[This question paper contains 2 printed pages.]

Your Roll No...............

Sr. No. of Question Paper : 1210 **L**

Unique Paper Code : 2923072008

Name of the Paper : Wealth Management

Name of the Course : **BBA-DSE**

Semester : VI

Duration : 3 Hours Maximum Marks : 90

Instructions for Candidates

1. Write your Roll No. on the top immediately on receipt of this question paper.
2. Attempt any **one** option from each question.
3. **All** questions carry equal marks.

1. **(a)** Explain the need and significance of wealth management in modern financial systems, and critically analyse the role of a wealth manager along with the importance of a code of ethics in managing client relationships. (18)

OR

(b) Explain the concept of wealth management and discuss its scope and relevance in the context of personal financial planning. (9)

(c) Discuss in detail the process of wealth management, illustrating each stage with suitable and relevant examples. (9)

2. **(a)** Discuss the framework of individual taxation in India, and examine the effectiveness of various tax planning strategies, including deductions, income shifting, and tax-deferred income. (18)

OR

(b) Distinguish between tax planning, tax avoidance, and tax evasion by clearly explaining their concepts, features, and legal implications. (9)

(c) Critically evaluate the limitations and ethical concerns associated with tax planning, with reference to its practical implications and legal boundaries. (9)

3. **(a)** A salaried individual aged 35 with dependents is planning for financial security.

Explain how the individual should evaluate:

- Need for life insurance
- Amount of coverage

  Selection of appropriate policy

Analyse the role and significance of health insurance in effective financial planning. (18)

OR

(b) Explain in detail the key features of life insurance contracts, highlighting their distinctive characteristics and legal aspects. (9)

(c) Discuss the importance of health insurance and critically examine the various factors influencing the selection of an appropriate health insurance plan. (9)

4. **(a)** The returns of a security and the market index are as follows:

Year	**Return of Security (%)**	**Market Return (%)**
1	12	10
2	15	12
3	10	8
4	18	15
5	14	11

(i) Calculate the Beta of the security.

(ii) Identify whether the security is aggressive or defensive.

(iii) Explain the relevance of Beta in investment decision-making. (18)

OR

(b) Explain the concept of mutual funds and exchange-traded funds (ETFs), highlighting their structure and key features. (9)

(c) Discuss the criteria for selecting mutual funds and evaluate the various measures used to assess their performance. (9)

5. **Write short notes on any three of the following:** $(3 \times 6 = 18)$

(a) Underwriting in Insurance

(b) Principle of Indemnity in Property Insurance

(c) Bond Ratings and their significance

(d) Pitfalls in Retirement Planning

(100)