

**C-7799**

**Sub. Code**

**80711**

**M.B.A. DEGREE EXAMINATION, NOVEMBER 2022**

**First Semester**

**Logistics and Shipping**

**PRINCIPLES AND ORGANISATIONAL  
MANAGEMENT**

**(2019 onwards)**

Duration : 3 Hours

Maximum : 75 Marks

**Part A**

(10 × 2 = 20)

Answer **all** questions.

1. Define Fayol's Principles of Management.
2. Write short notes on Principles of Organisation.
3. What are the criteria of Social Responsibilities?
4. What are the functions of Controller?
5. What are the symptoms among conflicting persons?
6. Mention the Motivation across Cultures.
7. What are the techniques to Controlling?
8. Mention the Approaches adopted by Management.
9. What is the Delegation of Authority?
10. Define Personality.

**Part B**

(5 × 5 = 25)

Answer **all** questions.

11. (a) Explain the Span of Management, its nature and benefits.

Or

- (b) Describe the Steps involved in Selection Procedure.

12. (a) Define and describe the Approaches to Organisational Effectiveness.

Or

- (b) What are the Factors influencing Perception? Describe.

13. (a) Describe the importance of Leadership Theories and Describe those Theories.

Or

- (b) What is Decision Making? Describe its Process and Methods.

14. (a) Describe the Management Information System and its work nature.

Or

- (b) What are the Principles of Organisation? Give a detailed note.

15. (a) What is meant by coping Strategies? Detail its benefits.

Or

- (b) Mention in brief about the process of Recruitment and Selection.

**Part C**

(3 × 10 = 30)

Answer **all** questions.

16. (a) Explain the Nature of Organisational Effectiveness and its Managerial implications.

Or

- (b) What are the Trends in International Business? Discuss.

17. (a) Explain about Planning, merits and demerits, Principles and steps.

Or

- (b) Explain the 10 Commandments of Corporate Social Responsibilities.

18. (a) Explain the Organizational Behaviour and describe its nature, scope and elements.

Or

- (b) Discuss in brief about the Organization structures across Cultures.

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**C-7788**

**Sub. Code**

**84812/80712**

**M.B.A. DEGREE EXAMINATION, NOVEMBER 2022**

**First Semester**

**FUNDAMENTALS OF LOGISTICS**

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

**(2019 onwards)**

Duration : 3 Hours

Maximum : 75 Marks

**Part A**

(10 × 2 = 20)

Answer **all** questions.

1. List any two benefits of logistics.
2. Define logistics outsourcing.
3. What do you mean by supply chain?
4. Define materials Management.
5. How do you define warehouse?
6. What is meant by containerization?
7. Mention any two barriers of logistics.
8. What are the principles of logistics information?
9. Define logistics performance.
10. State any two needs of 3PL.

**Part B**

(5 × 5 = 25)

Answer **all** questions.

11. (a) Elaborate the problems associated with logistics outsourcing.

Or

- (b) Describe the various phases in customer service.

12. (a) Explain the role of inventory management.

Or

- (b) Narrate the objectives of materials management.

13. (a) Discuss the factors to be considered in transportation selection.

Or

- (b) Enumerate the factors influencing the choice of packaging materials.

14. (a) Explain the modes of transportation in global logistics.

Or

- (b) Discuss the functions of logistics information system.

15. (a) Differentiate centralized and decentralized logistics.

Or

- (b) Elaborate the need for integration in logistics.

**Part C**

(3 × 10 = 30)

Answer **all** questions.

16. (a) Narrate the functions of logistics in customer service.

Or

- (b) Discuss the role of logistics in the economy.

17. (a) Describe the types of selective inventory control techniques.

Or

- (b) Enumerate the functions of packaging in logistics.

18. (a) Elaborate the importance of logistics information system.

Or

- (b) Explain the functions of benefits of warehouse.
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**C-7800**

**Sub. Code**

**80713**

**M.B.A. DEGREE EXAMINATION, NOVEMBER 2022**

**First Semester**

**Logistics and Shipping**

**SHIPPING MANAGEMENT**

**(2019 onwards)**

Duration : 3 Hours

Maximum : 75 Marks

**Part A**

(10 × 2 = 20)

Answer **all** questions.

1. Define licensing in export.
2. What is mate receipt?
3. What is the shipping bill?
4. Define time charter.
5. List out the related documents to payment of LC.
6. List out key points of the legal regulated document.
7. What is a customs procedure?
8. Define cargo insurance.
9. What are the modes of transportation in India?
10. What are the types of ships used in India?

**Part B**

(5 × 5 = 25)

Answer **all** questions.

11. (a) With suitable illustrations, explain the process involved in ship registrations.

Or

- (b) Explain the documents related to the transportation of goods by sea.

12. (a) Discuss the purpose of charter party agreements.

Or

- (b) Discuss the importance of the Bill of Lading.

13. (a) Briefly explain the concept of the passing of the title of goods to the importee.

Or

- (b) Discuss the factors considered while selecting cargo transportation for the shipment of goods.

14. (a) Explain in detail the concept of clearing and forwarding agents.

Or

- (b) Explain the different types of shipping bills.

15. (a) Discuss the procedure for customs clearance of import cargo.

Or

- (b) Explain the functions of CFS with suitable illustrations.



**Part C**

(3 × 10 = 30)

Answer **all** questions.

16. (a) Discuss the role of the Trans-chart of the Ministry of Shipping.

Or

- (b) How can the cargo be safeguarded against any damage or loss? Discuss.

17. (a) Enumerate the salient features of shipping bills, mate receipt and bill of lading.

Or

- (b) Examine the factors a shipper must keep in view while selecting a linear vessel.

18. (a) Evaluate the importance of highly trained, motivated, and result-oriented staff in the shipping industry.

Or

- (b) Explain the importance of decisions related to all port-related delays with suitable examples.

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**C-7801**

**Sub. Code**

**80714**

**M.B.A. DEGREE EXAMINATION, NOVEMBER 2022**

**First Semester**

**Logistics and Shipping**

**QUANTITATIVE TECHNIQUES**

**(2019 onwards)**

Duration : 3 Hours

Maximum : 75 Marks

**Part A**

(10 × 2 = 20)

Answer **all** questions.

1. State the merits of arithmetic mean.
2. What is an alternative hypothesis?
3. What is regression analysis?
4. Write the significance of correlation.
5. What is sampling?
6. What is random sampling?
7. What is matrices?
8. Give a note on sensitivity analysis.
9. What is database design?
10. What is binary number system?

**Part B**

(5 × 5 = 25)

Answer **all** questions.

11. (a) Explain the different types of intervals.

Or

- (b) Explain the application of statistics in SCM.

12. (a) What is price index number? Explain its types.

Or

- (b) Write a short note on method of least square index number.

13. (a) Write the principles of electronic computing.

Or

- (b) Describe the types of probability distribution.

14. (a) Write a short note decision tree linear programming.

Or

- (b) Describe the importance of graphical methods in statistics.

15. (a) Explain the core technologies of electronic computing.

Or

- (b) Explain the principles of electronic computing.

**Part C**

(3 × 10 = 30)

Answer **all** questions.

16. (a) Explain the different types of arithmetic mean.

Or

- (b) Explain the different types of correlation analysis.

17. (a) Elaborate the types of sampling method used in research.

Or

- (b) Explain the role of quantitative methods in business decision making.

18. (a) Highlight the principles of DBMS.

Or

- (b) Explain the components of DBMS.

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**C-7802**

**Sub. Code**

**80715**

**M.B.A. DEGREE EXAMINATION, NOVEMBER 2022**

**First Semester**

**Logistics and Shipping**

**ECONOMICS AND ENVIRONMENTAL ANALYSIS**

**(2019 onwards)**

Duration : 3 Hours

Maximum : 75 Marks

**Part A**

(10 × 2 = 20)

Answer **all** questions.

1. What are the stages in industries life cycle?
2. Write short note on population growth.
3. What is GDP?
4. What is Investments?
5. Define Broadband.
6. What are the various drives of Globalization?
7. Write a short note on Sustainability and development.
8. Give the meaning for LOP sided Development.
9. What is Micro economics?
10. Define Poverty.

**Part B**

(5 × 5 = 25)

Answer **all** questions.

11. (a) Discuss the importance of micro and macro economics.

Or

- (b) Explain the phases of economic development.

12. (a) Explain the policy initiative and investments for infra structural development.

Or

- (b) Write a note on universal service obligation fund.

13. (a) What is environment sustainability? Explain in detail.

Or

- (b) Explain the Balance of Payments on trading accounts.

14. (a) Write your opinion on logistics as a career of globalization.

Or

- (b) Discuss the types of integration in global logistics.

15. (a) Discuss the classification of services by logistics service providers.

Or

- (b) Illustrate the economic and social sustainability in logistics.

**Part C**

(3 × 10 = 30)

Answer **all** questions.

16. (a) What are the dimensions of the human development index? Give some of its limitation.

Or

- (b) Discuss the role and importance of electromagnetic spectrum.

17. (a) Analyse the relationship between the environment and the economics.

Or

- (b) State and explain different stages of an environmental impact assessment.

18. (a) What do you mean by Sustainable development? Discuss the various indicators on sustainable development on logistics.

Or

- (b) Explain the Logistics as a Differentiator.

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**C-7803**

**Sub. Code**

**80716**

**M.B.A. DEGREE EXAMINATION, NOVEMBER 2022**

**First Semester**

**Logistics and Shipping**

**BUSINESS COMMUNICATION**

**(2019 onwards)**

Duration : 3 Hours

Maximum : 75 Marks

**Part A**

(10 × 2 = 20)

Answer **all** questions.

1. Define business Communication.
2. What is downward communication?
3. State any two merits of written communication.
4. How do you write with clarity?
5. What do you mean by work plan?
6. How to prepare the business report?
7. Write few steps to develop business report.
8. Mention a few steps to conclude in the business report.
9. Mention few key areas of business communication.
10. What are the barriers to communication? Any two.



**Part B**

(5 × 5 = 25)

Answer **all** questions.

11. (a) Discuss various characteristics of successful communication.

Or

- (b) Discuss Business communication structure in a company with suitable example.

12. (a) Discuss the significance of non-verbal communication.

Or

- (b) How far communication is very important in teams? Explain.

13. (a) Define business Etiquettes. Discuss different types and importance of these etiquettes in present scenario.

Or

- (b) Write the key ingredient in composing a message.

14. (a) Define Report. Discuss its types and steps to make it more effective.

Or

- (b) Write the various steps involved in preparing a work plan.

15. (a) Explain presentation and its various elements with example.

Or

- (b) Write the pros and cons in using visual Aid.

**Part C**

(3 × 10 = 30)

Answer **all** questions.

16. (a) Explain in detail the key aspects to good communication skills.

Or

- (b) How can communication motivate workers to better efforts? Justify with examples.

17. (a) Explore the situations, which are highly suitable to non-verbal communication.

Or

- (b) “Communication is a two-way process” Comment.

18. (a) What are the essentials required for developing and preparing business reports in a good manner.

Or

- (b) What factors should be kept in mind during an effective presenting format of a report.

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**C-7804**

**Sub. Code**

**80721**

**M.B.A. DEGREE EXAMINATION, NOVEMBER 2022**

**Second Semester**

**Logistics and Shipping**

**FINANCIAL MANAGEMENT**

**(2019 onwards)**

Duration : 3 Hours

Maximum : 75 Marks

**Part A**

(10 × 2 = 20)

Answer **all** questions.

1. What do you mean by Information System?
2. What is Internal reporting?
3. Define Ledger.
4. List out the characteristics of Balance Sheet.
5. Give your understanding on "Working capital".
6. What do you mean by "Cash Budgeting"?
7. Define Budget.
8. What is pricing?
9. What are the causes of depreciation?
10. What do you mean by accounting rate of return?

**Part B**

(5 × 5 = 25)

Answer **all** questions.

11. (a) Bring out the functions of Management Accounting.

Or

- (b) Explain any two accounting concepts.

12. (a) Journalise the following Transactions.

1990

June 1	Started business with cash	Rs. 25,000
June 3	Goods purchased for cash	Rs. 7,000
June 5	Deposited into bank	Rs. 5,000
June 9	Goods sold to Rajeev on account	Rs.6,000
June 12	Amount withdrawn from bank	Rs.2,000

Or

(b) Identify the steps in preparing the final accounts.

13. (a) From the following details, find out Current Liabilities.

Current ratio 2:5; Liquid ratio 1.5; Working capital Rs. 90,000.

Or

(b) From the following details, find out Current Assets.

Current ratio 2:5; Liquid ratio 1.5; Working capital Rs.90,000.

14. (a) How to prepare a budget?

Or

(b) Determine the amount of variable cost from the following particulars:

SalesRs. 1,50,000  
Fixed Cost Rs. 30,000  
Profit Rs. 40,000

15. (a) A Machine was purchased for Rs. 30,000 on 1.1.2009. The life of the machine is expected for 5 years, the scarp value after 5 years is Rs.5000. Compute the rate of depreciation under straight line method.

Or

- (b) An asset is purchased for Rs. 25,000. Depreciation is to be provided annually according to the straight line method. The useful life of the asset is 10 years and the residual value is Rs.5000. You are required to find out the rate of depreciation.

**Part C** (3 × 10 = 30)

Answer **all** questions.

16. (a) Detail the role of Accounting in Business.

Or

- (b) From the balances given below, Prepare Trading and Profit and Loss account for the year ending 31-12-98 and Balance Sheet as on that date.

	Rs.
Stock (1-1-98)	15000
Purchases	13000
Sales	30000
Carriage inwards	200
Salaries	5000
Stationary	800
Drawings	1700
Sundry Debtors	18000
Sundry Creditors	2000
Furniture	1000
Capital	25000
Postage	750
Interest paid	550
Machinery	3500
Cash	500
Loan (Cr)	3000

The Stock on 31-12-98 was Rs.12,000.

17. (a) Calculate Operating Profit ratio and Net Profit ratio.

	Rs.		Rs.
Sales	2,00,000	Administration expenses	20,000
Gross profit	70,000	Income from Investments	22,000
Selling Expenses	10,000	Loss due to fire	12,000

Or

- (b) Elaborate the procedure for the preparation of Cash flow statement.
18. (a) From the following information, calculate the net present value of the two projects.

	Project X	Project Y
Initial investment	Rs. 20,000	Rs. 30,000
Estimated life	5 years	5 years
Scrap value	Rs. 1,000	Rs. 2,000

The profits before depreciation and after taxes are as follows:

	Year 1	Year 2	Year 3	Year 4	Year 5
Project X	5,000	10,000	10,000	3,000	2,000
Project Y	20,000	10,000	5,000	3,000	2,000
PV factor @10%	.909	.826	.751	.683	.621

Or

- (b) Describe the role computers in accounting.

**C-7805**

**Sub. Code**

**80722**

**M.B.A. DEGREE EXAMINATION, NOVEMBER 2022**

**Second Semester**

**Logistics and Shipping**

**MARKETING MANAGEMENT**

**(2019 onwards)**

Duration: 3 Hours

Maximum : 75 Marks

**Part A**

(10 × 2 = 20)

Answer **all** questions.

1. Define Core concepts of Marketing.
2. Discuss different Steps in Marketing Process.
3. Define qualities of Marketing manager.
4. What are the bases for segmenting consumer market?
5. Describe its different stages of Development Process.
6. Describe the role and factors of Distribution Channel.
7. What are the major objectives of pricing decisions?  
Explain the price setting methods.
8. Explain 5Ms of advertising Management Process.
9. Describe Positive and Negative aspects of Advertising.
10. What are the Factors that responsible to boom Rural Marketing in India?

**Part B**

(5 × 5 = 25)

Answer **all** questions.

11. (a) Explain New Product Development? Explain the Strategies in marketing.

Or

- (b) Define the Societal Marketing Concepts. Brief with example.

12. (a) Describe the marketing concepts. Explain Marketing Mix and Product Mix Concepts.

Or

- (b) Explain the concepts and phases of Product life cycle.

13. (a) Define Product Branding. What are the branding strategies which used in Brand decision making process?

Or

- (b) Explain the term “Managing the Sales Force”.

14. (a) What are the keys to effective internal marketing? How can a company improve its marketing skills?

Or

- (b) What tools are available to help companies monitor and improve their marketing activities?

15. (a) What factors should a company review before deciding to go abroad?

Or

- (b) How should the company manage and organize its international activities?



**Part C**

(3 × 10 = 30)

Answer **all** questions.

16. (a) How do consumer characteristics influence buying behavior? How do consumers make purchasing decisions?

Or

- (b) How strategic planning is carried out at different levels of the organization? How does marketing affect customer value?
17. (a) What are the components of a modern marketing information system? How can companies accurately measure and forecast demand?

Or

- (b) What are customer value, satisfaction and loyalty, and how can companies deliver them?
18. (a) What buying situations do organizational buyers face? How can companies build strong relationships with business customers?

Or

- (b) What is a brand, and how does branding work? How is brand equity built, measured and managed?

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**C-7806**

**Sub. Code**

**80723**

**M.B.A. DEGREE EXAMINATION, NOVEMBER 2022**

**Second Semester**

**Logistics and Shipping**

**HUMAN RESOURCE MANAGEMENT**

**(2019 onwards)**

Duration: 3 Hours

Maximum : 75 Marks

**Part A**

(10 × 2 = 20)

Answer **all** questions.

1. What is procurement?
2. What is staffing?
3. What is job analysis?
4. What is Recruitment?
5. What do you understand by promotion?
6. Define performance appraisal.
7. What is an in-basket exercise?
8. What is Training?
9. What is stress?
10. What is Grievance?

**Part B**

(5 × 5 = 25)

Answer **all** questions.

11. (a) Explain the managerial functions of human resource management.

Or

- (b) What are the factors affecting international human resource management?

12. (a) Describe the objectives of human resource planning.

Or

- (b) What are the different types of test?

13. (a) Explain the steps involved in career development process.

Or

- (b) Describe the concept of succession planning.

14. (a) What are the types of employee benefits?.

Or

- (b) Explain the techniques of job evaluation.

15. (a) What are the causes of accidents?

Or

- (b) What are the type of employees discipline?

**Part C**

(3 × 10 = 30)

Answer **all** questions.

16. (a) Explain the qualities of HR Manager.

Or

(b) Describe the perspective of IHRM.

17. (a) What are the sources of recruitment?

Or

(b) Explain the various methods involved in performance appraisal.

18. (a) Explain the steps in training programme.

Or

(b) Discuss the procedure of disciplinary action.

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**C-7807**

**Sub. Code**

**80724**

**M.B.A. DEGREE EXAMINATION, NOVEMBER 2022**

**Second Semester**

**Logistics and Shipping**

**CUSTOMS PROCEDURES**

**(2019 onwards)**

Duration: 3 Hours

Maximum : 75 Marks

**Part A**

(10 × 2 = 20)

Answer **all** questions.

1. What is settlement commission under custom Act?
2. What is the quantum of pre-deposit?
3. Define Central Excise.
4. Write a short note on Import.
5. Define Export Promotion scheme.
6. Write a short note on DGDRI.
7. What is special economic zone scheme?
8. What is duty drawback scheme?
9. Write a short note on licensing in Warehouse.
10. Define warehouse bond.

**Part B**

(5 × 5 = 25)

Answer **all** questions.

11. (a) Explain Exportation of Goods.  
Or  
(b) Describe Levy of an exemption from custom duties.
12. (a) Explain Prevention of illegal import of Goods.  
Or  
(b) Discuss Claim of Refund of Duty.
13. (a) Write a brief note about Aircraft in India.  
Or  
(b) Explain Clearance of goods for Exportation.
14. (a) Describe drawback – prohibition.  
Or  
(b) Explain Warehousing in detail.
15. (a) Discuss Tran shipment of certain goods without payment.  
Or  
(b) Explain Regulation of drawback.

**Part C**

(3 × 10 = 30)

Answer **all** questions.

16. (a) Explain Customs Classes, Appointments and Powers.  
Or  
(b) Describe Delivery of export manifest.

17. (a) Explain the powers of central government notify goods.

Or

(b) Explain the detection of illegal imports of goods.

18. (a) Explain the provision relating to clearance of goods for homes consumption.

Or

(b) Explain about the powers to board conveyances.

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**C-7808**

**Sub. Code**

**80725**

**M.B.A. DEGREE EXAMINATION, NOVEMBER 2022**

**Second Semester**

**Logistics and Shipping**

**SHIPPING BUSINESS**

**(2019 onwards)**

Duration: 3 Hours

Maximum : 75 Marks

**Section A**

(10 × 2 = 20)

Answer **all** questions.

1. Define shipping business.
2. What is sole trader?
3. Define port agent.
4. What is meant by maritime fraud?
5. What is sea borne 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.



**Section B**

(5 × 5 = 25)

Answer **all** questions.

11. (a) Explain Legal aspects of Shipping business.  
Or  
(b) Write a Brief note on Hamburg rules.
12. (a) Explain the Hague Visby Rules in detail.  
Or  
(b) Explain Ship Sale and Purchase.
13. (a) Explain Port State Control.  
Or  
(b) Describe Ship Registration in detail with suitable examples.
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.

**Section C**

(3 × 10 = 30)

Answer **all** questions.

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 prevent this type of criminal activity.

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

Or

- (b) A number of busy shipping areas and ports are affected to some extent by ice during the winter season. Define the areas and main ports affected, analyse the problems which climatic condition causes and explain the means by which ship owners and traders attempt to overcome these difficulties.

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**C-7809**

**Sub. Code**

**80726**

**M.B.A. DEGREE EXAMINATION, NOVEMBER 2022**

**Second Semester**

**Logistics and Shipping**

**OPERATIONS MANAGEMENT**

**(2019 onwards)**

Duration : 3 Hours

Maximum : 75 Marks

**Part A**

(10 × 2 = 20)

Answer **all** the questions.

1. Expand OMJIT.
2. What is Financial Analysis?
3. What do you mean by Productivity?
4. State the applications of Method Study.
5. What is Demand Forecasting?
6. Give your understanding on Aggregate Production Planning.
7. State the purpose of Aggregate Planning.
8. How do you define Master Production Scheduling?
9. Define Dispatching.
10. Describe Gantt chart.

**Part B**

(5 × 5 = 25)

Answer **all** the questions.

11. (a) Sketch out the brief history of TQC.

Or

- (b) Narrate the systems approach.

12. (a) What are the behavioural approaches to job design?

Or

- (b) Write down the objectives of Work Study.

13. (a) State and explain the levels of Production Planning.

Or

- (b) Describe the role of PPC in different production systems.

14. (a) What are the techniques for aggregate Planning?

Or

- (b) How to develop Master Production Schedule?

15. (a) What are the uses of Gantt chart?

Or

- (b) Name the steps in Line Balancing Procedure.

**Part C**

(3 × 10 = 30)

Answer **all** the questions.

16. (a) What are the merits and demerits of Automation?

Or

- (b) Elaborate the process of job design.

17. (a) What are Time Series Methods? Elaborate.

Or

(b) Discuss the benefits of Good Scheduling.

18. (a) Sketch out Production flow control.

Or

(b) Enumerate the productivity improvement techniques.

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**C-7810**

**Sub. Code**

**80727**

**M.B.A. DEGREE EXAMINATION, NOVEMBER 2022**

**Second 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. List any two needs of warehousing.
2. What are distribution centres?
3. What are the functions of an inventory?
4. What are the types of inventory?
5. What is Material Management System?
6. What is distribution resource planning?
7. Define a true Multi echelon approach.
8. Define vehicle travel path.
9. What are the advantages of implementing ABC Inventory control?
10. Define the Bullwhip Effect in Multi-Echelon Networks.

**Part B**

(5 × 5 = 25)

Answer **all** questions.

11. (a) Describe various warehousing facilities.

Or

- (b) Discuss the characteristics of ideal warehouses.

12. (a) Write a note on MRO inventories.

Or

- (b) Explain the role Inventory Management in supply chain.

13. (a) Brief on uncertainties on Material Management System.

Or

- (b) Give short note on dependent demand system.

14. (a) State the importance of ABC Control in inventory management.

Or

- (b) Write a note on managing inventory in multi echelon networks.

15. (a) What is RFID technology? State its applications.

Or

- (b) Explain the fundamentals of various types of material handling systems.

**Part C**

(3 × 10 = 30)

Answer **all** questions.

16. (a) Inventory is a necessary evil comment.

Or

- (b) Explain the cost of inventories and need to hold inventory.

17. (a) Narrate an essay on multi echelon inventory system.

Or

- (b) Explain in detail on managing inventory in single echelon networks.

18. (a) Explain the need and issues affecting warehousing.

Or

- (b) Write in detail about the automated Storage and retrieval systems.

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**C-7811**

**Sub. Code**

**80731**

**M.B.A. DEGREE EXAMINATION, NOVEMBER 2022**

**Third 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 is Merchandise Trade?
2. Define Global Sourcing.
3. Define Trade Policy.
4. Write about SAPTA.
5. What is FEMA?
6. What is BOP?
7. What are the types of Foreign Investment?
8. Define EOU's.
9. What is Dispersion of Foreign Investment?
10. What is Globalization?

**Part B**

(5 × 5 = 25)

Answer **all** questions.

11. (a) What are the kinds of collaboration and Joint Ventures?

Or

- (b) What are the different arbitration bodies for settlement of Disputes?

12. (a) Write short notes on SAARC, SAPTA, and Indo Lanka Free Trade Agreement.

Or

- (b) Explain Foreign Exchange Market meaning and its nature.

13. (a) Write about Balance of payments Theories.

Or

- (b) Enumerate the Pre-Bretton Woods period.

14. (a) What are the types Foreign Investment?

Or

- (b) Explain Merger and Acquisition.

15. (a) What is currency Risk? How to manage the currency risk?

Or

- (b) Define the Foreign Trade and discuss its objectives in detail.

**Part C**

(3 × 10 = 30)

Answer **all** questions.

16. (a) Discuss the scope and problems in International Business.

Or

- (b) Briefly explain the theories of international trade.

17. (a) Discuss about the free trade and protection and enumerate its merits and demerits.

Or

- (b) Explain the concepts of Terms of trade.

18. (a) Explain implication and impacts of Globalization.

Or

- (b) Analyse the major import and export problems in India.
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**C-7812**

**Sub. Code**

**80732**

**M.B.A. DEGREE EXAMINATION, NOVEMBER 2022**

**Third Semester**

**Logistics and Shipping**

**LINEAR TRADE OPERATION**

**(2019 onwards)**

Duration : 3 Hours

Maximum : 75 Marks

**Part A**

(10 × 2 = 20)

Answer **all** questions.

1. Define Linear Trade.
2. What are the types of Ship?
3. What is a port terminal?
4. What is the role of the Ships agent?
5. Define the bill of Lading UK Act 1855.
6. What are the legal aspects of the bill of lading?
7. Define Containerization.
8. Differentiate intermodal transportation and multimodal transportation.
9. Define INCO terms.
10. What is meant by cargo claims general average?

**Part B**

(5 × 5 = 25)

Answer **all** questions.

11. (a) Describe the concept of Vessel loading and discharging.

Or

- (b) Explain different types of Shipboard Handling Equipment.

12. (a) What do you mean by cargo storage and mention its importance?

Or

- (b) Explain in detail about the importance of management and policy maker for cargoes.

13. (a) Describe the bill of Carriage of Goods by Sea Act, UK 1992.

Or

- (b) Discuss the importance of the Evidence of the contract in Bill of Lading.

14. (a) With suitable illustrations, explain intermodal freight transportation.

Or

- (b) With suitable illustration explain the level of containerization in India.

15. (a) With suitable illustrations, explain the importance of the exchange of goods transfer between the countries.

Or

- (b) Describe the importance of ISPS code.

**Part C**

(3 × 10 = 30)

Answer **all** questions.

16. (a) Describe in detail about the concept of Ro-Ro Access equipment with suitable illustrations.

Or

- (b) Explain in detail about the cargo handling and its handling equipment with suitable illustrations.

17. (a) What are the functions, operations and benefits of FCLs, LCLs, ICDs and CFSs?

Or

- (b) Describe in detail about the concept of unitization? How does it differ from the concept of packaging?

18. (a) Describe in detail about the bill of Lading UK Act 1855 and its importance.

Or

- (b) With suitable illustrations, explain in detail about the legal and insurance implications in the container trade?

**C-7813**

**Sub. Code**

**80733**

**M.B.A. DEGREE EXAMINATION, NOVEMBER 2022**

**Third Semester**

**Logistics and Shipping**

**PORT MANAGEMENT**

**(2019 onwards)**

Duration: 3 Hours

Maximum : 75 Marks

**Part A**

(10 × 2 = 20)

Answer **all** questions.

1. Define bulk carrier.
2. List the port name in India.
3. How do you get safety certificates?
4. What is charter parties?
5. Define demurrage.
6. What is crew repatriation?
7. Define mate's receipt.
8. Mention the importance of cargo documentation.
9. List port agents and law.
10. What are the precautions taken by prudent port agent?

**Part B**

(5 × 5 = 25)

Answer **all** questions.

11. (a) Discuss in detail how to handle chemical and parcel tankers.

Or

- (b) Explain classification flags of convenience.

12. (a) Discuss the function of surveys and inspections charter parties.

Or

- (b) With suitable illustrations, explain the role of port agent's role in charter party negotiations and implementations.

13. (a) With suitable illustration, explain the importance of time and notice of readiness while dealing ship operations.

Or

- (b) With suitable illustration, describe how the statement of facts and timesheets are used in ship management.

14. (a) The external and internal factors affect the trade business in port management. Justify the statement.

Or

- (b) Explain bill of lading and its functions with suitable examples.

15. (a) Explain the importance of practical duties of port agents with suitable illustrations.

Or

- (b) Discuss final disbursement invoice with suitable examples.



**Part C**

(3 × 10 = 30)

Answer **all** questions.

16. (a) With suitable illustrations, explain the concept of specialized dry cargo ships registration.

Or

- (b) Identify and explain the demand factors that influence a lay-up decision and comment on the cost incurred when a vessel is laid up.
17. (a) Using a vessel and dry cargo of your choice draft a time charter offer for the port management.

Or

- (b) Discuss in detail about the various stages of chartering negotiation.
18. (a) The cargo documentation is an essential function in port management. Justify the statement.

Or

- (b) With suitable illustrations, explain the role of port agent in discharging freight in port management.

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**C-7814**

**Sub. Code**

**80734**

**M.B.A. DEGREE EXAMINATION, NOVEMBER 2022**

**Third Semester**

**Logistics and Shipping**

**TRANSPORTATION AND DISTRIBUTION  
MANAGEMENT**

**(2019 onwards)**

Duration : 3 Hours

Maximum : 75 Marks

**Part A**

(10 × 2 = 20)

Answer **all** questions.

1. Define transportation management.
2. What are the advantages of distribution models?
3. What is delivery lead time?
4. Mention the types of planning in distribution network.
5. Differentiate multimodal and intermodal transportation.
6. What are the cost components in transportation'?
7. What is e-commerce?
8. List the application of information technology in transportation.
9. Define GIS.
10. What is advanced fleet management systems?

**Part B**

(5 × 5 = 25)

Answer **all** questions.

11. (a) What is warehouse? Explain its types and functions.

Or

- (b) Discuss the importance and functions of pre-requisites of distribution network in supply chain.

12. (a) With suitable illustration, explain the various factors influencing in distribution network planning.

Or

- (b) Explain the contribution of various agencies in transportation.

13. (a) With suitable illustration, explain the different modes of transportation.

Or

- (b) Multimodal transportation is the efficient modes of transportation. Justify the statement.

14. (a) With suitable illustration, how the decisions will be taken in transportation routing.

Or

- (b) Explain intelligent transport management systems with suitable illustrations.

15. (a) Discuss the concept of intermodal freight technology.

Or

- (b) Discuss role of technology in various inspection systems used in transportation management.

**Part C**

(3 × 10 = 30)

Answer **all** questions.

16. (a) How has internet changed the distribution channels? Explain in detail in what way it has changed?

Or

- (b) What is meant by Intermodal transportation? Why and where they are used?
17. (a) With suitable illustration, discuss in detail about the recent issues and challenges faced in transportation industry in India.

Or

- (b) Material management is an integral component of logistics management. Justify the statement.
18. (a) Explain the usage of performance metrics used in transportation management.

Or

- (b) What is meant by ITMS? Describe its basic components. What are the benefits of ITMS?

**C-7815**

**Sub. Code**

**80735**

**M.B.A. DEGREE EXAMINATION, NOVEMBER 2022**

**Third Semester**

**Logistics and Shipping**

**BUSINESS RESEARCH METHODS**

**(2019 onwards)**

Duration : 3 Hours

Maximum : 75 Marks

**Part A**

(10 × 2 = 20)

Answer **all** questions.

1. Define Business Research.
2. What are the advantages of using Simulation as a method of Research?
3. What are the features of cause and effect method of research?
4. When to use the parametric statistical test?
5. What are the various types of reliability tests?
6. How to avoid sampling errors?
7. What is Multi Stage Sampling?
8. What are the assumptions used in Chi-Square test?
9. Define Correlation Analysis.
10. List the major methods of doing Primary Research.

**Part B**

(5 × 5 = 25)

Answer **all** questions.

11. (a) Explain the research Process in detail.

Or

(b) What is the purpose and importance of literature Survey in Research?

12. (a) Explain the major Components for Research design.

Or

(b) What is qualitative research and how it is conducted?

13. (a) Write a note on Scaling Techniques.

Or

(b) Write the importance of questionnaire construction.

14. (a) What are the advantages of sampling?

Or

(b) Explain in detail the Stratified random sampling.

15. (a) Explain the process of report preparation.

Or

(b) Explain the following:

(i) Pie chart

(ii) Line chart

(iii) Bar chart.

**Part C**

(3 × 10 = 30)

Answer **all** questions.

16. (a) Prepare a research proposal to assess the market potential for a new model 3D television to be introduced in the market.

Or

- (b) Explain the group problem solving techniques for idea generation.
17. (a) Explain the non Probability sampling techniques, highlighting the Situation where it can be followed.

Or

- (b) Explain the following data collection methods highlighting characteristics features, merits and draw backs.
- (i) Focus group.
- (ii) Interviewing techniques.
18. (a) Discuss the Structure of research report.

Or

- (b) Explain in detail the format of a research report.
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**C-6661**

**Sub. Code**

**80741**

**M.B.A. DEGREE EXAMINATION, APRIL 2022**

**Fourth Semester**

**Logistics and Shipping**

**MULTIMODAL TRANSPORTATION MANAGEMENT**

**(2019 onwards)**

Duration : 3 Hours

Maximum : 75 Marks

**Part A**

(10 × 2 = 20)

Answer **all** questions.

1. Define Unitisation.
2. Define LCL.
3. What is In-house logistics management?
4. Mention some tariffs and freight rates in India.
5. What are the types of an inventory?
6. Mention fleet size standardization procedures.
7. What are sale contracts?
8. Define customs conventions.
9. What is meant by the term 'ISPS' code?
10. Differentiate multi-modal and inter-modal transportation.



**Part B**

(5 × 5 = 25)

Answer **all** questions.

11. (a) What is meant by in-house logistics management? How it is useful in multimodal transportation network.

Or

- (b) With suitable illustrations, explain in detail about operators of multi-modal transport and logistics.
12. (a) With suitable illustration, how integrated supply chain and inventory management are used in multi-modal transportation network.

Or

- (b) Describe the importance of computer applications in multimodal transportation.
13. (a) Describe the functions of JIT in integrating supply chain inventory management.

Or

- (b) With suitable illustrations, how to achieve the demand for containers while dealing with multi-modal transportation?
14. (a) With suitable illustrations, describe the usage of Incoterms.

Or

- (b) Describe the importance of bill of lading clauses in multi-modal transportation.
15. (a) List and explain in detail about the customs duties and free trade areas.

Or

- (b) Describe the anti-terrorist and illegal immigrant legislation compliance of ISPS code.

**Part C**

(3 × 10 = 30)

Answer **all** questions.

16. (a) What is meant by dry ports? Mention how it is useful in multimodal transportation network.

Or

- (b) Describe the functions of different operators of multi-modal transport and logistics services.

17. (a) Describe the importance of corporate structures in multi-modal transportation.

Or

- (b) Describe the importance of containerisation in multi-modal transportation management.

18. (a) Describe the statutory regulations and restrictions in movement of goods in India.

Or

- (b) How the liability and insurance documents are helpful in movement of goods in multi-modal transportations?

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**C-6662**

**Sub. Code**

**80742**

**M.B.A. DEGREE EXAMINATION, APRIL 2022**

**Fourth 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. What are the basic concepts of cargo work?
2. What is stuelcken derricks?
3. Define angle of repose.
4. How to avoid accidents when holding hazards materials?
5. What are the types of segregation?
6. List few physical characteristics of containers.
7. List few common cargoes hazards materials.
8. What do you understand by cargoes dock labourers act, 1934?
9. Define LCL.
10. Define freight forwarding.

**Part B**

(5 × 5 = 25)

Answer **all** questions.

11. (a) Discuss cargo documents used in port operations.

Or

- (b) Explain the precautionary measures in the process of loading / unloading cargo related works.

12. (a) With suitable illustrations, explain the usage of IMDG code.

Or

- (b) Explain general and safety precautions while handling bulk cargoes with suitable examples.

13. (a) What is unitization? How it is importance in port operations.

Or

- (b) What is refrigerated cargo? Why refrigerated cargoes are important in port operations?

14. (a) What is meant by principle of stowing cargo? How it is useful in port operations?

Or

- (b) Discuss the roles and powers of inspectors while dealing cargoes in port.

15. (a) What is containerization? How containerization is helpful in carrying cargoes in port operations?

Or

- (b) Explain the different procedures for pre stuffing and de stuffing formalities.

**Part C**

(3 × 10 = 30)

Answer **all** questions.

16. (a) Discuss the importance of regulating goods transportation by sea with the COVID-19 precautionary measures.

Or

- (b) With suitable illustrations, explain the importance of safe practices for solid bulk Cargoes.
17. (a) Explain in detail about the importance of RO-RO ships with suitable illustrations.

Or

- (b) Explain in detail about the usage and importance of containerization.
18. (a) Explain the challenges faced by stevedoring in containerization process.

Or

- (b) Explain some common cargoes hazards and their precautionary measures.

**C-6663**

**Sub. Code**

**80743**

**M.B.A. DEGREE EXAMINATION, APRIL 2022**

**Fourth Semester**

**Logistics and Shipping**

**SHIPPING LAW**

**(2019 onwards)**

Duration : 3 Hours

Maximum : 75 Marks

**Part A**

(10 × 2 = 20)

Answer **all** questions.

1. What do you mean by registration of vessels?
2. What is Rem procedure?
3. Define collision.
4. What is a maritime lien?
5. Mention a few limitation of liability.
6. Name few types of claims.( any two)
7. What is dispute resolution?
8. What are llyods standard forms?
9. Define Charter.
10. Define bills of Lading.

**Part B**

(5 × 5 = 25)

Answer **all** questions.

11. (a) Explain the remedies available for admiralty jurisdiction.

Or

- (b) How would you describe the aims and objects of International transport workers federation?

12. (a) Write the importance of enforcement of a lien.

Or

- (b) Write the limitation of the liability.

13. (a) Write the general limits of oil pollution.

Or

- (b) Write a note on CLC.

14. (a) How would you solve the dispute between two parties?

Or

- (b) Write a note on dispute resolution.

15. (a) Write the importance of bare boat charter.

Or

- (b) Briefly explain the liability and limits compulsory insurance.

**Part C**

(3 × 10 = 30)

Answer **all** questions.

16. (a) Discuss the role and usefulness of Admiralty Jurisdiction.

Or

- (b) Explain the role of general possessory liens.

17. (a) Write the role of ship owner's liability under CLC.

Or

- (b) Write a note on insurer's limitation and liability.

18. (a) Discuss the charter parties and bills of lading.

Or

- (b) What do you mean by notice of readiness and discuss its importance in detail?

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**C-6664**

**Sub. Code**

**80744**

**M.B.A. DEGREE EXAMINATION, APRIL 2022**

**Fourth Semester**

**Logistics and Shipping**

**MARINE INSURANCE AND RISK MANAGEMENT**

**(2019 onwards)**

Duration : 3 Hours

Maximum : 75 Marks

**Part A**

(10 × 2 = 20)

Answer **all** questions.

1. Mention the functions of credit system in marine insurance-.
2. Write a note on protection and indemnity club.
3. What do you mean by inherent vice loss.
4. Mention some of the statutory exclusions in marine insurance.
5. How is the contributory value calculated?
6. What is average disbursement?
7. Define general average.
8. What is transit clause?
9. State the risk covered by Institute Cargo Clause (B).
10. Define Cargo.

**Part B**

(5 × 5 = 25)

Answer **all** questions.

11. (a) Explain the role of salvage association in marine insurance.

Or

- (b) Explain the essential characteristics of contract of sale.

12. (a) Distinguish between time and voyage insurance.

Or

- (b) Enumerate the various forms of marine insurance policy.

13. (a) What do you mean by subrogation? Discuss the purpose of letter of subrogation.

Or

- (b) Explain the measure of indemnity in the case of sue and labour charges and salvage charges.

14. (a) Discuss the rules of practice of average disbursements.

Or

- (b) Write a note on (i) Open cover (ii) Certificate of insurance

15. (a) Explain the risk covered under institute cargo clause (B) and (C) and state the general exclusions as applicable to ICC (B) and (C).

Or

- (b) Define the following (i) General average clause (ii) Time clauses.

**Part C**

(3 × 10 = 30)

Answer **all** questions.

16. (a) What is insurable interest? Explain the features of cargo interests and hull interests in detail.

Or

- (b) Explain the important principles involved in marine insurance.
17. (a) Describe the measure of indemnity for the partial loss of ship, cargo and freight.

Or

- (b) Explain the features of floating policy and open cover.
18. (a) Describe the principle involved in the change of voyage clause and transit clause.

Or

- (b) Explain the essential principal Insuring Conditions involved in Cargo clauses.
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**C-6665**

**Sub. Code**

**80745**

**M.B.A. DEGREE EXAMINATION, APRIL 2022**

**Fourth Semester**

**Logistics and Shipping**

**LEGAL ASPECTS IN SHIPPING BUSINESS**

**(2019 onwards)**

Duration : 3 Hours

Maximum : 75 Marks

**Part A**

(10 × 2 = 20)

Answer **all** questions.

1. List out the basic principles of English laws.
2. Define promissory extoppel.
3. What is meant by duty of care?
4. Define shipbrokers.
5. Mention some Laws related to carriage of goods by sea.
6. Define non vessel operating carriers.
7. Define freight.
8. What is meant by bill of lading?
9. What is Hamburg rule?
10. What is meant by carriage of goods by sea acts?

**Part B**

(5 × 5 = 25)

Answer **all** questions.

11. (a) Discuss the formation of contract with suitable examples.

Or

- (b) Explain the concept of privity of contract.

12. (a) Explain in detail about the basic principles of tort.

Or

- (b) Explain the main principles of law relating to agency.

13. (a) Discuss the importance and usage of private and common carriers.

Or

- (b) What is charterparties? Mention its application in shipping business.

14. (a) What is bill of lading? How bill of lading is useful in shipping business?

Or

- (b) What is Mate's receipt? Mention its importance and usage.

15. (a) What is Hague Rule? How it is important in carriage of goods by sea?

Or

- (b) With suitable illustrations, explain the concept of assignment of contract of carriage by Sea.

**Part C**

(3 × 10 = 30)

Answer **all** questions.

16. (a) Explain the remedies for breach of contract with suitable examples.

Or

- (b) Explain the importance and role of shipbrokers and their commissions with suitable illustrations.

17. (a) Explain maritime conventions act 1911 with suitable illustrations.

Or

- (b) Identify the demand factors that influence a lay-up decision and comment on the cost incurred when a vessel is laid up.

18. (a) What is Hamburg rule? How it is important in carriage of goods by sea with suitable illustrations?

Or

- (b) Explain in detail about port and berth charterparties with suitable illustrations.

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