

1128

**M.Com. (M.E.F.B.) Third Semester
FB-304: Family Business Management**

Time allowed: 3 Hours**Max. Marks: 80**

NOTE: Attempt five questions in all, selecting atleast two questions from each Unit.

x-x-x

UNIT – I

- I. Discuss the key points that differentiate a family business from management controlled business? Give examples. (16)
- II. Succession planning in family businesses is all about transfer of power. Discuss common CEO exit types in family businesses which have been successful succession planning. (16)
- III. Write short notes on following
 - a) Change management for family businesses
 - b) Promoting trust among nonfamily members(16)
- IV. "The overlap of family relations, business management, and ownership in family firm requires that junior generation family members be competent in the dimension's of ownership, management and leadership of familial relations" Discuss. (16)
- V. Discuss in detail the various aspects compensation and benefits concerning the nonfamily managers? (16)

UNIT – II

- VI. Discuss some of the legal issues involved in effective control of a family business? (16)
- VII. Discuss the provisions dealing with possible future event of termination of the principal family member? (16)
- VIII. Write short notes on following:-
 - a) High pitch profiles
 - b) Mixing family and business profiles(16)
- IX. Discuss various aspects of the state and ownership planning in family businesses. (16)
- X. What are business ethics? Discuss the role of business ethics in family businesses? (16)

x-x-x