

C-5036

Sub. Code

84713/80613

**Common for B.B.A. (S & LM) B.B.A. (L & S) DEGREE
EXAMINATION, NOVEMBER 2021**

First Semester

**Shipping and Logistics Management and Logistics and
Shipping**

MANAGEMENT PROCESS

(2019 onwards)

Duration : 3 Hours

Maximum : 75 Marks

Part A

(10 × 2 = 20)

Answer **all** questions.

1. What is management?
2. Define cooperative organisation.
3. Management is science (or) art?
4. Who is manager?
5. Define planning.
6. Define decision making.
7. What is organising?
8. What is staffing?
9. Define directing
10. Define budgetary control.

Part B

(5 × 5 = 25)

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

11. (a) Explain the requirement of successful business.

Or

- (b) Explain about joint hindu family firm.

12. (a) State the scope of management process.

Or

- (b) State the function of manager.

13. (a) Explain the purpose of planning.

Or

- (b) State the various types of decisions.

14. (a) Explain the types of organisation.

Or

- (b) State the various sources of recruitment.

15. (a) Explain about controlling.

Or

- (b) State about control process.

Part C

(3 × 10 = 30)

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

16. (a) Discuss about public enterprises.

Or

- (b) Discuss the evolution of management theory.

17. (a) Explain the steps in planning.

Or

(b) Explain the uses of staff units and committees.

18. (a) Discuss about budget and non-budgetary control.

Or

(b) Explain the modern trends in management process.

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B.B.A. DEGREE EXAMINATION, NOVEMBER 2021

First Semester

Logistics and Shipping

INTERNATIONAL BUSINESS MANAGEMENT

(2019 onwards)

Duration: 3 Hours

Maximum : 75 Marks

Part A

(10 × 2 = 20)

Answer **all** questions.

1. What do you mean by Merchandise Trade?
2. What is Opportunity Cost?
3. What is called trade barrier?
4. Write two examples of Non-Trade barriers.
5. Write the full form of IMF.
6. Expand FEMA.
7. Write the full form of GATT.
8. What is UNCTAD?
9. What is ECGC?
10. What is SEZ?

Part B

(5 × 5 = 25)

Answer **all** questions.

11. (a) What are the factors causing globalization of business?

Or

- (b) Write about competitive advantages of nation in the process of International Trade.

12. (a) Enumerate India's major trade policy in promoting International Trade with neighboring countries.

Or

- (b) Write a short note on Indo-Lanka free trade agreement.

13. (a) Write the functions of IMF.

Or

- (b) Explain the concept of convertibility of rupee and devaluation.

14. (a) What are the roles of GATT in promoting International Trade?

Or

- (b) Mention the significance of TRIP in International Trade.

15. (a) Mention India's five major import and export product / services with other countries.

Or

- (b) Enumerate the major problems of India's export sector.

Part C

(3 × 10 = 30)

Answer **all** questions.

16. (a) Mention the difference between internal and international trade.

Or

- (b) Explain

- (i) The factors endowment theory and
- (ii) Stolper Samuelsson theorem in international Trade.

17. (a) Write the arguments for free trade and protection in International Trade.

Or

- (b) List out the salient features of FEMA.

18. (a) Write a short note on

- (i) UNCTAD
- (ii) UNIDO.

Or

- (b) Explain the need for greater emphasis on ethics and social responsibilities of MNCs.

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**84715/
80615**

B.B.A. DEGREE EXAMINATION, NOVEMBER 2021

First Semester

MATHEMATICS FOR MANAGEMENT – I

**(Common for Shipping and Logistics Management/
Logistics and Shipping)**

(2019 onwards)

Duration: 3 Hours

Maximum : 75 Marks

Part A

(10 × 2 = 20)

Answer **all** questions.

1. Define singleton set.
2. Explain the set which has no elements in it.
3. Find the simple interest on the sum of Rs.6,000 at 10% pa. for 3 years.
4. Define arithmetic progression with suitable example.
5. Elucidate the scope of statistics.
6. What are the stages of statistical enquiries?
7. Find the mode: 10, 27, 24, 12, 27, 27, 20, 18, 15, 30.
8. Define correlation.
9. Write down the notation for cost of living index number.
10. What are the objectives of time series analysis?

Part B

(5 × 5 = 25)

Answer **all** questions.

11. (a) If A , B and C are any three sets using definition of subset prove that,

$$(A - B) \cup (B - A) = (A \cup B) - (A \cap B)$$

Or

- (b) Define :

- (i) Skew Symmetric Matrix
- (ii) Orthogonal Matrix
- (iii) Upper triangular Matrix
- (iv) Non-singular Matrix.

12. (a) The simple interest on a certain sum at the end of 4 years is $\frac{1}{4}$ th the sum itself. Find the rate of interest.

Or

- (b) Find the sum of the sequence 2, 3, 5, 9, 8, 15, 11,... to $(2n + 1)$ terms.

13. (a) State any four points relating to the importance of diagrammatic presentation in statistics.

Or

- (b) Under what circumstances are a grouped (rather than a simple) frequency distribution is used?

14. (a) Find the harmonic mean for the following individual data.

6, 15, 35, 40, 900, 520, 300, 400, 1800, 2000.

Or

- (b) Find the rank correlation co-efficient for the data

X	21	36	42	37	25
Y	47	40	37	42	43

15. (a) Elucidate any two methods of measuring time series.

Or

- (b) From the following data construct an index for 1995 taking 1994 as base:

Commodities	A	B	C	D	E
Price in 1994 (Rs.)	50	40	80	110	20
Price in 1995 (Rs.)	70	60	90	120	20

Part C

(3 × 10 = 30)

Answer **all** questions.

16. (a) Out of a group of 60 students, 25 play cricket, 30 play football, 24 play hockey, 10 play cricket and football, 9 play cricket and hockey, 12 play hockey and football and 5 play all the three. Use Venn-diagram to show how many play only one game.

Or

- (b) Show that $A = \begin{pmatrix} 1 & 2 & 2 \\ 2 & 1 & 2 \\ 2 & 2 & 1 \end{pmatrix}$ satisfies the equation

$A^2 - 4A - 5I = 0$. Hence find the inverse of A.

17. (a) (i) Calculate the compound interest for Rs.2,500 for 4 years at 8% per annum.
- (ii) Calculate the compound interest in the above case when interest is compounded
- (1) half yearly and
- (2) quarterly.
- (iii) Mr. Ambigapathy borrows Rs.1,00,000 at 24% compounded monthly.

Or

- (b) (i) The first term of an A.P. is 10, the last term is 50. If the sum of all the terms is 480, find the common difference and the number of terms.
- (ii) Find the sum of the following sequence:
2, 22, 222,... to n terms.

18. (a) Calculate the Mean, Median and Mode:

Marks	11-20	21-30	31-40	41-50	51-60	61-70	71-80
No. of Students	42	38	120	84	48	36	31

Or

- (b) Ten competitors in a musical test were ranked by three judges A, B and C in the following order:

Ranks by A	1	6	5	10	3	2	4	9	7	8
Ranks by B	3	5	8	4	7	10	2	1	6	9
Ranks by C	6	4	9	8	1	2	3	10	5	7

Using rank correlation method, discuss which pair of judges has the nearest approach to common likings in music.

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B.B.A. DEGREE EXAMINATION, NOVEMBER 2021

Second Semester

Logistics and shipping

FUNDAMENTALS OF LOGISTICS

(2019 – onwards)

Duration : 3 Hours

Maximum : 75 Marks

Part A

(10 × 2 = 20)

Answer **all** questions.

1. Define Logistics.
2. What do you mean by Customer Service?
3. Give your understanding on Supply Chain Management.
4. Mention any two types of aircrafts.
5. What is Containerization?
6. Expand CONCOR and CFS.
7. What do you mean by Material Handling?
8. Describe Global Supply Chain.
9. Identify any two measures of Supply Chain Performance.
10. What is ABC costing?

Part B**(5 × 5 = 25)**Answer **all** questions.

11. (a) Outline the objectives of Logistics.

Or

- (b) What are customer retention strategies?

12. (a) Find out the Five P's of Logistics Management.

Or

- (b) How to calculate Ocean freight?

13. (a) Enlist the major and minor ports in India.

Or

- (b) Write a note on "Logistics and documentation".

14. (a) What are the various types of Packaging Materials?

Or

- (b) How to design a Package?

15. (a) Write short notes on 'Strategic Logistics Planning'.

Or

- (b) State the Principles of L1S.

Part C**(3 × 10 = 30)**Answer **all** questions.

16. (a) Describe the role of logistics in economic development.

Or

- (b) Enumerate the various modes of Transportation.

17. (a) Detail the functions of Shipping Intermediaries.

Or

(b) Spell out the functions of Packaging.

18. (a) List and explain the steps involved in ABC Costing.

Or

(b) Suggest organisational structure for effective logistics performance.

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B.B.A. DEGREE EXAMINATION, NOVEMBER 2021

Second Semester

[Common for B.B.A. (L & S)/ B.B.A. (S & LM)]

ECONOMICS FOR EXECUTIVES

(2019 –onwards)

Duration : 3 Hours

Maximum : 75 Marks

Part A

(10 × 2 = 20)

Answer **all** questions.

1. What is demand analysis?
2. State the law of demand.
3. Write down the factors of production.
4. How do you define cost?
5. What is Price Discrimination?
6. Define Pricing.
7. What is Interest?
8. What is Profit?
9. Define National Income.
10. What is Inflation?

Part B**(5 × 5 = 25)**Answer **all** questions.

11. (a) Find out the factors which influence demand.

Or

- (b) What is Price Elasticity of demand? Give its types.

12. (a) Write down the causes for the operation of law of diminishing returns.

Or

- (b) Write down the assumptions of Break-even analysis.

13. (a) Identify the features of Perfect competition.

Or

- (b) Write a note on 'Price Rigidity' under Oligopoly.

14. (a) Write down the assumptions of marginal productivity theory.

Or

- (b) Briefly describe the types of economic systems.

15. (a) Find out the responsibilities of Government toward business.

Or

- (b) Write short notes on "MRTP Act".

Part C

(3 × 10 = 30)

Answer **all** questions.

16. (a) What are social responsibilities of business?

Or

- (b) Describe the assumptions of Law of Diminishing Returns.

17. (a) Illustrate how a firm under monopolistic competition determines the price of the product.

Or

- (b) Explain any one theory of Profit of your choice.

18. (a) Write a detailed note on “Performance of Public enterprises in India”.

Or

- (b) How do you do a break even analysis?

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B.B.A. DEGREE EXAMINATION, NOVEMBER 2021

Second Semester

MATHEMATICS FOR MANAGEMENT – II

(2019 onwards)

(Common for B.B.A. (L&S)/ B.B.A. (S&LM))

Duration : 3 Hours

Maximum : 75 Marks

Part A

(10 × 2 = 20)

Answer **all** questions.

1. Give the characteristics of Operations Research.
2. List any two limitations of OR models.
3. What is Opportunity cost?
4. Describe Assignment Model.
5. What is the formula to calculate average number of customers in the system?
6. What are the situations when the replacement of certain item needs to be done?
7. Differentiate Slack from Float.
8. Name the types of floats.
9. List any two disadvantages of PERT.
10. What is PERT Chart?

Part B**(5 × 5 = 25)**Answer **all** questions, choosing either (a) or (b).

11. (a) Give the steps in solving Operations Research Problem.

Or

- (b) Classify OR Models.
12. (a) Four companies viz. W, X, Y and Z supply the requirements of three warehouses viz. A, B and C respectively. The companies' availability, warehouses requirements and the unit cost of transportation are given in the following table. Find an initial basic feasible solution using Vogel Approximation Method (VAM).

Company	Warehouses			Supply
	A	B	C	
W	10	8	9	15
X	5	2	3	20
Y	6	7	4	30
Z	7	6	9	35
Requirement	25	26	49	100

Or

- (b) Show the differences between Transportation Problem and Assignment Problem.
13. (a) Solve the game given below:

	Player B		
	I	II	III
I	1	9	2
II	8	5	4

Or

- (b) A T.V. Repairman finds that the time spent on his jobs have an exponential distribution with mean of 30 minutes. If he repairs sets in the order in which they come in, and if the arrival of sets is approximately Poisson with an average rate of 10 per 8 hour day, How many jobs are ahead of the average set just brought in?

14. (a) Bring out the advantages and disadvantages of CPM.

Or

- (b) The following are the time estimates and the precedence relationships of the activities in a project network:

Activity	IMMEDIATE Predecessor Activity	Time estimate (weeks)
A	–	4
B	–	7
C	–	3
D	A	6
E	B	4
F	B	7
G	C	6
H	E	10
I	D	3
J	F,G	4
K	H,I	2

Draw the project network diagram. Determine the critical path and the project completion time.

15. (a) Give the advantages of PERT.

Or

- (b) Find out the different time estimates in PERT.

Part C (3 × 10 = 30)

Answer **all** questions.

16. (a) Solve the L.P.P. by graphical method.

Maximise $Z = 3a + 2b$ S.T.

$$1a + 1b \leq 4$$

$$1a - 1b \leq 2 \text{ and both } a \text{ and } b \text{ are } \geq 0.$$

Or

- (b) Solve the following problem

Office	O1	O2	O3	O4
Employees				
E1	2,600	3,200	3,400	3,000
E2	2,000	4,200	3,600	2,600
E3	2,000	3,000	5,600	4,000

17. (a) At a doctor's clinic patients arrive at an average rate of 5 patients per hour. It has been observed that the doctor takes an average of 8 minutes per hour. Arrival time is based on poisson and service is based on exponential distribution. Find

- (i) The average number of patients in the doctor's clinic.
- (ii) The average number of patients waiting for their turn.
- (iii) The average time that a patient spends in the clinic.

Or

- (b) A company manufacturing plant and equipment for chemical processing is in the process of quoting tender called by public sector undertaking. Help the manager to find the project completion time to participate in the tender.

S.No.	Activities		Days
1	A	–	3
2	B	–	4
3	C	A	5
4	D	A	6
5	E	C	7
6	F	D	8
7	G	B	9
8	H	E,F,G	3

18. (a) Consider the following project with the estimates of time in weeks:

Activity	Predecessor Activity	Optimistic estimate of time	Most likely estimate of time	Pessimistic estimate of time
A	–	2	4	6
B	–	3	5	7

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Activity	Predecessor Activity	Optimistic estimate of time	Most likely estimate of time	Pessimistic estimate of time
C	A	5	6	13
D	A	4	8	12
E	B,C	5	6	13
F	D,E	6	8	14

Find the probability that the project will be completed in 27 weeks.

Or

(b) How to formulate liner programming problem?

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B.B.A. DEGREE EXAMINATION, NOVEMBER 2021

Third Semester

Logistics and Shipping

BUSINESS COMMUNICATION

(2019 onwards)

Duration: 3 Hours

Maximum : 75 Marks

Part A

(10 × 2 = 20)

Answer **all** questions.

1. What do you mean communication?
2. Mention any two types of communication.
3. What do you mean by resume?
4. What is adjournment of accounts?
5. What is advertisement?
6. Who is called Shareholders?
7. What do you mean by Committee?
8. What is annual report?
9. What is the use of internet?
10. What is Memo?

Part B

(5 × 5 = 25)

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

11. (a) Bring out the requirement of Communication in a business environment.

Or

- (b) Explain two verbal and two non-verbal communications.

12. (a) Indicate the important points in the Layout of a business letter.

Or

- (b) Draft your resume to apply for a vacancy a manufacturing company.

13. (a) Mention the duties of company secretary with respect to shareholders.

Or

- (b) List out the mandatory Periodical correspondence information to be furnished by the company secretary to Director.

14. (a) Write about the four types of business reports.

Or

- (b) What are the essence of a good business report?

15. (a) Write a draft memo calling for an explanation from an employee who went on a long leave.

Or

- (b) Write the merits of following Office devices.

- (i) Fax
- (ii) Telephone
- (iii) Internet.

Part C

(3 × 10 = 30)

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

16. (a) Draw and explain communication process.

Or

- (b) How is information technology used in business communication?

17. (a) Write a letter to place an order to supply a Xerox machine with its specifications.

Or

- (b) Mention the need and functions of Business letter.

18. (a) What do you mean by business request and mention the types of reports?

Or

- (b) Write a short note on Communication media devices such as Intercom, Fax, Telephone and Internet.

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B.B.A. DEGREE EXAMINATION, NOVEMBER 2021

Third Semester

Logistics and Shipping

PRODUCTION AND MATERIAL MANAGEMENT

(2019 onwards)

Duration: 3 Hours

Maximum : 75 Marks

Part A

(10 × 2 = 20)

Answer **all** questions.

1. What is mean by production management?
2. Define product layout.
3. What do you mean by materials handling.
4. Definition of routine.
5. What is mean by structure?
6. Why is vendor rating needed?
7. What is store card?
8. Define responsibilities.
9. List out any four elements of TQM?
10. What are the type of inspection?

Part B

(5 × 5 = 25)

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

11. (a) Explain scope of production management.

Or

- (b) List out the process of production management.

12. (a) What are the importance of materials handling?

Or

- (b) Explain the principles of materials handling.

13. (a) Explain the integrated materials management.

Or

- (b) Benefits of vendor rating systems.

14. (a) What is the difference between a store card and a bin card?

Or

- (b) What is lead time and why it is important?

15. (a) Explain features of ISO.

Or

- (b) Write short notes of quality control.

Part C

(3 × 10 = 30)

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

16. (a) Brief about factors of production management.

Or

- (b) Describe the factors to be considered before designing a plant layout.

17. (a) Explain about import substitution and import purchase procedure.

Or

(b) Discuss about the different types of maintenance.

18. (a) Brief about procedure for obtaining ISO.

Or

(b) Exhibit the merits and demerits of ISO certification.

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B.B.A. DEGREE EXAMINATION, NOVEMBER 2021

Third Semester

MARKETING MANAGEMENT

(Common for B.B.A.(S&LM)/B.B.A.(L&S))

(2019 onwards)

Duration: 3 Hours

Maximum : 75 Marks

Part A

(10 × 2 = 20)

Answer **all** questions.

1. Define Marketing management.
2. State the objectives of marketing.
3. Give the meaning of the term “Consumer behaviour”.
4. Write a short note on marketing strategy.
5. Define Product.
6. Mention any two significances of packing.
7. Define pricing.
8. Who is a buyer?
9. Why is branding required?
10. Mention any two importance of Brand equity.

Part B

(5 × 5 = 25)

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

11. (a) Explain the concepts of marketing.

Or

(b) Bring out the importance of marketing in developing countries.

12. (a) Write a note on marketing strategy.

Or

(b) State the importance of Channel selection.

13. (a) Discuss Product Life cycle with a suitable example.

Or

(b) Explain Product mix with a relevant example.

14. (a) State the objectives of pricing.

Or

(b) Write a note on marketing risks.

15. (a) Explain Brand Identity and its relevance to marketing.

Or

(b) Write a note on Brand Positioning.

Part C

(3 × 10 = 30)

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

16. (a) Describe the functions of marketing.

Or

- (b) Explain marketing environment in detail.

17. (a) Explicate the different types of Channel distribution.

Or

- (b) Explain New Product Development.

18. (a) Elucidate the various types of pricing policies.

Or

- (b) Justify the need for physical distribution in marketing.

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B.B.A. DEGREE EXAMINATION, NOVEMBER 2021

Third Semester

Logistics and Shipping

CUSTOMS PROCEDURE

(2019 onwards)

Duration: 3 Hours

Maximum : 75 Marks

Part A

(10 × 2 = 20)

Answer **all** questions.

1. What is a customs procedure?
2. Who are the officers of customs?
3. Define 'illegal import'.
4. State the power of central government to notify goods.
5. What are pilfered goods?
6. What is authority for advance rulings?
7. Write short notes on clearance of goods.
8. What is the responsibility of person in charge of conveyance when goods are imported from country outside India?
9. Define 'Goods in Transit'.
10. What is private warehouse?

Part B

(5 × 5 = 25)

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

11. (a) State the powers of customs officers.

Or

- (b) Explain the classes of officers in customs.

12. (a) Describe about section 11C.

Or

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

13. (a) Describe the duty on pilfered goods.

Or

- (b) Explain the methods of assessment of duty.

14. (a) State the rules relating to arrival of vessels and aircrafts in India.

Or

- (b) Mention the rules of customs for clearance of exported goods.

15. (a) Explain the rules for clearance of warehouse goods for export.

Or

- (b) Describe the rules for permissions for removal of goods for deposit in warehouse.

Part C

(3 × 10 = 30)

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

16. (a) State the penalty for improper importation of goods.

Or

- (b) Describe the powers to declare places to be warehousing stations.

17. (a) Describe the drawback allowable on re-export of duty paid goods.

Or

- (b) (i) Explain the various sections not to apply to goods in personal use.

- (ii) Explain the Levy on exemption from customs duty.

18. (a) Explain the deferred payment of import duty rules 2016.

Or

- (b) Discuss the functions of warehouse.

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B.B.A. DEGREE EXAMINATION, NOVEMBER 2021

Third Semester

Logistics and Shipping

TAXATION LAW AND PRACTICE

(2019 onwards)

Duration : 3 Hours

Maximum : 75 Marks

Part A

(10 × 2 = 20)

Answer **all** the questions.

1. State any two objectives of taxation.
2. What is an assessment year?
3. Define Salary.
4. What are capital gains?
5. List the deductions under 80G.
6. What is Indirect tax?
7. Who is a resident?
8. What is excise duty?
9. Define the term valuation of goods.
10. How will gross up the net income received from winning of lottery?

Part B

(5 × 5 = 25)

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

11. (a) Compute gross salary from the information given below, if he is living in a rented house at Chennai and D.A enters into pay for services benefits and rent paid is Rs.2,500 p.m

Salary Rs.7,000 p.m

D.A Rs.2,000p.m

C.C.A Rs.250 p.m

H.R.A Rs.2,000p.m

Commission on turnover achieved by him Rs.5,000

Or

- (b) State the exceptions to the rule of exceptions charging previous year income in the assessment year.
12. (a) Examine the steps applicable to computation of total income and tax liability of individuals.

Or

- (b) Discuss the exemptions from VAT.
13. (a) Explain the causes of tax evasion.

Or

- (b) Describe the various heads of Income.

14. (a) Mr. Xavier is the owner of a house at Coimbatore, particulars of which for the year ended 31st March 2010 are as below.

	Rs.
Actual rent received	4,500
Municipal valuation	4,200
Municipal tax (Total)	630
Municipal tax paid by Mr. Xavier	420
Municipal tax paid by the tenant	210
Interest on loan for renewing the house	150

Unrealized rent allowed in Assessment Year 2006-07 recovered during the year 2000

Compute Mr. Xavier's Income from House Property for the Assessment Year 2010-11.

Or

- (b) Discuss the procedure for registration to VAT and its effect.
15. (a) Explain the procedure of computing import duty.

Or

- (b) Distinguish between advalorem and specific duties.

Part C

(3 × 10 = 30)

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

16. (a) Explain the deduction from Gross total Income under Chapter VI A of the Income tax Act.

Or

- (b) Discuss on the various types of tax evasion with case studies.

17. (a) Elaborate the various types of custom duty.

Or

- (b) Narrate the process of computation of total income and tax liability of professionals.

18. (a) Mr.Gadgil is an officer of a limited company. His monthly emoluments were as follows:

Basic salary	Rs.50, 000
Dearness allowance	Rs. 10,000
Tiffin allowance	Rs. 1,500
Children education allowance	Rs. 600 (for three children)
Entertainment allowance	Rs. 3,000
Hostel allowance	Rs. 1,500 (for three children)
House rent allowance	Rs. 5,000

The company paid his private telephone expense which amounted to Rs.30,000 during the year. The company gave him a special present on the new year day, The cost of which was Rs.2,000. He has a car (with driver) which he uses for official purposes also, the expenses reimbursed by the employer in respect of the car amounted to Rs. 1,20,000. Compute income from salary assuming that the cubic capacity of the car is 1.6 litre. What will be your answer if the car is more than 1.6 litre cc?

Or

- (b) Ms. Nancy is an employee of a company in Chennai. She gets monthly salary Rs.50,000, D.A. Rs.15,000 p.m. Bonus Rs.13,000 p.m and entertainment allowance Rs.12,000 per month. She paid tax on employment Rs.10,000 during the financial year 2017-18. She has been provided a rent free unfurnished house. She owns 2 houses she claims both houses are self occupied. The following details are available

	House 1(Rs.)	House 2(Rs.)
Fair rental value	1,80,000	2,20,000
Municipal valuation	1,90,000	3,50,000
Standard rent	1,90,000	9,00,000
Municipal taxes paid	10%	10%

Repairs, Insurance and Land revenue	50,000	70,000
Ground rent	20,000	30,000
Interest on capital borrowed	50,000	1,80,000
Loan taken on	1.1.2000	1.1.2008

Determine total income of Ms. Nancy for the assessment year 2018 to 2019.

C-5060

Sub. Code

80637

B.B.A. DEGREE EXAMINATION, NOVEMBER 2021

Third Semester

Logistics and Shipping

RETAIL ENVIRONMENT

(2019 onwards)

Duration: 3 Hours

Maximum : 75 Marks

Part A

(10 × 2 = 20)

Answer **all** questions.

1. Define Retailing.
2. State two theory of retailing.
3. What is retail store operations?
4. Give the meaning of supply chain management.
5. What is promotion mix in Retailing?
6. Expand RFID and EAS.
7. What do you mean by the term “Global Retail”?
8. Mention the term Retail life cycle.
9. Highlight the features of retail advertising.
10. What is retail sales force management?

Part B

(5 × 5 = 25)

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

11. (a) Explain the various factors influencing retail business in India.

Or

- (b) Discuss the sources of consumer dis-satisfaction.

12. (a) Discuss the functions of retail operations.

Or

- (b) Briefly explain the factors to be considered while selecting a retail place.

13. (a) Describe the Strategic retail Planning process.

Or

- (b) Briefly explain the types of retail customers.

14. (a) Explain the following terms with Indian examples.

- (i) Hypermarket
- (ii) Supermarket
- (iii) Discount Stores
- (iv) Offshore Retailers.

Or

- (b) Discuss the duties and responsibilities of a retail store manager in today's competitive world.

15. (a) Explain scope and challenges of 'On-line Retailing' in India.

Or

- (b) Briefly explain the buying decision process.

Part C

(3 × 10 = 30)

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

16. (a) Elaborate the difference between organized and unorganized retailing.

Or

- (b) Explain in detail the emerging challenges before the Indian retailers in the context of global retailing.

17. (a) Describe the process involved and strategies adopted in the retail pricing decisions.

Or

- (b) Brewers International Ltd., a coffee retail chain is planning to venture into Indian Market. Design Promotional Mix Strategy for the concern.

18. (a) Describe the classification of retail formats. What are some of the emerging retail formats in India? Give examples to support your answer.

Or

- (b) Explain the retailer's Strategic profit Model. How is financial leverage a measure of retailer's performance?

C-5045

Sub. Code

**80642/
84742**

B.B.A. DEGREE EXAMINATION, NOVEMBER 2021

Fourth Semester

HUMAN RESOURCE MANAGEMENT

(Common for B.B.A.(S&LM)/B.B.A.(L&S))

(2019 onwards)

Duration: 3 Hours

Maximum : 75 Marks

Part A

(10 × 2 = 20)

Answer **all** questions.

1. What do you mean by Line and staff organisation?
2. What is Matrix organisation?
3. Define Man power planning.
4. What is Selection?
5. What is Performance Appraisal?
6. What is Merit rating?
7. What is Workmen's compensation act ?
8. What is Profit sharing?
9. What do you mean by Trade unionism?
10. What is Unitary Approach?

Part B

(5 × 5 = 25)

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

11. (a) Give a brief note on the functions of Personnel Department.

Or

- (b) Enumerate about scope and objective of Personnel Management.

12. (a) Explain about the process involved in Training.

Or

- (b) Elaborate the steps involved in Recruitment.

13. (a) Give a detailed note on Job evaluation.

Or

- (b) Elucidate the different methods of Performance appraisal.

14. (a) Explain about the basic forms of Incentive system.

Or

- (b) Briefly describe about Social security.

15. (a) Discuss about the types of Trade union.

Or

- (b) Explain in detail about the process of Collective bargaining.

Part C

(3 × 10 = 30)

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

16. (a) What is Personnel Department? Explain the organization structure of Personnel Department.

Or

- (b) Discuss about the types and process of Man power planning.

17. (a) Discuss the different methods involved in Selection process.

Or

- (b) Define Promotion. Explain about its purposes, advantages and disadvantages.

18. (a) Explain about the Theories of Wages.

Or

- (b) State about the different approaches to Industrial relations.

C-5061

Sub. Code

80643

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

Fourth Semester

Logistics and Shipping

FINANCIAL MANAGEMENT

(2019 onwards)

Duration : 3 Hours

Maximum : 75 Marks

Part A

(10 × 2 = 20)

Answer **all** questions.

1. Define financial Management.
2. List the short term sources of funds.
3. What do you mean by cost of debt?
4. Define implicit cost.
5. What is capital structure?
6. What are the different types of Dividend?
7. What is fixed working capital?
8. Define Bank credit.
9. What do you mean by profitability index?
10. What is capital rationing?

Part B

(5 × 5 = 25)

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

11. (a) Discuss the role finance manager.

Or

- (b) Differentiate Bank overdraft and cash credit.

12. (a) Explain the factors determining the cost of capital.

Or

- (b) From the following data, calculate operating, financial and combined leverage.

Earnings before interest and tax	Rs.20,00,000
Profit after tax	Rs.9,60,000
Operating fixed cost	Rs.15,00,000
Tax rate	40%
Preference Dividend	Rs.2,40,000

13. (a) Discuss the factors determine the capital structure.

Or

- (b) Write a note on Walter's approach of Dividend policy.

14. (a) Explain the different sources of working capital.

Or

- (b) Discuss the advantages of having adequate working capital in a firm.

15. (a) Write about the IRR Method of capital budgeting.

Or

- (b) Project X has an initial investment of Rs.5,00,000. Its cash flows for 5 years are Rs.1,50,000, Rs.1,80,000, Rs.1,50,000, Rs.1,32,000 and Rs. 1,20,000. Determine the payback period

Part C

(3 × 10 = 30)

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

16. (a) Alpha Ltd., issued 10% Redeemable preference shares of Rs.100 each, redeemable after 10 years. The floatation costs are 5% of the nominal value. Compute the effective cost to the company if the issue is made at (i) par (ii) a premium of 5% and (iii) a discount of 5%.

Or

- (b) Define operating leverage and financial leverage. How can you measure the degree of operating and financial leverage? Illustrate with an example.

17. (a) Discuss the various types of working capital.

Or

- (b) Assuming no tax given, the interest rate is 10%, K_e is 10%, calculate market value of each firm and overall cost of capital. Using NI and NOI approaches.

Firm	EBIT	K_i	K_e
X	2,00,000	20,000	12%
Y	3,00,000	60,000	16%
Z	5,00,000	2,00,000	15%
W	6,00,000	2,40,000	18%

18. (a) Marine Ltd. is considering the purchase of a new machine. Two alternative machines (A & B) have been suggested. Each having an initial cost of Rs.4,00,000 and requiring Rs.20,000 as additional at the end of the 1st year. Earnings after tax are expected to be as follows:

Cash inflows (in Rs.)		
Year	Machine A	Machine B
1	40,000	1,20,000
2	1,20,000	1,60,000
3	1,60,000	2,00,000
4	2,40,000	1,20,000
5	1,60,000	80,000

The company has a target of return on capital at 10% and on that basis you are required to compute the profitability of the machines and state which alternative you consider financially preferable?

The following table gives the present value of Rs.1 due in 'n' number of years

	1	2	3	4	5
P.V factor @ 10%	0.91	0.83	0.75	0.68	0.62

Or

- (b) Elucidate the classification of cost of capital.

C-5062

Sub. Code

80644

B.B.A. DEGREE EXAMINATION, NOVEMBER 2021

Fourth Semester

Logistics and Shipping

ADVERTISING AND SALES PROMOTION

(2019 onwards)

Duration: 3 Hours

Maximum : 75 Marks

Part A

(10 × 2 = 20)

Answer **all** questions.

1. What do you mean by “Advertising”?
2. State the importance of neon sign advertising.
3. Why exhibition is necessary?
4. Write a short note on advertising campaign.
5. Create any two slogans for an existing FMCG brand.
6. What do you mean by repeat advertising?
7. What do you understand by Sales force size?
8. Why do we set sales territories?
9. Point out the importance of marketing communication.
10. Mention two objectives of after sales service.

Part B

(5 × 5 = 25)

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

11. (a) Bring out the objectives of advertising.

Or

- (b) Explain the different forms of indoor advertising.

12. (a) Describe are the elements of copywriting.

Or

- (b) State the objectives of advertising appeals.

13. (a) Describe the functions of advertising layout.

Or

- (b) State the various printing process in advertising.

14. (a) Indicate the importance of fixing incentives for Sales force managers.

Or

- (b) Narrate are the steps in sales force management.

15. (a) Discuss the various promotional instruments in advertising.

Or

- (b) Bring cut the importance of Salesmanship.

Part C

(3 × 10 = 30)

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

16. (a) Elaborate on the different forms of Media advertising.

Or

- (b) Explain the types of advertising appeals in detail.

17. (a) Explicate the principles in design and layout in advertising.

Or

- (b) Explain the various methods of promotional strategy in advertising.

18. (a) Write a detailed note on sales force management.

Or

- (b) Explain about marketing communication and its relevance of product's performance.

C-5063

Sub. Code

80645

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

Fourth Semester

Logistics and Shipping

IT SKILLS

(2019 onwards)

Duration : 3 Hours

Maximum : 75 Marks

Part A

(10 × 2 = 20)

Answer **all** the questions.

1. Expand ANSI.
2. State the difference between ALT+F4 and CTRL+F4.
3. How to spell check in a word processor application?
4. Is it possible to do sort in a Table in a Word Processor?
If yes, how?
5. Define the term reference in a excel spreadsheet.
6. How to copy and paste only values in a excel spreadsheet?
7. List out some of the power point slide templates.
8. Is it possible to include image/video in power point. How?
9. Define the term database.
10. List out some of the report controls in MS-Access.

Part B

(5 × 5 = 25)

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

11. (a) State the list of menu bars available in windows. Explain in detail.

Or

- (b) State and explain the purpose of the following: print screen and display.

12. (a) Using MS word how to add a header with any name, date and section to the top of each page.

Or

- (b) Write the steps to create a Business Letter with the company name and address, Insert a Picture from ClipArt, Insert the Date and Time, Use one of the pictures for a company logo.

13. (a) Write the use of sorting and filtering options in excel.

Or

- (b) Create a Marks of five Students for four subjects. Find out the highest Marks in each subject, Average of each student and their percentage. Also Represent the Percentage of Marks in a bar chart.

14. (a) On a PPT new slide how to add an organisation chart using the content layout for XYZ Inc. consisting of a CEO (CEO1), is/her assistant (ASSISTANT1), three managers (Manager1 - Creative Director, Manager2 - Sales and Manager3 - IT). Fill the Managers' boxes with yellow, the PA with green, and the CEO with grey. Apply different font styles for the different individuals.

Or

- (b) How to configure header and footer sections in a power point tool? Write the procedures to display the current date and time, page number and the total number of pages in every slide except the title slide.
15. (a) What is the application of MS-Access? How it is different from a excel spreadsheet. What is a query? State the difference between form and a report.

Or

- (b) State the type of relations in a database. Explain with an example.

Part C

(3 × 10 = 30)

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

16. (a) (i) What is Equation Editor in MS Word? Write the steps to create equations.
- (ii) What is an operating system? List some of the operating systems available.

Or

- (b) What is a table? Explain the steps to create a table and discuss about the various features.
17. (a) The Marks of Students obtained in Maths, Physics, Chemistry and Biology subjects have been given
Ravi (32,90,68,91) Ram (48,65,32,45)
Sakshi(98,70,65,72) Barath (32,88,69,53) and
Suresh(85,55,84,40) Find out the highest Marks in each subject, Average of each student and their percentage. Also Represent the Percentage of Marks in a pie chart in a Spreadsheet.

Or

(b) The following data represent the inventory figures for gallon of Fishtanks. Construct a MS Excel and answer the Questions below. 1st January 42 Tanks purchased for Rs.38 each, 12th March 80 tanks were purchased for Rs.36.50, 9th July 125 tanks were purchased for Rs.39.70 each and 2nd September 75 tanks were purchased for Rs.41.75 each. How many fish tanks are available for sale? What is the total cost of the tanks available for sale? What is the value of the 88 tanks by using the average cost method?

18. (a) What is animation in a presentation tool? List and explain some of the animation options available.

Or

(b) Write the steps to create a database in MS-Access. Discuss about the procedures to add, delete and modify a record. Write the procedure to display all the records in a table.

C-5064

Sub. Code

80646

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

Fourth Semester

Logistics and Shipping

SUPPLY CHAIN AND DISTRIBUTION MANAGEMENT

(2019 onwards)

Duration : 3 Hours

Maximum : 75 Marks

Part A

(10 × 2 = 20)

Answer **all** questions.

1. Define value chain.
2. Define competitive strategy.
3. What is meant by distribution channel?
4. List any two issues of supply chain management.
5. Why is supply chain management important?
6. What is transportation management?
7. What is carrier?
8. Define performance management.
9. What is Operating Cost?
10. What is intermodal freight technology?

Part B

(5 × 5 = 25)

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

11. (a) Compare logistics and supply chain management.

Or

- (b) Write short note on outsourcing.

12. (a) Explain various distribution networks.

Or

- (b) Write the difference between consumer products and industrial goods.

13. (a) Write various factors affecting supply chain management.

Or

- (b) What are 'push' & 'pull supply' chain management strategies?

14. (a) Write the roll of Transportation management in connection with supply chains.

Or

- (b) Discuss about various intermodal transportations.

15. (a) Write about conventional costing.

Or

- (b) Write the role of technology in transportation security initiatives.

Part C

(3 × 10 = 30)

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

16. (a) Identify the objectives of supply chain and distribution management.

Or

- (b) Distinguish between logistics in supply chain non-manufacturing areas.

17. (a) Discuss about key issues of supply chain management.

Or

- (b) Write the functions of supply chain transport management system.

18. (a) List various categories of performance management.

Or

- (b) Write the various benefits of transportation software.
-

C-5065

Sub. Code

80651

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

Fifth Semester

Logistics and Shipping

SHIPPING LAW

(2019 onwards)

Duration : 3 Hours

Maximum : 75 Marks

Part A

(10 × 2 = 20)

Answer **all** questions.

1. Define shipping.
2. Define vessel.
3. Define lien.
4. What is maritime lien?
5. Define CLC.
6. Define P and I club.
7. Write any two Characteristics of Ideal warehouses.
8. Define IMO.
9. Define oil pollution.
10. Define bill of lading.

Part B

(5 × 5 = 25)

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

11. (a) What are the difference between owners of ship and mergers of the ship?

Or

- (b) Explain various operations involved in warehousing.

12. (a) What do you mean by ship arrest? Explain.

Or

- (b) Explain briefly the various types of lien.

13. (a) Write the various factors of maritime lien?

Or

- (b) What is the scope of CLC applications?

14. (a) What are the roles of IMO?

Or

- (b) Explain International Maritime Organization.

15. (a) Write the various types of claim.

Or

- (b) What is insurer's liabilities and limitations?

Part C

(3 × 10 = 30)

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

16. (a) Explain in detail about International Transport workers Federation.

Or

- (b) Write a short note on Admiralty Jurisdiction.

17. (a) Explain the ship owner's liability under CLC.

Or

- (b) What are the slaver's limitations and liabilities?

18. (a) Write a short note on Marine Insurance Act, 1906.

Or

- (b) What are the various types of Marine Insurance Losses and Policies?

C-5066

Sub. Code

80652

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

Fifth Semester

Logistics and Shipping

SHIPPING MANAGEMENT

(2019 onwards)

Duration : 3 Hours

Maximum : 75 Marks

Part A

(10 × 2 = 20)

Answer **all** questions.

1. Define shipping Management.
2. What is sole trader?
3. Define port agent?
4. What is meant by maritime fraud?
5. What is sea bone trade?
6. Define FOB contract.
7. What is breach contract?
8. Write a short note on letter of credit.
9. What is FIATA?
10. Define E-commerce.

Part B

(5 × 5 = 25)

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

11. (a) Explain Legal aspects of Shipping Management.

Or

- (b) Write a Brief note on Hamburg rules.

12. (a) Explain The Hague Visby Rules.

Or

- (b) Explain Ship Sale and Purchase.

13. (a) Explain Port State Control.

Or

- (b) Describe Ship Registration.

14. (a) Write a Brief note on Arbitration.

Or

- (b) Explain Types of Tankers.

15. (a) Explain Breach of Contract.

Or

- (b) Explain Liner Bill of Lading.

Part C

(3 × 10 = 30)

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

16. (a) Explain in detail the role of shipping for economic growth.

Or

- (b) Explain the advantages and disadvantages of :
(i) In-house ship management
(ii) Independent ship management

17. (a) Explain the time line of transportation and various means of transportation.

Or

- (b) Identify the most common types of maritime fraud and consider what can be done to deter or prevent this type of criminal activity.

18. (a) Explain in detail the economical geography of Maritime.

Or

- (b) Explain briefly the Institute of Chartered Ship Brokers.

C-5067

Sub. Code

80653

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

Fifth Semester

Logistics and Shipping

WAREHOUSING AND INVENTORY MANAGEMENT

(2019 onwards)

Duration : 3 Hours

Maximum : 75 Marks

Part A

(10 × 2 = 20)

Answer **all** questions.

1. What do you mean by warehousing?
2. Define warehouse management?
3. What is meant by inventory management?
4. Define WIP inventory?
5. Give a short note on IMS.
6. What are the needs to hold inventories?
7. What is ABC Inventory analysis?
8. Write a short note on managing inventory by using ABC.
9. Define material handling system.
10. Write a short note on RFID technology.

Part B

(5 × 5 = 25)

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

11. (a) What are the various types of warehouses?

Or

- (b) What are the different facilities available in warehousing?

12. (a) Write a short note on role in supply chain of inventory management.

Or

- (b) Explain briefly about cost of inventory in detail.

13. (a) What are the necessities of WMS?

Or

- (b) Explain distribution of resource planning in WMS.

14. (a) Explain multi-echelon inventory system?

Or

- (b) What are the various approaches in ABC inventory control?

15. (a) What are the types of material handling system?

Or

- (b) What is an automated store? Explain its benefits.

Part C

(3 × 10 = 30)

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

16. (a) Write a short note on needs and issues of warehousing.

Or

- (b) What are the roles of inventory management and its functions?

17. (a) Differentiate WIP inventory, finished goods, MRO inventories.

Or

- (b) Differentiate independent demand system and dependent demand system in WMS.

18. (a) Write a short note on echelon inventory system.

Or

- (b) What are the performance measures and principles of material handling system?
-

C-5068

Sub. Code

80654

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

Fifth Semester

Logistics and Shipping

MULTIMODAL TRANSPORTATION

(2019 onwards)

Duration : 3 Hours

Maximum : 75 Marks

Part A

(10 × 2 = 20)

Answer **all** questions.

1. Define Transportation.
2. Define Multi-modal Transportation.
3. Define Transport pricing.
4. What is a freight rate?
5. Define IATA.
6. Define ISPS code.
7. Define leasing.
8. What is sale contract?
9. What is fleet size?
10. Define paperless trade.

Part B

(5 × 5 = 25)

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

11. (a) Explain the role of logistics.

Or

- (b) Write the differences between hyper market and super market.

12. (a) Explain briefly modern freight tariffs and pricing.

Or

- (b) Write the differences between hyper market and departmental stores.

13. (a) Write a short note on computer applications in multimodal transportation.

Or

- (b) What are the steps involved in determination of fleet size?

14. (a) What are the differences between Cargo Liability Conventions and Customs Conventions?

Or

- (b) Explain briefly about Just-In Time system.

15. (a) What are the factors affecting Mode and Route choices in MMT?

Or

- (b) Explain briefly in Integrated Supply Chain Inventory Management.

Part C

(3 × 10 = 30)

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

16. (a) Explain briefly on :
- (i) Sea transport vessels and equipments;
 - (ii) Road transport vehicles and equipments.

Or

- (b) Write a short note on operators of multi-modal transport and logistics services.
17. (a) Explain briefly on :
- (i) Sales contract;
 - (ii) Inco-terms in sales contract;
 - (iii) Clauses of bills of landing.

Or

- (b) What are the various techniques in inventory management?
18. (a) Explain in detail on Multi-Modal Transportation Act of India.

Or

- (b) Explain the following :
- (i) Outsourcing Logistics Management;
 - (ii) In-house Logistics Management.

C-5069

Sub. Code

80655

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

Fifth Semester

Logistics and Shipping

STEVEDORING AND PORT OPERATIONS

(2019 onwards)

Duration : 3 Hours

Maximum : 75 Marks

Part A

(10 × 2 = 20)

Answer **all** questions.

1. Define freight forwarding.
2. Define Stuelcken Derricks.
3. Define Concentrates.
4. What is Container?
5. Define IMDG code.
6. Define LCL.
7. Explain Bale capacity.
8. Define FCL.
9. What is Hazard?
10. Write a short note on Dock worker.

Part B

(5 × 5 = 25)

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

11. (a) Explain briefly on the basic concepts of cargo work.

Or

- (b) What are the documents involved in cargo documentation?

12. (a) What are the safety precautions when holding bulk cargoes?

Or

- (b) What are the precautions when carrying concentrates?

13. (a) What are the types of Cargo Pipeline System?

Or

- (b) What are the various types of refrigerated cargoes?

14. (a) What are the powers of inspector?

Or

- (b) Explain briefly on :

- (i) Spar ceiling
- (ii) Loading and ventilation

15. (a) What are the obligations of dock workers?

Or

- (b) Explain briefly the concept of Containerization.

Part C

(3 × 10 = 30)

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

16. (a) Explain briefly :
- (i) Heavy lift Jumbo Derrick
 - (ii) Tanker operation system
 - (iii) Cargo pipeline system

Or

- (b) What are the general physical characteristics of containers?

17. (a) Explain in detail about the genesis of Freight Forwarding.

Or

- (b) What are the various principles in stowing cargoes?

18. (a) Write a short note on Dock Laborers Act, 1934.

Or

- (b) What are the various sectors of container markets?

C-5070

Sub. Code

80656

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

Fifth Semester

Logistics and Shipping

LINER TRADE

(2019 onwards)

Duration : 3 Hours

Maximum : 75 Marks

Part A

(10 × 2 = 20)

Answer **all** questions.

1. Define Liner trade.
2. Define Tramp trade.
3. Define paperless trade.
4. What is ship management?
5. Write the establishment year of UK bill of lading act.
6. What is bill of lading?
7. Define unitization.
8. Define Merchant.
9. What do you mean by ICDS?
10. Define cargo.

Part B

(5 × 5 = 25)

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

11. (a) Explain briefly :

(i) Vessel loading;

(ii) Vessel discharging.

Or

(b) What are the different types of containership?

12. (a) Write a short note on Port and Terminal management.

Or

(b) What are the roles of ship-officers?

13. (a) Explain the basic layout of ship and its importance.

Or

(b) What are the steps involved in determining the demand for the containers?

14. (a) What are the various types of Containers?

Or

(b) What are the documents used in Bill of lading?

15. (a) What are the legal perspectives in bill of lading?

Or

(b) What are the various equipments used in lifting the cargoes?

Part C

(3 × 10 = 30)

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

16. (a) Explain in detail the various method of payments in International Trade.

Or

- (b) Write a short note on “Uses of Bill of Lading in Liner Trade”.

17. (a) Highlight the importance of UK Bill of lading Act, 1855.

Or

- (b) Write a short note on “Shipboard handling equipments”.

18. (a) Explain the International Contract of sales and INCO terms.

Or

- (b) What is a Legal and Insurance implication in the container trade? Explain.
