

**C-5347**

**Sub. Code**

**84811**

**M.B.A DEGREE EXAMINATION, NOVEMBER 2021**

**First Semester**

**Shipping and Logistics Management**

**INTERNATIONAL BUSINESS MANAGEMENT**

**(2019 onwards)**

Duration: 3 Hours

Maximum: 75 Marks

**Part A**

$(10 \times 2 = 20)$

Answer **all** questions.

1. Define international business.
2. What do you mean by the term competitive advantage?
3. What is Bretton Woods system?
4. Write a short note on Dutch Disease.
5. What do mean by special drawing rights?
6. Write short note on fixed exchange rate system.
7. What do you mean by horizontal foreign direct investment?
8. Define the term anti-dumping.
9. Write a short note on GATT.
10. State any two merits of globalization.

**Part B**

( $5 \times 5 = 25$ )

Answer **all** questions. By choosing either (a) or (b)

11. (a) Explain the following theories:

- (i) absolute cost theory
- (ii) Comparative theory
- (iii) Opportunity cost theory.

Or

- (b) What is Stolper-samuelson theorem? Explain the relevance of the stolper-Samuelson theorem to the International trade.

12. (a) Discuss briefly the non-tariff barriers of international trade.

Or

- (b) Explain the types of integration.

13. (a) Describe the features of Eurocurrency Market.

Or

- (b) Distinguish between the fixed exchange rate systems and floating exchange rate systems.

14. (a) Enumerate the factors affecting international investment.

Or

- (b) Explain the salient features of Uruguay Round.

15. (a) Explain the stages of globalization.

Or

- (b) Discuss the code of conduct for Multinational Corporations.

**Part C**

( $3 \times 10 = 30$ )

Answer **all** questions. By choosing either (a) or (b)

16. (a) Enumerate the features of SAFTA. Explain its achievements.

Or

- (b) Elaborate the components of balance of payments.

17. (a) Discuss the role of various developmental institutions in promoting international trade.

Or

- (b) Explain the reasons for cross-border merger and acquisitions.

18. (a) Describe the major problems faced by export sector in India.

Or

- (b) Discuss the various incentives and facilities offered to the SEZs.
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**C-5348**

**Sub. Code**

**84812/80712**

**M.B.A. DEGREE EXAMINATION, NOVEMBER 2021**

**First Semester**

**FUNDAMENTALS OF LOGISTICS**

**(Common for MBA (S&LM) / MBA (L&S))**

**(2019 onwards)**

Duration : 3 Hours

Maximum : 75 Marks

**Part A**

**( $10 \times 2 = 20$ )**

Answer **all** questions.

1. List out the objectives of Logistics.
2. State the benefits of logistics outsourcing.
3. What do you mean by role of inventory?
4. What do you mean by inventory control?
5. State the documents in transport decision making.
6. Define distribution.
7. What is logistic strategy?
8. Define LIS flow.
9. List out the forces driving Globalisation.
10. What is the role of 3PL and 4PL?

**Part B**

( $5 \times 5 = 25$ )

Answer **all** questions, choosing either (a) or (b).

11. (a) Explain the functions of logistics.

Or

- (b) Describe the critical issues in logistics outsourcing.

12. (a) Explain the types of selective inventory control techniques.

Or

- (b) Discuss various types of material handling equipments.

13. (a) State the functions of warehouse.

Or

- (b) Give short note on unitisation.

14. (a) Write short note on requirements for an effective logistics strategy.

Or

- (b) Write note on principles of logistics information.

15. (a) Narrate on organization for effective logistics performance.

Or

- (b) Explain the functions of LIS.

**Part C**

( $3 \times 10 = 30$ )

Answer **all** questions, choosing either (a) or (b).

16. (a) Write an essay on customer retention procurement and outsourcing.

Or

- (b) Write short note on :

- (i) Inventory levels
- (ii) Cost for holding inventory
- (iii) Characteristics of inventory.

17. (a) Explain elaborately on types of packaging material and packaging cost.

Or

- (b) Explain the barriers to global logistics.

18. (a) Narrate an essay on stages of functional aggregation in organization.

Or

- (b) Explain the need for integration and activity centers in integrated logistics.

**C-4218**

**Sub. Code**

**84813**

**M.B.A. DEGREE EXAMINATION  
SHIPPING AND LOGISTICS MANAGEMENT  
NOVEMBER 2021 EXAMINATION**

**First Semester**

**INTRODUCTION TO SHIPPING  
(2019 onwards)**

Duration : 3 Hours

Maximum : 75 Marks

**Part A** (10 × 2 = 20)

Answer **all** questions.

1. Define ship.
2. What do you mean by law of carriage?
3. What are the types of Merchant Ship?
4. What are the several agencies involved in the shipping process?
5. Write the major international rules for Carriage of Goods by Sea.
6. Define Charter-party.
7. List out the primary functions of bill of lading.
8. What do you meant by Supply of Sea Transport?
9. What is meant by Seaborne Trade?
10. Define Container Shipping.

**Part B** (5 × 5 = 25)

Answer **all** questions, by choosing either (a) or (b).

11. (a) Explain the features of carriage of goods.

Or

- (b) Define containerization. Explain its features.

12. (a) Explain the Transporting Different Cargoes and Port Operations.

Or

- (b) Discuss the problems that arise due to fluctuations in the trade.

13. (a) Elaborate the Function of International Trade.

Or

- (b) Illustrate the Bill of lading and functions of bill of lading.

14. (a) Give a detailed account of attitudes of State and Shipping Industry.

Or

- (b) Write any seven points incorporated in a bill of lading and give some example.

15. (a) Write a brief note on Importance of Shipping.

Or

- (b) Elaborate the function of Sea Transport System.

**Part C**

$(3 \times 10 = 30)$

Answer **all** questions, by choosing either (a) or (b).

16. (a) Enumerate the significance of Sea Transport and explain with suitable example.

Or

- (b) Elaborate the determinant of Fleet Size in Container Shipping.

17. (a) Give a detailed account of business strategy in shipping.

Or

- (b) Explain briefly about container transport Security.

18. (a) Briefly about the development of global container terminal operators.

Or

- (b) Explain the recent developments in the shipping market.
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**C-4219**

**Sub. Code**

**84814**

**M.B.A. DEGREE EXAMINATION  
SHIPPING AND LOGISTICS MANAGEMENT  
NOVEMBER 2021 EXAMINATION**

**First Semester**

**CUSTOMS PROCEDURES**

**(2019 onwards)**

Duration : 3 Hours

Maximum : 75 Marks

**Part A** (10 × 2 = 20)

Answer **all** questions.

1. What is meant by notified goods?
2. Write a note on customs port.
3. Explain interest on delayed funds.
4. What are powers of Authority?
5. What is mean by customs formalities?
6. Write a note on customs Act.
7. What is Aircraft?
8. What is export report?
9. What is duty drawback?
10. What is clearance of vessels?

**Part B** (5 × 5 = 25)

Answer **all** questions, by choosing either (a) or (b).

11. (a) Explain the Entrustments of functions of board.

Or

- (b) Describe the appointment of customs port.

12. (a) State the Export report briefly.

Or

- (b) Explain the power to exempt.

13. (a) Describe the interest on delayed funds.

Or

- (b) Explain the provisions attachment to protect revenue.

14. (a) Explain the delivery of export report.

Or

- (b) Discuss the conveyance to leave without written order.

15. (a) Explain the cancellation and return of warehousing bond.

Or

- (b) Explain the licensing of private warehouses.

## Part C

$$(3 \times 10 = 30)$$

Answer **all** questions, by choosing either (a) or (b).

16. (a) Explain the appointment of customs port, air port and warehousing stations.

Or

- (b) Explain the precautions to be taken by the person acquiring notified goods.

17. (a) Explain the detection of illegal import of goods.

Or

- (b) Explain the powers of central government to notify goods.

18. (a) Explain the applications and authority for advance ruling.

Or

- (b) Explain in detail about levy of an exemption from customs duties.

**C-4220**

**Sub. Code**

**84815**

**M.B.A. DEGREE EXAMINATION  
SHIPPING AND LOGISTICS MANAGEMENT  
NOVEMBER 2021 EXAMINATION  
First Semester  
PRINCIPLES OF MANAGEMENT  
(2019 onwards)**

Duration : 3 Hours

Maximum : 75 Marks

**Part A** (10 × 2 = 20)

Answer **all** questions.

1. What is Globalization?
2. Define the term Esprit de corps.
3. State the purpose of planning.
4. Define social audit.
5. Compare formula and informal organization.
6. Define the term 'Delegation of authority'.
7. List down the different leadership styles.
8. Write a short note on Herzberg's two factor theory.
9. What is meant by preventive control?
10. List down the uses of management information systems.

**Part B** (5 × 5 = 25)

Answer **all** questions, by choosing either (a) or (b).

11. (a) Explain the concept of management by objectives.

Or

- (b) Describe the characteristics of management.

12. (a) Explain the process of forecasting.

Or

- (b) Enumerate the 10 commandments of corporate social responsibility.

13. (a) Differentiate formal and informal organization.

Or

- (b) Outline the process of rational decision making.

14. (a) State the merits and demerits of democratic leadership style.

Or

- (b) List the types of motivation and describe its importance in organization.

15. (a) Point out the essentials of good control system.

Or

- (b) Discuss the trends and challenges of management in global scenario.

**Part C**

2

$(3 \times 10 = 30)$

**C-4220**

Answer **all** questions, by choosing either (a) or (b).

16. (a) Discuss the various management theories in detail.

Or

- (b) Differentiate recruitment and selection. Also point out the various sources of recruitment.

17. (a) What are the principles of planning? Explain the steps in planning.

Or

- (b) Explain delegation of authority in detail. Mention the barriers in effective delegation.

18. (a) What is budgetary control? Discuss the various techniques in budgetary control.

Or

- (b) Discuss the various leadership styles in detail with examples.
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**C-4221**

**Sub. Code**

**84816**

**M.B.A. DEGREE EXAMINATION**

**SHIPPING AND LOGISTICS MANAGEMENT**

**NOVEMBER 2021 EXAMINATION**

**First Semester**

**FINANCIAL MANAGEMENT**

**(2019 onwards)**

Duration : 3 Hours

Maximum : 75 Marks

**Part A**

**( $10 \times 2 = 20$ )**

Answer **all** questions.

1. What is financial accounting?
2. What are the golden roles of accounting?
3. What is ledger?
4. What is budgetary control?
5. What is balance sheet?
6. What is debenture?
7. What is working capital?
8. What is capital budgeting?
9. What is CAPM?

10. What is Bonus share?

**Part B** (5 × 5 = 25)

Answer **all** questions choosing either (a) or (b).

11. (a) What are the advantages and disadvantages of equity shares?

Or

(b) What are the different types of Debentures?

12. (a) Discuss the use and limitations of cash flow statement.

Or

(b) Discuss the procedure of preparing cash flow statement.

13. (a) Explain the various approaches to determine an appropriate financing mix of working capital.

Or

(b) Write a note on :

- (i) Working capital forecasting
- (ii) Operating cycle.

14. (a) What is meant by the term budgeting? Describe the organization for the preparation of budget.

Or

- (b) What is flexible budget? Explain the procedure for preparing flexible budget.
15. (a) What do you mean by cost of capital? Explain its significance in financial decision making.

Or

- (b) Distinguish Shares, Debentures and Venture capital finance.

**Part C** (3 × 10 = 30)

Answer **all** questions choosing either (a) or (b).

16. (a) Explain the various theories of capital structure along with suitable examples.

Or

- (b) What are the factors determining the size of working capital?

17. (a) Discuss in detail meaning and steps in financial planning capitalization. How will you evaluate under and over capitalization?

Or

- (b) Explain Baumol's model used for determining the cash balance of a firm.

18. (a) Enter the following transaction in the cash book with Discount book with discount and cash columns of Mr. Guru.

2019		Rs.
Sep.		

1	Cash in hand	19,000
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2019 Sep.		Rs.
3	Sold goods for cash	10,000
4	Credit purchases from Venkat	18,000 settlement
6	Received from Mohan	4,160
	Discount allowed to him	40
8	Paid for electricity charges	850
9	Cash deposited to bank	20,000
14	Paid cash to Venkat	17,600 in full
24	Received cash from Velmurugan	4,800
26	Salaries paid	4,000
28	Cash drawn from bank	5,000

Or

- (b) What is the indifference point in the EBIT-EPS analysis? How would you compute it?
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**C-4228**

**Sub. Code**

**84831**

**M.B.A. DEGREE EXAMINATION**

**SHIPPING AND LOGISTICS MANAGEMENT**

**NOVEMBER 2021 EXAMINATION**

**Third Semester**

**PORT AGENCY**

**(2019 onwards)**

Duration : 3 Hours

Maximum : 75 Marks

**Part A**

**( $10 \times 2 = 20$ )**

Answer **all** questions.

1. Define port of refuge.
2. What do you mean by parcel tankers?
3. Define dry cargo.
4. Write about safety certificates.
5. What do you mean by delivery charter?
6. What is meant by stoppages?
7. List out the operations of time counting.
8. Define port agent.
9. What is meant by economic factors in port agency?

10. Define office organization.

**Part B** (5 × 5 = 25)

Answer **all** questions choosing either (a) or (b).

11. (a) Explain the general principles of port organization.

Or

(b) Explain the significance of strategic port management process.

12. (a) Enumerate the maritime declaration of health certificates.

Or

(b) Discuss the role of charter party negotiation.

13. (a) Write briefly crew repatriation and give some examples.

Or

(b) Explain the statements of facts in time counting.

14. (a) Explain the discharging port agent and bill of lading.

Or

(b) Discuss the geography of trade in bill of lading.

15. (a) Describe the importance of time counting.

Or

(b) Explain the practical duties and obligations.

**Part C**

(3 × 10 = 30)

Answer **all** questions choosing either (a) or (b).

16. (a) State the importance of maintaining vessels records at sea and at port.

Or

- (b) What provisions are made under Port State Control (PSC) towards and Certificates issued by non party states to their ships.

17. (a) Explain the various disciplinary proceedings in port management.

Or

- (b) Critically examine impact on labour relations and operational efficiency in ports.

18. (a) Explain the process of port planning.

Or

- (b) Explain the following maritime term :

- (i) Charter Party
- (ii) Freight
- (iii) Bare Boat Charter
- (iv) Bill of Lading
- (v) Lay Time, Demurrage and Off-Hire.

**C-4229**

**Sub. Code**

**84832**

**M.B.A. DEGREE EXAMINATION**

**SHIPPING AND LOGISTICS MANAGEMENT**

**NOVEMBER 2021 EXAMINATION**

**Third Semester**

**DRY CARGO CHARTERING**

**(2019 onwards)**

Duration : 3 Hours

Maximum : 75 Marks

**Part A** (10 × 2 = 20)

Answer **all** questions.

1. What is bale capacity?
2. What does LASH stand for?
3. Define Baltic exchange.
4. What do you understand by flag of Convenience?
5. What is dead freight?
6. Write a short note on laytime.
7. Define the term itinerary.
8. Write a note on bill of lading.
9. What is the average size of a cargo ship?
10. Write a note on navigation restrictions.

**Part B** (5 × 5 = 25)

Answer **all** questions choosing either (a) or (b).

11. (a) Define and explain the following terms :

- (i) DWAT and
- (ii) DWCC.

Or

(b) What does tweendecker mean? Explain the purpose of tweendecker.

12. (a) What is letter of credit? What are the documents required for the letter of credit? Explain the letter of credit mechanism.

Or

(b) Describe the voyage charter party clauses.

13. (a) Explain the types of Bill of lading.

Or

(b) Discuss the financial elements of charter parties.

14. (a) What is waybill? Explain the purpose of waybills.

Or

(b) Explain Hague rules and Hague visby rules.

15. (a) What is Maritime arbitration? Explain the interpretation of the charter party clauses.

Or

(b) Explain the importance of protection and indemnity clubs.

### **Part C**

$(3 \times 10 = 30)$

Answer **all** questions choosing either (a) or (b).

16. (a) Describe the kinds of tonnage in the shipping business.

Or

- (b) What is a Plimsoll line? Who invented it and why?  
Explain the significance of Plimsoll lines.

17. (a) Elaborate the methods of ship employment.

Or

- (b) Explain the types of chartering contracts.

18. (a) Discuss the very important decisions for all port selected delays.

Or

- (b) Explain the exemptions available in charter party for calculating lay time. How lay time is calculated.
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**C-4230**

**Sub. Code**

**84833**

**M.B.A. DEGREE EXAMINATION**

**SHIPPING AND LOGISTICS MANAGEMENT**

**NOVEMBER 2021 EXAMINATION**

**Third Semester**

**BUSINESS COMMUNICATION**

**(2019 onwards)**

Duration : 3 Hours

Maximum : 75 Marks

**Part A** (10 × 2 = 20)

Answer **all** questions.

1. What is meant by corporate communication?
2. Define communication.
3. What is meant by persuasive communication?
4. What is a good communication?
5. What is a clear message?
6. What is a message framework?
7. What is a business report?
8. What are the objectives of writing a report?
9. What is fog index?

10. Why is executive summary very essential in business proposals?

**Part B** (5 × 5 = 25)

Answer **all** questions choosing either (a) or (b).

11. (a) State the situations of horizontal communication in organizations.

Or

- (b) Explain the process of communication.

12. (a) Detail the features of business communication.

Or

- (b) State how communication increases productivity.

13. (a) State what makes a good message.

Or

- (b) Discuss the different types of committees in business organizations.

14. (a) Discuss how to convey a message in writing.

Or

- (b) Discuss the functions of message.

15. (a) Detail the contents in a good business report.

Or

- (b) Discuss the different types of visual aids in presentation.

**Part C** (3 × 10 = 30)

Answer **all** questions choosing either (a) or (b).

16. (a) Discuss the various media channels used in business communication.

Or

- (b) Discuss the methods to make communication effective.

17. (a) Explain the essentials of business communication.

Or

- (b) Discuss the channels of business communication.

18. (a) Explain the different types of business report.

Or

- (b) Explain the procedure to write a proposal.

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**C-4231**

**Sub. Code**

**84834**

**M.B.A. DEGREE EXAMINATION**

**SHIPPING AND LOGISTICS MANAGEMENT**

**NOVEMBER 2021 EXAMINATION**

**Third Semester**

**MANAGEMENT INFORMATION SYSTEMS**

**(2019 onwards)**

Duration : 3 Hours

Maximum : 75 Marks

**Part A**

**( $10 \times 2 = 20$ )**

Answer **all** questions.

1. What is an information system?
2. What do you mean by Computer Hardware?
3. What is financial information system?
4. What are the inputs used for sub system for manufacture information system?
5. What you mean by genetic Algorithm?
6. Write a note on artificial intelligence.
7. Write a briefly note on EDI.
8. What is supply chain management system?
9. Write a short note on spoofing?

10. What is DOS?

**Part B**

( $5 \times 5 = 25$ )

Answer **all** questions choosing either (a) or (b).

11. (a) Explain the role of information system.

Or

(b) Explain the framework for business users in information system.

12. (a) Explain the strategic business objectives of information system.

Or

(b) Explain the components of Human resource information system.

13. (a) Explain the process of decision making.

Or

(b) What is expert system? Explain the application of expert system.

14. (a) Explain the recent trends in supply chain management.

Or

(b) Give a brief note on IS Architecture and Management.

15. (a) Elaborate the societal challenges of information technology.

Or

- (b) Explain the ethical changes of information technology.

**Part C** (3 × 10 = 30)

Answer **all** questions choosing either (a) or (b).

16. (a) Explain the basic functions of an information system.

Or

- (b) How information system is helpful for a manager?

17. (a) Explain the input and output systems identified in financial information system.

Or

- (b) Explain structured and unstructured problem in decision making.

18. (a) Explain the types of Denial services attracts.

Or

- (b) Give an overview of artificial intelligence.

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**C-4232**

**Sub. Code**

**84835**

**M.B.A. DEGREE EXAMINATION**

**SHIPPING AND LOGISTICS MANAGEMENT**

**NOVEMBER 2021 EXAMINATION**

**Third Semester**

**HUMAN RESOURCE MANAGEMENT**

**(2019 onwards)**

Duration : 3 Hours

Maximum : 75 Marks

**Part A**

**( $10 \times 2 = 20$ )**

Answer **all** questions.

1. What are the qualities of HR Manager?
2. Define IHRM.
3. What is Job Analysis?
4. What is Job Design?
5. Explain the need for career planning.
6. What is career development?
7. What is training evaluation?
8. Explain the process of job evaluation.
9. What are the causes of Grievance?

10. What are the objectives of Discipline?

**Part B** (5 × 5 = 25)

Answer **all** questions choosing either (a) or (b).

11. (a) Explain the factors affecting IHRM.

Or

(b) Explain the role of HR executives IHRM.

12. (a) Explain the objectives of HR planning.

Or

(b) Describe the steps in selection procedure.

13. (a) Explain the use of performance appraisal.

Or

(b) Enumerate the performance appraisal method.

14. (a) List out the steps in training programmes.

Or

(b) Explain the various techniques in job Evaluation.

15. (a) Discuss the concept of grievance.

Or

(b) Explain the types of Disciplinary Actions.

**Part C** (3 × 10 = 30)

Answer **all** questions choosing either (a) or (b).

16. (a) Explain the concept and various approaches of IHRM.

Or

- (b) Explain the forms and types of discipline.

17. (a) Write in detail about the pitfalls in performance appraisal with example.

Or

- (b) Enumerate the types of Incentive plans.

18. (a) Explain in detail about the Employee benefits.

Or

- (b) Write in detail about the stress and consequences on employee performance.
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**C-4233**

**Sub. Code**

**84836**

**M.B.A. DEGREE EXAMINATION**

**SHIPPING AND LOGISTICS MANAGEMENT**

**NOVEMBER 2021 EXAMINATION**

**Third Semester**

**ECONOMICS AND ENVIRONMENTAL ANALYSIS**

**(2019 onwards)**

Duration : 3 Hours

Maximum : 75 Marks

**Part A** (10 × 2 = 20)

Answer **all** questions.

1. What is GDP?
2. What do you mean by social development?
3. Write a note on electromagnetic spectrum.
4. Define economic growth.
5. What is renewable energy?
6. What is Balance of Payment?
7. Why should logistics activities be integrated?
8. Write a note on global logistics.
9. What is social sustainability?

10. State the importance of economic sustainability.

**Part B**

( $5 \times 5 = 25$ )

Answer **all** questions choosing either (a) or (b).

11. (a) Explain the scope and opportunities of Logistics industry in India.

Or

- (b) What is PEST analysis and why is it important?

12. (a) Explain the policy initiatives put forth by the government for investments in Infrastructure sector.

Or

- (b) Explain the term lopsided development.

13. (a) Explain the impact of globalization on Development of a country.

Or

- (b) Briefly explain about environment sustainability.

14. (a) Explain the evolution of global Logistics.

Or

- (b) Explain the types of integration in global logistic.

15. (a) How logistics can be a key differentiation of success for modern businesses?

Or

- (b) What is the relationship between logistics and marketing?

**Part C** (3 × 10 = 30)

Answer **all** questions choosing either (a) or (b).

16. (a) Explain the drivers of Globalization.

Or

- (b) Elaborate the role of logistics in the globalized era.

17. (a) Elaborate the role of logistics for sustainable global development.

Or

- (b) Explain the impact of globalization in development.

18. (a) "Infrastructure plays a most important role in the development of a Nation" – Elucidate.

Or

- (b) Explain the key dimensions of Human Development Index.

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