
 - (b) During the year: New machinery purchased and installed on 10-05-2024 : ₹ 12,00,000 (eligible for additional depreciation)
 - (c) Second-hand machinery purchased on 01-12-2024 : ₹ 8,00,000
 - (d) Old Machinery sold on 15-01-2025 (original cost ₹ 10,00,000) : Sale value ₹ 3,00,000
- (2) Furniture & Fixtures (Block @ 10%)
- (a) Opening WDV : ₹ 5,00,000
 - (b) During the year : Purchase of furniture on 20-02-2025 : ₹ 2,50,000
 - (c) Furniture was put to use on 10-03-2025.
- (3) Computers (Block @ 40%)
- (a) Opening WDV : ₹ 2,00,000
 - (b) No new addition.
 - (c) One computer (cost included in WDV) sold for ₹ 20,000.
- (4) Motor Car (Block @ 15%) – Not used for business
- (a) Opening WDV : ₹ 6,00,000
 - (b) Car used 100% for director's personal use.
 - (c) No additions or sales.
- (5) Building (Factory Building – Depreciation @ 10%)
- (a) Opening WDV (1-4-2024) : ₹ 30,00,000
 - (b) During the year : New building extension completed on 30-08-2024 : ₹ 12,00,000 Old portion of building demolished, and scrap sold for ₹ 1,50,000 (Original cost part of block : ₹ 5,00,000)
 - (c) Building is used throughout the year.
- (6) Trademark (Block @25%)
- (a) During the year : Acquired at ₹ 35,000 on 09-12-2024
- Required :**
- (a) Compute depreciation allowable under Section 32 for each block for PY 2024-25.
 - (b) Compute closing WDV of each block as on 31-03-2025.
 - (c) Show working notes clearly (including additional depreciation, proportionate depreciation and block adjustments).

DO-103

December-2025

5th Year MBA, Sem.-IX

Sales and Distribution Management (Marketing)

Time : 2:30 Hours]

[Max. Marks : 70

1. (a) What factors influence sales forecasting and budgeting decisions ? 14
- (b) What role does relationship management play in customer satisfaction and sales performance ?

OR

1. Case : Asian Paints – Selling to a New Retailer 14

A sales representative of Asian Paints, Mehul, visits a newly opened paint and hardware shop, Shree Traders. The shop owner, Mr. Arjun, wants paints that offer good margin, fast-selling shades, and reliable delivery. During the discussion, Mehul explains Asian Paints' product range, shows shade cards, and demonstrates the quick-dry feature of a popular interior paint. Mr. Arjun hesitates due to price and doubts, the brand's availability during festival season. Mehul clarifies the supply schedule and explains how premium products bring better repeat customers. Finally, Arjun agrees to place a small first order. Mehul promises timely follow-up after delivery.

- (a) What are the steps of the selling process followed by Mehul in the given case ?
 - (b) Identify any two objections raised by the buyer and link them to the selling process.
2. (a) Define a sales territory and explain why its proper design is critical for organizational profitability. 14
 - (b) Discuss the factors influencing the structure of a sales organization with suitable examples.

OR

2. Case : A consumer electronics company, ElectraTech, is expanding into Western India. The company sells both fast-moving items (like headphones and chargers) and specialized products (like smart home devices). Currently, salespeople are assigned territories purely on a geographical basis. However, management notices : 14
 - Some territories have high competition and dense customer bases, leading to overburdened sales staff.
 - Other territories have low potential, leaving salespeople demotivated.
 - Customers needing technical support for smart devices often complain about inadequate service.

Case Questions :

- (a) If you were the sales manager, which territory design approach (geographical, customer/market, product specialization, or hybrid) would you recommend for ElectraTech ? Justify your answer.
- (b) What criteria should be considered while reallocating territories to ensure fair workload distribution and improved customer satisfaction ?
3. Discuss in detail the main stages involved in the hiring process of salespeople. In your answer, explain how each stage – human resource planning, recruitment, selection, and socialization – contributes to building an effective sales force. Illustrate your points with suitable examples where necessary. **14**

OR

3. Case Study : Karadi Tales **14**
- Karadi Tales, a children’s entertainment company in India, sells books, CDs, and educational materials. To expand, it planned to open 10 retail stores across major cities, targeting upper-middle-class families. The company aimed to provide not just products but also experiences, such as workshops on creative learning, craft classes, and seminars for parents. To achieve this, Karadi Tales needed around 300 employees who were patient, sociable, and enthusiastic about working with children. However, the toy and book retail industry faced high attrition, with many employees leaving within a year due to job stress. To overcome this, Karadi Tales decided to adopt a team-based selling approach instead of relying on individual salespeople. Teams would focus on customer service, problem-solving, and brainstorming new opportunities. This innovative approach was expected to improve retention and deliver superior customer experiences.

Questions :

- (a) What recruitment strategies should Karadi Tales adopt to attract enthusiastic and patient employees ?
- (b) How can team-based selling help reduce attrition compared to individual performance models ?
4. Explain Marketing Channel Design Decision, describing all steps involved, including the types of channels, levels of channels, and the role of intermediaries. **14**
5. Answer any **two** : **14**
- (a) Describe the Triangle of Logistical Decision-Making. How do inventory, transportation, and location decisions interact to achieve customer service goals ?
- (b) What are the main functions of warehousing operations ? Illustrate your answer with suitable examples. Also explain the key decisions involved in effective warehouse management.
- (c) What is transportation ? Explain the different types of transportation and describe the key decisions involved in choosing the right mode of transportation.

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December-2025

5th Year MBA, Sem.-IX

International Human Resource Management (HR Specialization)

Time : 2:30 Hours]

[Max. Marks : 70

1. Explain the differences between Domestic HRM and International HRM. Illustrate the additional complexities faced by IHRM. 14
2. What are the indirect modes of entry in the international market by the organization ? Explain. 14
3. Explain international staffing approaches and their advantages and disadvantages. 14

OR

3. Explain the concept of repatriation. Discuss the challenges of repatriation and strategies for managing returnees effectively. 14
4. Describe the components of an international compensation package. Explain the Balance-sheet approach, Going-rate approach, and global compensation systems. 14
5. Write short notes on any **FOUR** : 14
 - (A) HR practices of the UK
 - (B) HR practices of Japan
 - (C) Distinction between Ethical Relativism, Ethical Absolutism, and Ethical Universalism
 - (D) Role of Non-expatriate
 - (E) Dual-Career couples

