

C-7787

Sub. Code

84811

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

First Semester

Shipping and Logistics Management

INTERNATIONAL BUSINESS MANAGEMENT

(2019 onwards)

Duration : 3 Hours

Maximum : 75 Marks

Part A

(10 × 2 = 20)

Answer **all** questions.

1. Define Counter Trade.
2. List out the benefits of International Business.
3. What is meant by 'Regional Trade block'?
4. Define Balance of Payment.
5. What is the European Units' of money?
6. Define purchasing power parity.
7. List out the functions of GATT.
8. What are the features of TRIP?
9. Define the term 'globalization'.
10. What is merger?

Part B

(5 × 5 = 25)

Answer **all** questions.

11. (a) Write a short note on mercantilism theory of international theory.

Or

- (b) Explain the various phases in product life cycles.

12. (a) Discuss various non-trade barriers in detail.

Or

- (b) Differentiate bilateral and multilateral contracts with example.

13. (a) What is SDR and how it works?

Or

- (b) Write a short note on World Bank and its functions.

14. (a) Explain an account on the round discussion of GATT trade negotiations.

Or

- (b) Explain the role of WTO in multilateral trade negotiation.

15. (a) Explain the important factors causing globalization of business.

Or

- (b) Describe the various performance measurement indicators of a Multinational Corporation.

Part C

(3 × 10 = 30)

Answer **all** questions.

16. (a) Compare and contrast absolute cost theory and comparative cost theory.

Or

- (b) Explain the key elements of Bretton Wood's system.

17. (a) What is Euro currency? Explain the scope and importance of Euro currency market.

Or

- (b) Discuss the nature and functions of foreign exchange market? How are exchange rate determined?

18. (a) Explain the types and significance of foreign investment.

Or

- (b) Discuss in detail about the composition and direction of India's foreign trade.

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-7789

Sub. Code

84813

M.B.A. DEGREE EXAMINATION, NOVEMBER 2022

First Semester

Shipping and Logistics Management

INTRODUCTION TO SHIPPING

(2019 onwards)

Duration : 3 Hours

Maximum : 75 Marks

Part A

(10 × 2 = 20)

Answer **all** questions.

1. What is sea transport?
2. Define cargo gears.
3. What is cash flow?
4. Define Maritime Geography.
5. What is liner lading bill?
6. Give brief note on product tankers.
7. What is bill of lading?
8. Write a brief note on Law of Carriage.
9. What is dry cargo in shipping?
10. What is Cargo chartering?

Part B

(5 × 5 = 25)

Answer **all** questions.

11. (a) Explain the advantages of oceanic transport.

Or

- (b) What is the main purpose for sea freight? Explain.

12. (a) Explain about the reason for sea transport.

Or

- (b) State the major advantages for water transport.

13. (a) Explain the characteristics of shipping market cycles.

Or

- (b) Explain the purpose of ship tonnage.

14. (a) What are the two main factors for determining freight rate? Explain.

Or

- (b) Discuss the four important elements for negotiations.

15. (a) Explain the important documents concerned with cargo in liner shipping.

Or

- (b) Discuss the different types of load line.

Part C

(3 × 10 = 30)

Answer **all** questions.

16. (a) Explain the main legal provisions implemented in India as for as carriage of goods by air is concerned.

Or

- (b) What are the three major types of charts? Explain.

17. (a) Explain the two different types of charter party.

Or

- (b) Brief history of shipping industry.

18. (a) Explain the maximum liability under Hamburg rules for damage to goods.

Or

- (b) Explain the purpose of Hague – Visby Rules.

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Sub. Code

84814

M.B.A. DEGREE EXAMINATION, NOVEMBER 2022

First Semester

Shipping and Logistics Management

CUSTOMS PROCEDURES

(2019 onwards)

Duration: 3 Hours

Maximum : 75 Marks

Part A

(10 × 2 = 20)

Answer **all** questions.

1. What is exchange rate risk?
2. What is international marketing?
3. What is letter of credit?
4. What is joint venture abroad?
5. What is customs duty?
6. Give a brief note on cancellation of warehousing bond.
7. What are the chapters not applied to baggage and postal articles?
8. Write a note on notiable goods.
9. List out the reasons for cancelling the warehousing bond.
10. What do you mean by Liability of duty on transited goods?

Part B

(5 × 5 = 25)

Answer **all** questions.

11. (a) Examine the various stages in international marketing process.

Or

- (b) What is meant by 'Good' under central exercise? Explain.

12. (a) What do you meant by warehousing under customs? Explain.

Or

- (b) Discuss the term excisable Goods.

13. (a) What are the steps involved in the establishment of an export firm? Explain.

Or

- (b) Explain the difference between duty exemption scheme and the duty remission schemes.

14. (a) Explain the term 'Foreign going vassals' or aircraft.

Or

- (b) Write down the registration procedure under central excise who are exempted from registration explain.

15. (a) What is mean by import and export? Discuss in detail export procedure under customs Act.

Or

- (b) What are the powers and duties of customs officer in India? Explain.

Part C

(3 × 10 = 30)

Answer **all** questions.

16. (a) Discuss about the provisions relating to illegal import and export.

Or

- (b) Explain the procedure of customer clearance of imports goods.

17. (a) How do you treat goods in transit in accounting? Discuss.

Or

- (b) Explain inclusions from 'Transits Value' under central exercise.

18. (a) Discuss the need and importance of market research for export business.

Or

- (b) Elucidate Transit and Transshipment of Goods without payment.

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Sub. Code

84815

M.B.A. DEGREE EXAMINATION, NOVEMBER 2022

First Semester

Shipping and Logistics Management

PRINCIPLES OF MANAGEMENT

(2019 onwards)

Duration: 3 Hours

Maximum : 75 Marks

Part A

(10 × 2 = 20)

Answer **all** questions.

1. Define Management.
2. What is line authority?
3. What is partnership?
4. Define corporate planning.
5. What is decentralization?
6. Write the characteristics of Management.
7. What is MBO?
8. What is Centralization?
9. Write the importance of planning.
10. What is Planning?

Part B

(5 × 5 = 25)

Answer **all** questions.

11. (a) Explain the management by objectives.

Or

- (b) Explain the merits and demerits of performance appraisal.

12. (a) Discuss the different between administration and management.

Or

- (b) Explain the assumption of relevance of Theory Y.

13. (a) Discuss the systems approach management.

Or

- (b) Compare the various attitude involved in MNC's.

14. (a) Explain the basis of the departmentalization.

Or

- (b) Explain the organisation chart.

15. (a) Explain any four non-budgetary control techniques with suitable examples.

Or

- (b) Define strategic planning. What are the steps involved in strategic planning?

Part C

(3 × 10 = 30)

Answer **all** questions.

16. (a) Discuss in brief the essential elements which are taken together constitute the process of management.

Or

- (b) Critically examine the relevance of bureaucracy model in modern organizations.
17. (a) Explain why management by wandering around considered as effective communication.

Or

- (b) Define forecasting. Explain the various forecasting techniques used for decision making process.
18. (a) Describe the relative importance of each type of skills to lower, middle and upper level management.

Or

- (b) Explain the principles of Planning with illustrations.
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84816

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

First Semester

Shipping and Logistics Management

FINANCIAL MANAGEMENT

(2019 onwards)

Duration : 3 Hours

Maximum : 75 Marks

Part A

(10 × 2 = 20)

Answer **all** questions.

1. What is Financial Management?
2. What is meant by Wealth maximization?
3. How do you calculate the net profit?
4. What is a Public deposit?
5. What is Absolute Liquid Ratio?
6. What is Current Ratio?
7. What is meant by Working capital?
8. List out the Cash Payments.
9. What is EBIT?
10. Write a short note on Long term Budget.

Part B

(5 × 5 = 25)

Answer **all** questions.

11. (a) Briefly explain the responsibility of Financial Management.

Or

- (b) Distinguish between Profit Maximization and Wealth Maximization.

12. (a) How are accounts classified? What is the basis of such classification?

Or

- (b) Distinguish between Journal and Ledger.

13. (a) Calculate Gross profit ratio from the following information
Total sales = 5,20,000,
sales return = 20,000, cost of goods sold = 4,00,000.

Or

- (b) What is Return on investment? How is it calculated?

14. (a) Describe the classification of Cash Inflows and Cash Outflows

Liabilities	2019 (Rs.)	2020 (Rs.)	Assets	2019 (Rs.)	2020 (Rs.)
Share capital	1,00,000	1,50,000	Fixed assets	1,00,000	1,50,000
Profit & loss a/c	50,000	80,000	Good will	50,000	40,000
General reserve	30,000	40,000	Inventories	50,000	80,000
16% Bonds	50,000	60,000	Debtors	50,000	80,000
Sundry creditors	30,000	40,000	Bills Receivable	10,000	20,000
Expenses O/S	10,000	15,000	Bank	10,000	15,000
	<u>2,70,000</u>	<u>3,85,000</u>		<u>2,70,000</u>	<u>3,85,000</u>

Or

- (b) Briefly explain the Advantages of Cash Flow Statement.

15. (a) What are the different methods of floatation of issues in the primary market?

Or

- (b) State the advantages and disadvantages of equity shares.

Part C (3 × 10 = 30)

Answer **all** questions.

16. (a) Briefly explain the Concept of Financial Accounting.

Or

- (b) The following balances are drawn from the books of M/s. Alagu & co as on 31 Dec, 2019

Particulars	Amount (Rs.)	Particulars	Amount (Rs.)
Land	1,00,000	Sales	3,00,000
Buildings	2,00,000	Purchases	1,75,000
Sales returns	10,000	Stock (1.1.97)	25,000
Purchase returns	5,000	Debtors	50,000
Bank overdraft	15,000	Cash in hand	5,000
Creditors	20,000	Salaries	10,000
Wages	12,000	Goodwill	15,000
General expenses	5,000	Selling expenses	12,000
Bad debts.	1,000	Insurance	1,000
Capital	2,81,000		

Adjustments:

- (i) Closing stock is Rs. 30,000
- (ii) Provide for depreciation on buildings @ 10%
- (iii) Write off further bad debts Rs. 1,000
- (iv) Salaries yet to be paid Rs. 3,000

You are required to prepare a Trading and profit & Loss account and Balance sheet of M/s. Alagu & co.

17. (a) Describe with illustration:
 (i) Gross Profit Ratio, (ii) Net Profit Ratio.(iii) Working Capital Ratio, and (iv) Current Ratio.

Or

- (b) Discuss the different Tools of Financial Analysis.
18. (a) From the following balances of Mr. Agarwal, you are required to prepare trading and profit and loss account for the year ended 31st Dec, 2020 and a balance sheet as on that date after making necessary adjustments.

Particulars	Amount (Rs.)	Particulars	Amount (Rs.)
Purchases	1,20,500	Capital	52,000
Stock on 1 .1 .2019	21,500	Sales	1,86,000
Salaries	14,000	Sundry creditors	10,900
Rent and Rates	3,000		
Insurance	800		
General expenses	3,100		
Wages	25,000		
Machinery	31,000		
Sundry debtors	20,000		
Cash at bank	3,000		
Drawings	7,000		
	<u>2,48,900</u>		<u>2,48,900</u>

Adjustments:

- (i) Salaries for the month December still unpaid Rs. 1,600
 (ii) Insurance prepaid to them extent of Rs. 250
 (iii) Depreciation on machinery by 10%
 (iv) Closing stock was valued at Rs. 26,000

Or

- (b) Illustrate the India's current trends in computer accountancy. Briefly explain the computer system.

C-6628

Sub. Code

84821

M.B.A. DEGREE EXAMINATION, APRIL 2022

Second Semester

Shipping and Logistics Management

WAREHOUSING AND INVENTORY MANAGEMENT

(2019 onwards)

Duration : 3 Hours

Maximum : 75 Marks

Part A

(10 × 2 = 20)

Answer **all** questions.

1. Define ideal warehouses.
2. List out the operations in warehousing.
3. What is WIP inventory?
4. What are the types of inventory?
5. What is WMS?
6. What do you mean by distribution resource planning?
7. What is echelon inventory system?
8. Define inventory control.
9. Define vehicle utilisation.
10. What is automated storage?

Part B

(5 × 5 = 25)

Answer **all** questions.

11. (a) Briefly discuss on various warehousing facilities.
Or
(b) Discuss the characteristics of ideal warehouses.
12. (a) Write a note on finished goods inventory.
Or
(b) Explain the need to hold inventory.
13. (a) Explain briefly on Independent demand systems.
Or
(b) Write short note on distribution resource planning.
14. (a) Give brief account on ABC inventory control.
Or
(b) Write about various distribution approaches in ABC inventory control.
15. (a) Explain the performance measures of material handling system.
Or
(b) Write a short note on barcoding technology.

Part C

(3 × 10 = 30)

Answer **all** questions.

16. (a) Discuss the various issues affecting warehousing.
Or
(b) Explain the significance of inventory and types of inventory.

17. (a) Elaborately explain on logics of determining locations and sequences of warehouse management system.

Or

(b) Distinguish between single and multi echelon inventory networks.

18. (a) Write a short note on :

(i) Vehicle travel path

(ii) Handling time.

(iii) Number of loads completed

Or

(b) Explain effective performance systems and applications of RFID technology.

C-6629

Sub. Code

84822

M.B.A. DEGREE EXAMINATION, APRIL 2022

Second Semester

Shipping and Logistics Management

**TRANSPORTATION AND DISTRIBUTION
MANAGEMENT**

(2019 onwards)

Duration : 3 Hours

Maximum : 75 Marks

Part A

(10 × 2 = 20)

Answer **all** questions.

1. What is distribution management?
2. List the functions of warehousing.
3. What does delivery lead time mean?
4. Write the various agencies in transportation.
5. List out the various transportation modes.
6. What is meant by intermodal transportation?
7. What is Heuristics?
8. What is routing?
9. What is transit operation software?
10. List out various inspection system of transport.

Part B

(5 × 5 = 25)

Answer **all** questions.

11. (a) Discuss the importance of distribution.
Or
(b) Discuss the role of transportation in Logistics.
12. (a) Explain the importance of material management.
Or
(b) Explain optimization approach in distribution network planning.
13. (a) Explain the cost components of multimodal transportation.
Or
(b) Compare segmented transport with multimodal transport.
14. (a) Enumerate Dijkstra's algorithm of routing.
Or
(b) Discuss principles of logistic information.
15. (a) Write the advantages of fleet management systems.
Or
(b) Explain intra model freight technology in detail.

Part C

(3 × 10 = 30)

Answer **all** questions.

16. (a) What is warehousing? Explain the different functions for which warehouse can be used other than the storage.
Or
(b) Compare and contrast various distribution networks in detail.

17. (a) Discuss the characteristics of transportation modes and selection in detail.

Or

- (b) Why timely and accurate information has become more critical in logistics system design and operations in today's business? Explain.

18. (a) Discuss the application of Ecommerce intelligent transport management system.

Or

- (b) Explain the following :
- (i) GPS Tracking
 - (ii) Fleet Management System
 - (iii) Route Planning
 - (iv) Vehicle Diagnostics
 - (v) Travelling Salesman Problem.

C-6630

Sub. Code

84823

M.B.A. DEGREE EXAMINATION, APRIL 2022

Second Semester

Shipping and Logistics Management

PORT MANAGEMENT

(2019 onwards)

Duration : 3 Hours

Maximum : 75 Marks

Part A

(10 × 2 = 20)

Answer **all** questions.

1. What is meant by stowage factor?
2. What is meant by dunnage?
3. Write short notes on angle of repose.
4. Expand IMDG code.
5. List out different types of containers.
6. What is meant by COW?
7. What is meant by spar ceiling?
8. What is meant by hold preparation?
9. What is meant by pre-stuffing?
10. What is meant by De-stuffing?

Part B

(5 × 5 = 25)

Answer **all** questions.

11. (a) Briefly explain the documents required for cargo loading.

Or

- (b) Write short notes on :

- (i) Ballasting
- (ii) Chafing
- (iii) Cargo sweat.

12. (a) Briefly explain the precautions taken during loading of solid bulk cargos.

Or

- (b) Briefly explain the precautions taken when carrying concentrates.

13. (a) Briefly explain the types of segregation.

Or

- (b) Briefly explain the risks involved in carriage of petroleum products.

14. (a) State the salient features of Dock Labourers act, 1934.

Or

- (b) Briefly explain the loading and carriage of Iron and steel cargoes.

15. (a) Briefly explain the procedures of De-stuffing formalities.

Or

- (b) Explain the reverse process of handling containers.

Part C (3 × 10 = 30)

Answer **all** questions.

16. (a) Explain the precautions to be taken before loading the cargo and the hazards involved in it.

Or

- (b) Explain the different loading equipments used in handling different types of cargo.

17. (a) Explain the measures taken in managing the moisture content in solid bulk cargoes.

Or

- (b) Explain the code of safety practice for solid bulk cargoes.

18. (a) Explain the different types of containers with its stowage plan.

Or

- (b) Explain the concepts of containerization with reference to LCL/FCL concepts.

C-6631

Sub. Code

84824

M.B.A. DEGREE EXAMINATION, APRIL 2022

Second Semester

Shipping and Logistics Management

LINER TRADE

(2019 onwards)

Duration : 3 Hours

Maximum : 75 Marks

Part A

(10 × 2 = 20)

Answer **all** questions.

1. What is meant by liner trade?
2. What is meant by barge carrying vessel?
3. What is meant by IMO Special goods?
4. Who is a ship agent?
5. Expand LCLS and ICDS.
6. Expand FMC and TACA.
7. What is meant by bill of lading?
8. What is meant by certificate of origin?
9. Expand ISPS code
10. List five INCO terms.

Part B

(5 × 5 = 25)

Answer **all** questions.

11. (a) Distinguish between liner and tramp trade.

Or

- (b) Explain the measurements of tonnage and pseudo tonnage with regard to measuring of cargo.

12. (a) Briefly explain the role of a ship officer.

Or

- (b) Briefly explain the functions of commercial department.

13. (a) Briefly explain the different types of containers.

Or

- (b) What is meant by conference consortia?

14. (a) What are the agreements made in the conference consortia of container trade?

Or

- (b) Explain the special bill of lading clauses.

15. (a) Briefly explain the legal aspects of liner trade.

Or

- (b) Briefly explain the legal aspects of bill of lading.

Part C

(3 × 10 = 30)

Answer **all** questions.

16. (a) Explain the evolution and development of liner trade.

Or

- (b) Explain the measurements and capacities of various cargoes.

17. (a) Explain the different methods of lifting cargo and port handling equipments used.

Or

- (b) Explain the different types of liner documents.

18. (a) Explain the different methods of payments in international trade.

Or

- (b) Explain the different international conventions relating to bill of lading.

C-6632

Sub. Code

84825

M.B.A. DEGREE EXAMINATION, APRIL 2022

Second Semester

Shipping and Logistics Management

ORGANIZATIONAL BEHAVIOUR

(2019 onwards)

Duration : 3 Hours

Maximum : 75 Marks

Part A

(10 × 2 = 20)

Answer **all** questions.

1. State the importance of organizational behaviour.
2. What do you mean by perception in OB?
3. What are the various components of communication?
4. Define group behaviour.
5. Define conflict.
6. List the different types of leaders in organizations.
7. What is work stressor?
8. What is the relationship between power and politics?
9. Write a short note on organizational effectiveness.
10. Define culture stock.

Part B

(5 × 5 = 25)

Answer **all** questions.

11. (a) Write a brief note on factors influencing perception.

Or

- (b) Explain the key elements of organizational behaviour.

12. (a) Describe the classification of groups.

Or

- (b) Write about the principles of communication.

13. (a) What are the stages of conflict?

Or

- (b) Differentiate leader and manager.

14. (a) Define stress. What are the sources of stress?

Or

- (b) How self monitoring impacts on organization?

15. (a) Write a brief note on International organizational behaviour.

Or

- (b) Explain the nature of organizational effectiveness.

Part C

(3 × 10 = 30)

Answer **all** questions.

16. (a) Explain the nature and scope of OB. Discuss the various concepts of OB.

Or

- (b) Describe the Various theories on personality.

17. (a) Explain the process of communication and barriers in communication.

Or

- (b) Describe the process of conflict and explain how it can be managed.

18. (a) Discuss in detail about organizational politics.

Or

- (b) Give an account on organization structures across cultures.

C-6633

Sub. Code

84826

M.B.A. DEGREE EXAMINATION, APRIL 2022

Second Semester

Shipping and Logistics Management

MARKETING MANAGEMENT

(2019 onwards)

Duration : 3 Hours

Maximum : 75 Marks

Part A

(10 × 2 = 20)

Answer **all** questions.

1. Define marketing research information system.
2. Explain the concept of competitor analysis.
3. Define product mix in marketing.
4. What is value pricing?
5. What are the objectives of distribution?
6. Explain the meaning of e-commerce.
7. What are the steps involved in branding?
8. Mention the various process of market segmentation.
9. Define CRM.
10. What is B2B marketing?

Part B

(5 × 5 = 25)

Answer **all** questions.

11. (a) Explain the process of developing marketing strategy.

Or

- (b) Discuss about marketing ethics.

12. (a) Explain the concept of Product life cycle.

Or

- (b) What is marketing mix? Explain the elements in it.

13. (a) Explain the distribution objectives.

Or

- (b) Discuss the consumer sales promotion techniques.

14. (a) How will you understand buyer choice behaviour?

Or

- (b) Discuss about target marketing.

15. (a) Explain the positioning strategy.

Or

- (b) Give a brief note on monopolistic competition with an example.

Part C

(3 × 10 = 30)

Answer **all** questions.

16. (a) Discuss the relative importance of all environmental forces affecting marketing.

Or

- (b) Explain the concept of core and peripheral services.
17. (a) What is meant by product life cycle? Explain its role in pricing.

Or

- (b) Describe those steps in advertising creation process with examples.
18. (a) Discuss about the impact of CRM in service industry. Propose the CRM strategies for service industry of your choice.

Or

- (b) Explain the mechanism and benefits of B2B marketing.
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C-7793

Sub. Code

84831

M.B.A. DEGREE EXAMINATION, NOVEMBER 2022

Third Semester

Shipping and Logistics Management

PORT AGENCY

(2019 onwards)

Duration : 3 Hours

Maximum : 75 Marks

Part A

(10 × 2 = 20)

Answer **all** questions.

1. What is the role of port agency?
2. How is a ship classified?
3. What is safety certificate in shipping?
4. What types of survey are carried on the ship?
5. What is laytime calculation in shipping?
6. Define demurrage.
7. What is mate's Receipt?
8. List out few documents related to cargo.
9. What is note of protest?
10. What is general average?

Part B

(5 × 5 = 25)

Answer **all** questions.

11. (a) Explain the types of vessels in detail.

Or

- (b) What are the reason why ships are detained in port by port state control?

12. (a) What is the different between a survey and an inspection?

Or

- (b) What are the cargo gears? When cargo gears must be checked to ensure it is operational?

13. (a) Describe the general rules for supply of services.

Or

- (b) What are essential features of stoppage in transit? Explain.

14. (a) What is packaging list and explain how it is prepared?

Or

- (b) What is bill of lading and its purpose?

15. (a) Discuss the responsibilities of Shipping Agents.

Or

- (b) Describe the importance of protection and indemnity associations.

Part C

(3 × 10 = 30)

Answer **all** questions.

16. (a) How IMO ship type effects on Cargo Tank Construction and Pollution Control.

Or

- (b) Explain the role of port agent in charter party negotiations and implementation.

17. (a) “Timely deliveries make for high customer and client satisfaction”. Justify this statement.

Or

- (b) What are the strategies to reduce environmental impacts of freight transport? Explain.

18. (a) Explain in details about the various surveys in shipping.

Or

- (b) Discuss the procedure of preparing ships for entering port in India.

C-7794

Sub. Code

84832

M.B.A. DEGREE EXAMINATION, NOVEMBER 2022

Third Semester

Shipping and Logistics Management

DRY CARGO CHARTERING

(2019 onwards)

Duration: 3 Hours

Maximum : 75 Marks

Part A

(10 × 2 = 20)

Answer **all** the questions.

1. What is tonnage weight?
2. How is cargo gear used?
3. What is the role of a Baltic exchange?
4. What are the elements of a voyage charter party?
5. What is an indefinite lay time?
6. What do you mean by cessation?
7. Define bill of lading?
8. Explain insurance for ship owners.
9. What are handy-sized bulk carriers?
10. Who are short sea owners?

Part B

(5 × 5 = 25)

Answer **all** the questions.

11. (a) What is the meaning of cargo stowage? Why is cargo stowage important?

Or

- (b) Explain the following terms :
(i) General cargo
(ii) Bulk cargo
(iii) Dangerous goods.

12. (a) Who is a shipbroker? What are the functions of a shipbroker?

Or

- (b) What are the elements of a voyage charter party?

13. (a) What is meant by 'reversible lay time' and 'non-reversible lay time'?

Or

- (b) How is freight calculated? What are the alternative means of calculating freight?

14. (a) What is the purpose of a "Himalaya" Clause?

Or

- (b) What are the types of bills of lading?

15. (a) Give a detailed note on English maritime arbitration.

Or

- (b) What are the different trading and port restrictions for dry cargo ships?

Part C

(3 × 10 = 30)

Answer **all** the questions.

16. (a) What is lay time? What are the stages in the calculation of lay time?

Or

- (b) What are the important elements of the carriage of goods by sea act?

17. (a) Consider in detail all the factors which have to be taken into consideration in the carriage of bagged rice.

Or

- (b) 'A clean bill of lading is of paramount importance to shippers.' Discuss.

18. (a) What is a dry cargo ship? What are the types of dry cargo ships?

Or

- (b) Discuss the methods of ship employment and its classification.

C-7795

Sub. Code

84833

M.B.A. DEGREE EXAMINATION, NOVEMBER 2022

Third Semester

Shipping and Logistics Management

BUSINESS COMMUNICATION

(2019 onwards)

Duration: 3 Hours

Maximum : 75 Marks

Part A

(10 × 2 = 20)

Answer **all** the questions.

1. Define business communication.
2. Write the importance of business communication.
3. State the key areas of communication.
4. What is simple revision?
5. List out the process involved in communication.
6. Define planning and researching.
7. What is revising message?
8. What is mean by Developing a statement of purpose?
9. Write a short note on business reports.
10. State the uses of visual aid in communication.

Part B

(5 × 5 = 25)

Answer **all** questions.

11. (a) Explain the Fundamentals of communication.

Or

- (b) Describe the keys to Communication skills.

12. (a) Distinguish between verbal and Non- verbal communication.

Or

- (b) Explain briefly about key area of business communication.

13. (a) What do you mean by Fog Index? How it is calculated ?

Or

- (b) Explain the key ingredients in composing a message and Revising messages.

14. (a) Distinguish between Reports and proposals.

Or

- (b) Prepare the work plan for developing and preparing Business Reports.

15. (a) Draft the format of a Business Proposal.

Or

- (b) Explain the various forms of visual aids techniques in business communication.

Part C

(3 × 10 = 30)

Answer **all** questions.

16. (a) Write an essay about principles involved in the use of Audio and Video in Business communication?

Or

- (b) Explain about priestley's paradox of communication and how technology is impacting the communication?

17. (a) Explain the various types of networks in communication.

Or

- (b) Write a business letter about missing of goods from a Transport company to the Exporter of goods.

18. (a) Draft a circular letter announcing the opening up of your new branch.

Or

- (b) Draft a letter about the intimation of appointment as an employee in the company to the selected participants with the joining date and particulars to be submitted on joining.

C-7796

Sub. Code

84834

M.B.A. DEGREE EXAMINATION, NOVEMBER 2022

Third Semester

Shipping and Logistics Management

MANAGEMENT INFORMATION SYSTEMS

(2019 onwards)

Duration : 3 Hours

Maximum : 75 Marks

Part A

(10 × 2 = 20)

Answer **all** questions.

1. What is system control?
2. What is the structured program?
3. What is DSS?
4. Define warehousing.
5. Write short notes on client server architecture.
6. What is the role of information systems in decision-making?
7. Difference between accounting is and financial IS.
8. How executive support system is help in digital firm?
9. List out the benefits of AI in MIS.
10. What is cyber stalking?

Part B

(5 × 5 = 25)

Answer **all** the questions.

11. (a) Different between data warehousing and data mining.

Or

- (b) Explain the importance of decision making in business.

12. (a) What are the roles of system analyst? Explain.

Or

- (b) Explain the parameters of quality of information.

13. (a) Discuss the knowledge management system.

Or

- (b) Explain the benefits of DSS.

14. (a) What is model? What are its types?

Or

- (b) Explain the steps of data processing.

15. (a) What are the characteristics of programming language? Explain.

Or

- (b) Explain IT configuration.

Part C

(3 × 10 = 30)

Answer **all** questions.

16. (a) What are the contents of MIS plan? What is the purpose of each of them?

Or

- (b) Discuss structure and classification of management information system.

17. (a) Discuss the major challenges of information system.

Or

- (b) State the importance of financial information system.

18. (a) Distinguished between system implementation and system maintenance.

Or

- (b) Discuss the role of executive support system and its benefits in an organizations.

C-7797

Sub. Code

84835

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

Third Semester

Shipping and Logistics Management

HUMAN RESOURCE MANAGEMENT

(2019 onwards)

Duration : 3 Hours

Maximum : 75 Marks

Part A

(10 × 2 = 20)

Answer **all** questions.

1. Write short notes on Qualities of HRM.
2. Mention the factors affecting IHRM.
3. Define HR Planning.
4. Identify the Uses of Job Analysis.
5. What are Objectives of Recruitment?
6. What is the need for Career Planning?
7. Write short notes on the Pitfalls Performance Appraisal.
8. Identify the techniques of Job Evaluation.
9. Write short notes on Job Rotation.
10. What are the Consequences of stress?

Part B

(5 × 5 = 25)

Answer **all** questions.

11. (a) Describe the Human Resource planning, the associated problems and the guidelines for making it more effective.

Or

- (b) Distinguish between Job Evaluation and Performance Appraisal.

12. (a) Define Performance Appraisal, its Methods, Objectives and what is meant by Behaviorally Anchored Rating Scale?

Or

- (b) Explain with proper example when Dismissal process may happen to an employee as a Disciplinary Action.

13. (a) Write briefly about work place provisions to prevent accidents and ensure Occupational Safety and Health problems.

Or

- (b) Define the Concepts of IHRM Approaches, Features and Importance of IHRM.

14. (a) Mention the Stress and Consequences of Employee performance, methods that adopted by the Management to prevent those kinds of situations.

Or

- (b) Define Employee Training and Development and steps involved to evaluate Training Programmes.

15. (a) Detail the Process of Job Analysis and design.

Or

(b) Enumerate the essentials of selection procedures and its objectives with definition.

Part C (3 × 10 = 30)

Answer **all** questions.

16. (a) Define Human Resource Management. Discuss its functions with examples and Role qualities of HR Executives.

Or

(b) Define Job Description, Framework that followed by management to identify their Employees.

17. (a) Mention the Significance of Learning and write the Theories of Learning, its usage of both Employees and Management.

Or

(b) What is meant by Evaluating Management Development Program and Compensation Management? Detail with suitable example.

18. (a) Explain Grievances handling with effective Grievance Redressal Procedures.

Or

(b) Define Discipline Action, its Aim, Objectives and Forms, Types of Discipline, Principles of Maintaining Discipline, Procedures and Types of Disciplinary Action.

C-7798

Sub. Code

84836

M.B.A. DEGREE EXAMINATION, NOVEMBER 2022

Third Semester

Shipping and Logistics Management

ECONOMICS AND ENVIRONMENTAL ANALYSIS

(2019 onwards)

Duration : 3 Hours

Maximum : 75 Marks

Part A

(10 × 2 = 20)

Answer **all** questions.

1. What do you mean by mixed economy?
2. What is meant by sectoral transformation?
3. What is broadband?
4. Define lop sided development.
5. Define Globalization.
6. What is Balance of Payment?
7. What is meant by global logistics?
8. List out the types of Logistics.
9. What is economic sustainability?
10. List out the importance of sustainable development.

Part B

(5 × 5 = 25)

Answer **all** questions.

11. (a) What is the role of economic environment? Why is it important?

Or

- (b) How do you determine the stages of industry life cycle? Explain.

12. (a) Explain how infrastructure is related to economic growth.

Or

- (b) State the policy initiatives taken by the government for infrastructure development.

13. (a) What are the drivers of globalization?

Or

- (b) Define environment sustainability and states its importance.

14. (a) Explain the types of integration in global logistics.

Or

- (b) What is the role of logistics in globalization?

15. (a) What is the relationship between marketing and logistics? Explain.

Or

- (b) How is logistics used as a strategy for social sustainability?

Part C

(3 × 10 = 30)

Answer **all** questions.

16. (a) Explain the environmental impact of economic growth. What the role or environment in economic development.

Or

- (b) What do you mean by Universal service obligation fund? Explain its scope and advantages.

17. (a) Explain the policy initiatives taken to control carbon emission.

Or

- (b) Explain the macro environmental factors that affects global logistics.

18. (a) Describe how logistics contribute towards sustainable global development.

Or

- (b) How has population growth affected poverty, literacy and education?

C-6640

Sub. Code

84841

M.B.A. DEGREE EXAMINATION, APRIL 2022

Fourth Semester

Shipping and Logistics Management

LEGAL PRINCIPLES IN SHIPPING BUSINESS

(2019 onwards)

Duration : 3 Hours

Maximum : 75 Marks

Part A

(10 × 2 = 20)

Answer **all** questions.

1. Define principles of English law.
2. What do you mean by contract?
3. What is meant by misrepresentation?
4. What do you mean by agency relationship?
5. Write a note on carriage of goods.
6. Discuss about implied terms.
7. Write a short note on laytime.
8. List out the functions of Bill of lading.
9. Discuss the rules for carriage of goods.
10. Define contract of carriage.

Part B

(5 × 5 = 25)

Answer **all** questions.

11. (a) What is promissory extoppel?

Or

(b) What is remoteness of damage?

12. (a) Explain principles of law relating to agency.

Or

(b) Describe on termination of agency relationship.

13. (a) Discuss about private and common carriers.

Or

(b) Discuss the standard charter party forms.

14. (a) Write a note on charter parties.

Or

(b) Explain port and berth charter parties.

15. (a) Short notes on:

(i) Visby rules

(ii) Hamburg rules.

Or

(b) Describe the assignment of contract of carriage.

Part C

(3 × 10 = 30)

Answer **all** questions.

16. (a) What is a "Contract" under the Contract act 1872?
What are the essential elements of a valid contract?

Or

- (b) Explain the rights and duties imposed between agent and principal.

17. (a) Explain the basic principles of tort.

Or

- (b) Discuss the law relating to carriage of goods by sea.

18. (a) Define bill of lading and explain its functions.

Or

- (b) Define Hague. Explain its applications.

C-6641

Sub. Code

84842

M.B.A. DEGREE EXAMINATION, APRIL 2022

Fourth Semester

Shipping and Logistics Management

**MULTIMODEL TRANSPORTATION ORGANIZATION
MANAGEMENT**

(2019 onwards)

Duration : 3 Hours

Maximum : 75 Marks

Part A

(10 × 2 = 20)

Answer **all** questions.

1. Define Trade routes.
2. What is logistics?
3. What is multi model transport?
4. What is JIT?
5. Define Freight rates.
6. What is Fleet size?
7. Define sale contract.
8. What are customs conventions?
9. Define statutory regulation
10. What is Multi model transport act?

Part B

(5 × 5 = 25)

Answer **all** questions.

11. (a) What are the role of logistics in organisation?

Or

- (b) Discuss about economy of scale road transport vehicle.

12. (a) Discuss the in house logistics management.

Or

- (b) Discuss in detail about operations of multi model transport.

13. (a) Briefly discuss about JIT in detail.

Or

- (b) What is the containerization? And its advantages.

14. (a) Explain about international restriction on the movement of goods.

Or

- (b) Discuss about the Paperless trading.

15. (a) Briefly discuss about sale contracts and documentation.

Or

- (b) Discuss about role of IATA.

Part C

(3 × 10 = 30)

Answer **all** questions.

16. (a) Discuss in detail about Basic inter model system.

Or

- (b) Explain about factor affecting modes and routes choices.

17. (a) Discuss in detail about types of bill of lading.

Or

- (b) Discuss in detail about computer application in multi model transport.

18. (a) What is multimode transport system? Explain its advantages.

Or

- (b) Discuss in detail about interrelationship of transport model.

C-6642

Sub. Code

84843

M.B.A. DEGREE EXAMINATION, APRIL 2022

Fourth Semester

Shipping and Logistics Management

OPERATIONS MANAGEMENT

(2019 onwards)

Duration : 3 Hours

Maximum : 75 Marks

Part A

(10 × 2 = 20)

Answer **all** questions.

1. List the objectives of JIT inventory.
2. Define Operations Management.
3. What is meant by job enrichment?
4. What are the factors that affect job design?
5. Give the advantages of simulation.
6. Give the difference between risk and uncertainty?
7. What is meant by outsourcing?
8. Why is preventive maintenance made in factories?
9. What is meant by project schedule?
10. Why is work breakdown done in production?

Part B

(5 × 5 = 25)

Answer **all** questions.

11. (a) State the principles of Total Quality Management.
Or
(b) Discuss about A3 problem solving.
12. (a) State the objectives of work study.
Or
(b) Explain the goals of job design.
13. (a) State the significance of machine learning.
Or
(b) Give a detailed note on game theory.
14. (a) Bring out the pre-required inputs for aggregate planning.
Or
(b) Explain the objectives of aggregate planning.
15. (a) Detail the steps in critical path method.
Or
(b) Give a brief note on Gantt Chart.

Part C

(3 × 10 = 30)

Answer **all** questions.

16. (a) Discuss about value stream mapping.
Or
(b) Draw the difference between continuous process production and discrete part production.

17. (a) Discuss the techniques of job design.

Or

(b) Discuss the different methods of demand forecasting.

18. (a) Explain the aggregate plan strategies.

Or

(b) Discuss the steps involved in line balancing.

C-6643

Sub. Code

84844

M.B.A. DEGREE EXAMINATION, APRIL 2022

Fourth Semester

Shipping and Logistics Management

MARINE INSURANCE

(2019 onwards)

Duration : 3 Hours

Maximum : 75 Marks

Part A

(10 × 2 = 20)

Answer **all** questions.

1. What is credit system?
2. Write short note on null interest.
3. What is voyage insurance?
4. Write short note on inherent vice.
5. What is indemnity?
6. Define insurance.
7. What is cargo contract?
8. Define cargo insurance.
9. What is transit clause?
10. Write short note on floating policy.

Part B

(5 × 5 = 25)

Answer **all** questions.

11. (a) Describe the principle of insurable interest cargo.

Or

- (b) Briefly explain the key features of marine insurance.

12. (a) Briefly explain the insurance principles applied to marine business.

Or

- (b) Describe the marine insurance policies in detail.

13. (a) What is subrogation? Briefly explain the rights of subrogation.

Or

- (b) Discuss the letter of subrogation.

14. (a) Briefly explain the general average in marine insurance.

Or

- (b) Describe the applications to insurance.

15. (a) Briefly explain the cancellation clause certificate of insurance.

Or

- (b) Enumerate the different types of cargo insurance contract.

Part C

(3 × 10 = 30)

Answer any **three** questions.

Answer **all** questions.

16. (a) Explain the brokerage in marine business.

Or

(b) Describe the forms of policy in detail.

17. (a) Explain the purpose of sue and labour charges in marine insurance.

Or

(b) Describe the floating policy in detail.

18. (a) Explain the additional clauses in marine business in detail.

Or

(b) Discuss the transit clause in detail.
