

**C-0733**

**Sub. Code**

**80711**

**M.B.A. DEGREE EXAMINATION, NOVEMBER 2023**

**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. Mention the Principles of Management.
2. What are the elements of Leadership qualities?
3. What is Centralization and Decentralization?
4. What are the Social and Ethical Responsibilities of Management?
5. Brief the elements of Control.
6. What are all the factors influencing Perception?
7. Bring out the sources of Stress.
8. Write the Genesis of Conflict.
9. What is meant by Culture Stock?
10. What are the merits of Planning?

**Part B**

(5 × 5 = 25)

Answer **all** questions.

11. (a) Explain Fayol's Principles of Management.

Or

- (b) Discuss the process of decision making.

12. (a) Discuss the nature of Organisational Effectiveness.

Or

- (b) Narrate the Trends in International Business.

13. (a) Explain about the techniques of Control.

Or

- (b) Narrate the Nature, Scope and Elements of Organizational Behaviour.

14. (a) Discuss the nature and functions of Organisational Effectiveness.

Or

- (b) Explain organizational Learning and process.

15. (a) Explain the characteristics of Effective Control System.

Or

- (b) Mention the role of Global Managers in detail.

**Part C**

(3 × 10 = 30)

Answer **all** questions.

16. (a) Explain in brief about Formal and Informal Organisation.

Or

- (b) Detail the approaches, concepts and principle of Management.

17. (a) Explain Delegation of Authority and significance of Leadership styles.

Or

- (b) Explain the Commandments of Corporate Social Responsibilities and Ethics of Managers.

18. (a) Explain Group Behaviour, its classification, Development, Functions, Size. Structure and Groups Communication.

Or

- (b) Explain the stages, process of Conflict and symptoms among conflicting persons with Suitable example and its managing process with the help of Hersy-Blachard's Situational Theory.

**C-0734**

**Sub. Code**

**80713**

**M.B.A. DEGREE EXAMINATION, NOVEMBER 2023**

**First Semester**

**Logistics and Shipping**

**SHIPPING MANAGEMENT**

**(2019 onwards)**

Duration : 3 Hours

Maximum : 75 Marks

**Part A**

(10 × 2 = 20)

Answer **all** questions.

1. State the functions of shipping management.
2. Write a note on protectionism.
3. What do you understand by ship registration tonnage?
4. What is chartering?
5. Write a short note on tanker market.
6. State the main objective of a liner conference.
7. What is ocean port? Mention any two ocean ports.
8. Write a note on practitioners in shipping business.
9. Define Hamburg rules.
10. Write a note on law of carriage.

**Part B**

(5 × 5 = 25)

Answer **all** questions.

11. (a) Discuss the factors determining the supply of shipping.

Or

- (b) Explain the features of different shipping markets.

12. (a) Explain in details about the history of ships.

Or

- (b) Discuss the role and functions of dry cargo market practitioners.

13. (a) Explain the types of tankers and tanker charter parties.

Or

- (b) Discuss the steps in the liner documentation in detail.

14. (a) Explain the purpose of maritime geography.

Or

- (b) Discuss the documents essential for the ship sale and purchase.

15. (a) Define accounting. State the need for credit management accounting and cash flow.

Or

- (b) Discuss the conditions in the contract relating to the carriage of goods by sea.

**Part C**

(3 × 10 = 30)

Answer **all** questions.

16. (a) Write a note on sea transport. Describe the reasons for sea transport.

Or

- (b) What is load line? Explain the different types of load lines and its purpose.

17. (a) What is containerization with example? Describe the history of containerization.

Or

- (b) What is bill of lading? Explain its terms and conditions.

18. (a) Who can become chartered shipbroker? Elaborate the need and objectives of the Institute of chartered shipbrokers.

Or

- (b) Explain the following :
- (i) The Hague Visby rules
  - (ii) Hamburg rules.

**C-0735**

**Sub. Code**

**80714**

**M.B.A. DEGREE EXAMINATION, NOVEMBER 2023**

**First Semester**

**Logistics and Shipping**

**QUANTITATIVE TECHNIQUES**

**(2019 onwards)**

Duration : 3 Hours

Maximum : 75 Marks

**Part A**

(10 × 2 = 20)

Answer **all** questions.

1. Write the meaning of quantitative techniques.
2. What is a data?
3. Write a short note on measure of dispersion.
4. What is a variable?
5. What is a probability distribution?
6. What is null hypothesis?
7. What are matrices?
8. Write a note on geometric mean.
9. What is electronic computing?
10. Write briefly on simple random sampling.

**Part B**

(5 × 5 = 25)

Answer **all** questions.

11. (a) Write the classification of data.  
Or  
(b) Write the major characteristics of statistics.
12. (a) With illustration explain the dependent and independent variable.  
Or  
(b) Explain the importance of correlation analysis.
13. (a) Explain the types of distribution.  
Or  
(b) Explain sensitivity analysis.
14. (a) Write a short note characteristic of managerial decision.  
Or  
(b) Explain the steps indecision making.
15. (a) Explain the principles of database management.  
Or  
(b) Explain about database design.

**Part C**

(3 × 10 = 30)

Answer **all** questions.

16. (a) Explain the role of quantitative techniques in business.  
Or  
(b) Explain the different types of index number.



17. (a) Elaborate the types of significance.

Or

(b) Explain the principles of data base management.

18. (a) Write the functions of DBMS.

Or

(b) What is an average? Explain its types.

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**C-0736**

**Sub. Code**

**80715**

**M.B.A. DEGREE EXAMINATION, NOVEMBER 2023**

**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. Give short note on PEST Analysis.
2. What is GDP?
3. Write short note on broadband.
4. What is Ultraviolet Waves?
5. Why is meant by globalization.
6. What is meant by sustainable energy?
7. Define logistics.
8. What is the objective of sustainable Development Goals?
9. Write a short note on social sustainability.
10. What is inbound logistics?

**Part B**

(5 × 5 = 25)

Answer **all** questions.

11. (a) Explain the benefits of micro economy.

Or

(b) Explain the stages in industrial Life cycle.

12. (a) Explain the importance of Economic growth.

Or

(b) Explain about electromagnetic spectrum.

13. (a) Explain the importance of environmental sustainability.

Or

(b) Discuss the steps taken to eradicate carbon emission.

14. (a) Explain the role of logistics in globalization.

Or

(b) Explain macro environmental factors influencing logistics.

15. (a) Explain SWOT analysis with the help of an example.

Or

(b) Explain about the services provided by logisticians to the society at large.

**Part C**

(3 × 10 = 30)

Answer **all** questions.

16. (a) Explain in detail about Human Development Index.

Or

- (b) Explain about the Universal service obligation Fund in detail.

17. (a) Explain the various drivers of globalization.

Or

- (b) Give a detailed note on the evolution of global logistics.

18. (a) Discuss in detail about logistic as a strategy for SDG.

Or

- (b) Explain about the framework of environmental analysis.
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**C-0737**

**Sub. Code**

**80716**

**M.B.A. DEGREE EXAMINATION, NOVEMBER 2023**

**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 Communication.
2. What is the significance of Feedback?
3. Write short note on oral report.
4. Why organizations need public address system?
5. What is the significance of Report writing?
6. Short note on cover letter.
7. What is business letter?
8. Write short note on Word processor.
9. What is a circular letter?
10. What is a resume?

**Part B**

(5 × 5 = 25)

Answer **all** questions.

11. (a) Explain the Process of Communication.

Or

- (b) Enumerate the essentials of Good Communication.

12. (a) Detail the significance of group discussion.

Or

- (b) Explain the principles of effective oral communication.

13. (a) Discuss the importance of taking notes.

Or

- (b) Explain about electronic writing.

14. (a) Explain the functions of business letters.

Or

- (b) Explain the essentials of effective correspondence.

15. (a) Discuss the merits of Multimedia communication.

Or

- (b) Explain about inquiry letter.

**Part C**

(3 × 10 = 30)

Answer **all** questions.

16. (a) Explain about the 7C's of Communication.

Or

(b) Give a detailed account on effective speech techniques.

17. (a) Explain the principles of effective writing.

Or

(b) Discuss the objectives and importance of business report.

18. (a) Explain about the importance of IT in Communication.

Or

(b) Explain about the merits and demerits of Telephone answering machine.

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**C-0738**

**Sub. Code**

**80721**

**M.B.A. DEGREE EXAMINATION, NOVEMBER – 2023**

**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 is financial accounting?
2. What is mean by money measurement?
3. What is balance sheet?
4. Write format of trading account.
5. What is current Ratio?
6. What is operating ratio?
7. What is meant by Flow of Funds?
8. What is cash budget?
9. What is ARR method?
10. Write a short note on short Term Sources of Finance.

**Part B**

(5 × 5 = 25)

Answer **all** questions.

11. (a) Briefly explain the functions of Accounting.

Or

- (b) Discuss the limitations of Accounting.



12. (a) Enter the following transactions in journal:

		Rs.
2019		
Jan 1	Mani purchased business for	5,00,000
Jan 2	Purchased machine from Mahesh Bros. Rs. 1,00,000 for which they paid freight on mani's behalf Rs. 1,000	
Jan 3	Installation charges of machinery amounted to	5,000
Jan 4	Received an order from muhesh for goods worth	5,000
Jan 5	Goods given free samples	1,000
Jan 6	Goods stolen by an employee who is absconding	2,000
Jan 7	Claim being made for pilferage of goods, insurance company paid	500

Or

(b) Discuss about the how to prepare a trial balance.

13. (a) From the following balance sheet, calculate the proprietary ratio:

Balance Sheet			
Liabilities	Amount (Rs.)	Assets	Amount (Rs.)
Equity share capital	2,00,000	Fixed assets	3,00,000
Preference share capital	1,00,000	Current assets	2,00,000
Reserves	60,000	Preliminary expenses	50,000
Debentures	80,000		
Creditors	50,000		
Bills payable	40,000		
Provisions	<u>20,000</u>		
	<u>5,50,000</u>		<u>5,50,000</u>

Or

(b) Explain the meaning and the need for Ratio Analysis.

14. (a) From the following balance sheets as on 31<sup>st</sup> December, you are required to prepare a cash flow statement:

Liabilities	2019	2020	Assets	2019	2020
	Rs.	Rs.		Rs.	Rs.
Share capital	1,00,000	1,50,000	Fixed assets	1,00,000	1,50,000
Profit and loss a/c	50,000	80,000	Good will	50,000	40,000
General reserve	30,000	40,000	Inventories	50,000	80,000

Liabilities	2019	2020	Assets	2019	2020
	Rs.	Rs.		Rs.	Rs.
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) Difference between Funds flow statement and Income Statement.

15. (a) Briefly explain the Financial Analysis.

Or

(b) Describe the methods of Depreciation.

**Part C**

(3 × 10 = 30)

Answer **all** questions.

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

Or

(b) The following balances are drawn from the books of M/s. Arvind Mills 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 and Loss account and Balance sheet of M/s. Arvin Mills.

17. (a) Briefly explain the importance and Various types of Ratios.

Or

- (b) Discuss the fixed cost and variable cost and its functions.

18. (a) Briefly explain the long term sources of working capital in finance.

Or

- (b) Illustrate the India's current trends in computer accountancy. Briefly explain the computer system.
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**C-0739**

**Sub. Code**

**80722**

**M.B.A. DEGREE EXAMINATION, NOVEMBER 2023**

**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 societal marketing concepts.
2. What is the macro-environment?
3. What is a product mix?
4. Define product life cycle.
5. What are the objectives of distribution channels?
6. What is an analytical framework for targeting the audience?
7. Define brand management.
8. What is market research?
9. Define positioning strategy.
10. What is B2C marketing?

**Part B**

(5 × 5 = 25)

Answer **all** questions.

11. (a) Discuss the uses of marketing strategy in a sustainable environment.

Or

- (b) Explain the benefits of marketing research and analysis.

12. (a) Discuss the challenges faced in the marketing mix.

Or

- (b) Differentiate between price and non-price competition. What are their roles in marketing?

13. (a) Explain the necessity of sales promotion with suitable illustrations.

Or

- (b) “E-Commerce enhances marketing promotion strategy.” Justify the statement.

14. (a) Discuss the benefits of segmentation of a market.

Or

- (b) Discuss the importance of targeting and positioning.

15. (a) Discuss the importance of CRM with suitable illustrations.

Or

- (b) With suitable illustrations discuss the importance of B2B and B2C marketing strategies.

**Part C**

(3 × 10 = 30)

Answer **all** questions.

16. (a) “Demographic characteristics strongly affect buyer behaviour.” Justify this statement.

Or

- (b) Discuss the effect of external factors on a company’s marketing environment.

17. (a) “A company endows a personality to the brand.” Justify this statement.

Or

- (b) Discuss the role of marketing research in solving a company’s problem in the market.

18. (a) Discuss the role of generations of ideas in the new product development process.

Or

- (b) “Global expenditure on sales promotion is equal to media advertising.” Justify this statement.

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**C-0740**

**Sub. Code**

**80723**

**M.B.A. DEGREE EXAMINATION, NOVEMBER 2023**

**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 HRM?
2. Mention any two challenges faced by HR executives.
3. What are the methods of collecting data for job analysis?
4. What are aptitude tests?
5. Point out the uses of job rotation.
6. Define MBO.
7. 'Training improves the productivity of employees'-  
Elucidate.
8. Write the benefits of employees' stock option plans.
9. Explain the concept of grievance.
10. Write the various forms of discipline.

**Part B**

(5 × 5 = 25)

Answer **all** questions.

11. (a) What are the qualities to be possessed by a modern HR manager?

Or

- (b) Emphasise the importance of IHRM.

12. (a) What is job description? How does it differ from job analysis?

Or

- (b) What are the various sources of recruitment?

13. (a) Emphasise the need for career planning.

Or

- (b) Explain the pitfalls in performance appraisal.

14. (a) What is job evaluation? What are its advantages?

Or

- (b) What are the various types of incentive plans?

15. (a) What are the causes of grievances in a firm?

Or

- (b) As the HR manager, how would you handle the issue of indiscipline?



**Part C**

(3 × 10 = 30)

Answer **all** questions.

16. (a) Discuss the various approaches to IHRM.

Or

- (b) Summarise the different steps in a selection procedure.

17. (a) Describe the process of performance evaluation.

Or

- (b) Identify the points to be considered by HR department while evaluating a management development programme.

18. (a) Explain the provisions meant for preventing accidents in workplace.

Or

- (b) Bring out the essentials of effective grievance redressal procedure.

**C-0741**

**Sub. Code**

**80724**

**M.B.A. DEGREE EXAMINATION, NOVEMBER 2023**

**Second 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 warehousing stations?
2. Define customs officers.
3. What is meant by duty on pilfered goods?
4. Write a note on dutiable goods.
5. What is warehousing stations?
6. What is licencing?
7. What do you mean by illegal export?
8. Give a brief note on goods in transit.
9. What is a prohibit?
10. What is postal articles?

**Part B**

(5 × 5 = 25)

Answer **all** questions.

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

Or

- (b) Briefly write a note on ICEGATE.

12. (a) Explain how we can prevent the export of illegal goods.

Or

- (b) Describe the clearance of warehoused goods for home consumption.

13. (a) Discuss about the licencing of private warehouse.

Or

- (b) Explain the steps to be taken by the person for transferring any specific goods.

14. (a) Explain the items which are exempted from the levy of customs duties.

Or

- (b) What is the differences between bonded and non bonded warehouse?

15. (a) Explain the provisions relating to conveyances carrying imported or exported goods.

Or

- (b) How a warehouse bonds are cancelled and returned?

**Part C**

(3 × 10 = 30)

Answer **all** questions.

16. (a) Explain the precautions to be taken by persons acquiring notified goods.

Or

- (b) Describe the power of the central government to specify goods.

17. (a) Elaborate the power of authority.

Or

- (b) Explain the regulations of drawback.

18. (a) Explain the power of board.

Or

- (b) Explain the process of licensing of private warehouses.

**C-0742**

**Sub. Code**

**80725**

**M.B.A. DEGREE EXAMINATION, NOVEMBER 2023**

**Second Semester**

**Logistics and Shipping**

**SHIPPING BUSINESS**

**(2019 onwards)**

Duration : 3 Hours

Maximum : 75 Marks

**Part A**

(10 × 2 = 20)

Answer **all** questions.

1. What is Business Entity?
2. Give the meaning for the Tanker Market.
3. Who are called the Port Agents?
4. What is liner port?
5. What is Sea Borne Trade?
6. What is Remedies for Breach of Contract?
7. What is Bill of Exchange?
8. Define Forward Exchange Contracts.
9. What do you mean by Electronic Data Interchange?
10. Define FIATA.

**Part B**

(5 × 5 = 25)

Answer **all** questions.

11. (a) What types of documentation does the practitioner normally use?

Or

- (b) Distinguish between Sole Trader and Partnership.

12. (a) What is Agent? Explain the duties of Agents.

Or

- (b) What is Ethics illustrate the Ethics in Shipping Business.

13. (a) Explain the Geography of Trade.

Or

- (b) Discuss the Variants on FOB Contracts.

14. (a) Explain the various methods of payments.

Or

- (b) Illustrate the Conditions of Insurance.

15. (a) Explain the Baltic Exchange.

Or

- (b) Discuss the functions of International Shipping Organization..

**Part C**

(3 × 10 = 30)

Answer **all** questions.

16. (a) Explain about the Anatomy of Charter Parties.

Or

- (b) Explain maritime fraud insurance fraud and documentary fraud in detail.

17. (a) Discuss the International terms of Sale and Contracts of Sale.

Or

- (b) Illustrate the transaction cost in international trade and insurance.

18. (a) Enumerate the procedures and processes of appointment of a Port Agent.

Or

- (b) Explain the role and functions of Brokers and Agents Organizations in International Shipping.

**C-0743**

**Sub. Code**

**80726**

**M.B.A. DEGREE EXAMINATION, NOVEMBER 2023**

**Second Semester**

**Logistics and shipping**

**OPERATIONS MANAGEMENT**

**(2019 onwards)**

Duration : 3 Hours

Maximum : 75 Marks

**Part A**

(10 × 2 = 20)

Answer **all** questions.

1. Define Gantt Chart Balancing.
2. What are the Objectives of work study?
3. What do you understand by J.I.T.?
4. Brief the utility of Method Study.
5. Why do companies use Time Series Methods?
6. What is meant by production planning and control?
7. List out the different methods of Dispatching?
8. Mention the Objectives of Productivity.
9. Define PPC.
10. What is Detailed Scheduling Method?



**Part B**

(5 × 5 = 25)

Answer **all** questions.

11. (a) Differentiate between work study and method study.

Or

- (b) Give various requirements of Production Flow Control.

12. (a) Give two applications of control chart.

Or

- (b) Enumerate the factors affecting Master Production Schedules.

13. (a) What is the need of studying OM Concepts of Costing? Detail it.

Or

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

14. (a) Explain about Demand Forecasting for Production Planning.

Or

- (b) Define Systems Approach and detail the Historical development of OM.

15. (a) What is Linear Regression Analysis and explain its nature and benefits?

Or

- (b) Distinguish between Simple Moving Averages with weighted Moving Averages.

**Part C**

(3 × 10 = 30)

Answer **all** questions.

16. (a) Discuss Aggregate Production Planning and Capacity Planning and the various factors affecting both. Also discuss the importance of Production Planning and Control.

Or

- (b) What is Job Design? Explain in detail about Behavioural Approaches of Job Design.

17. (a) Distinguish between Financial Management and Financial Analysis of Operation Costing.

Or

- (b) Discuss the concept and importance of Total Quality Management. What are its principles? How is it related to six sigma and quality circles?

18. (a) Define Operation Management as Input-Output system. Discuss the major responsibilities of a production manager in a large manufacturing organization.

Or

- (b) What are the major problems in Production Planning and Control? Bring out the Suggestions to overcome the issues.

**C-0744**

**Sub. Code**

**80727**

**M.B.A. DEGREE EXAMINATION, NOVEMBER 2023**

**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. What is the need for warehousing?
2. What do you mean by decision making in warehousing?
3. What is a supply chain?
4. Is work in progress a form of inventory? Narrate.
5. State the features of warehouse management system.
6. How does uncertainty affect material management system?
7. Define ABC analysis.
8. State the objectives of single echelon inventory system.
9. Write a note on vehicle travel path.
10. State the steps in material handling.

**Part B**

(5 × 5 = 25)

Answer **all** questions.

11. (a) Explain in detail the basic warehousing operators.

Or

- (b) Discuss the various issues affecting warehousing in India.

12. (a) Enumerate the functions of inventory.

Or

- (b) Explain in detail the necessity of warehouse management system.

13. (a) Write a note on independent demand systems. How it differs from dependent demand system?

Or

- (b) Explain the benefits of distribution resource planning.

14. (a) What is multi-echelon inventory systems? Explain its benefits and demerits.

Or

- (b) Explain the significance of distribution approach and true multi-echelon approach.

15. (a) Explain in detail the effective performance systems.

Or

- (b) Discuss the key features of automated storage and retrieval system.

**Part C**

(3 × 10 = 30)

Answer **all** questions.

16. (a) Explain the different types of warehouses in India. What can be done to improve it?

Or

- (b) What do you mean by MRO inventories? Explain the four stages of MRO inventory management.

17. (a) What is inventory cost? Explain its types.

Or

- (b) Discuss the role of inventory management in the supply chain and state the need to hold inventory.

18. (a) Explain the principles and performance measures of material handling systems.

Or

- (b) Discuss the application of RFID technology in material handling systems.

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**C-0745**

**Sub. Code**

**80731**

**M.B.A. DEGREE EXAMINATION, NOVEMBER 2023**

**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. Define International Business.
2. What is Free Trade Regime?
3. What are the objectives of WTO?
4. What is Regional Trade Block?
5. What is meant by competitive advantage?
6. What is International Licensing?
7. What is economic of scale?
8. What is exchange rate risk?
9. Mention two disadvantage of international business.
10. What is ethical decision making?

**Part B**

(5 × 5 = 25)

Answer **all** questions.

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

Or

- (b) Discuss the elements of international business environment.

12. (a) Explain in detail, the challenges of global business.

Or

- (b) Describe any two theories of international trade.

13. (a) Describe the different forms of global entry strategies.

Or

- (b) Describe the organizational structure that can be adopted by an international firm to reduce the cost of control.

14. (a) Explain the factors to be considered by an international firm to locate its production activities.

Or

- (b) How do you determine exchange rates? Explain the various types of exchange rate systems.

15. (a) Explain the different types of conflict resolution techniques in international business.

Or

- (b) Explain the role of international agencies in negotiation.

**Part C**

(3 × 10 = 30)

Answer **all** questions.

16. (a) State and explain the Pre-shipment export documents required by export Inspection agency.

Or

- (b) Explain the impact of globalization of business on the national economy.

17. (a) Analyze the trends of international business environment in India.

Or

- (b) Bringout the theoretical perspective about the ethics of International business.

18. (a) Explain the role of WTO in the protection of free trade and its impact on welfare of international trade.

Or

- (b) Describe the various quality considerations for the globalization of market.



**C-0746**

**Sub. Code**

**80732**

**M.B.A. DEGREE EXAMINATION, NOVEMBER 2023**

**Third Semester**

**Logistics and Shipping**

**LINER TRADE OPERATION**

**(2019 onwards)**

Duration : 3 Hours

Maximum : 75 Marks

**Part A**

(10 × 2 = 20)

Answer **all** questions.

1. State the advantages of liner trade.
2. What is Ro – Ro barge carrying vessels?
3. Describe the role of the Marine Engineering.
4. State the operations of Port Agency.
5. Give a brief note on FMC.
6. Explain FCL and LCL with expansion.
7. State the different types of Bill of Lading.
8. What is Liner Lading bill?
9. What is General Average?
10. What are the liabilities of agent in carrier insurance?

**Part B**

(5 × 5 = 25)

Answer **all** questions.

11. (a) Explain Various types of Liner Shipping Services.

Or

- (b) Define Tonnage and State its measurements on ships.

12. (a) Describe about Crew management and how it is important to shipping operations.

Or

- (b) Explain the marketing functions of liner operation.

13. (a) Explain the concept of Shipping Conferences with its pros and cons.

Or

- (b) Give a brief note on various types of Container insurance.

14. (a) Describe the various clauses involved in Bill of Lading.

Or

- (b) What is Documentary credit? How it is helpful for the trade finance?

15. (a) Elucidate the Common methods of payment in international trade.

Or

- (b) Define Incoterms. State the responsibilities of parties to a sales transaction given in Incoterms.

**Part C**

(3 × 10 = 30)

Answer **all** questions.

16. (a) Enumerate the process involved in vessel loading.

Or

- (b) Describe the history refrigerated cargo ship and state about its working process and its importance in transportation.

17. (a) Define ship management. Describe the services provided by ship management.

Or

- (b) Enumerate the duties of port agency.

18. (a) Write a brief note on the development of Unitization and Containerization.

Or

- (b) Enumerate the legal and insurance implications in the container trade.

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**C-0747**

**Sub. Code**

**80733**

**M.B.A. DEGREE EXAMINATION, NOVEMBER 2023**

**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 illustration, explain the role of port agent's role in charter party negotiations and implementations.

13. (a) With suitable illustrations, 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.

**C-0748**

**Sub. Code**

**80734**

**M.B.A. DEGREE EXAMINATION, NOVEMBER 2023**

**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 Distribution.
2. Define Transportation management.
3. What is meant by distribution channel?
4. Write a note on Transportation decision.
5. What is distribution network?
6. Define transportation technology.
7. Define Transit Operation Software. Give some examples.
8. What is meant by Fleet management system?
9. Define transport network design.
10. Define inter-modal freight technology.

**Part B**

(5 × 5 = 25)

Answer **all** questions.

11. (a) Write a short note on Distribution channel design.

Or

- (b) Describe the role of transportation in supply chain.

12. (a) What are the benefits of Distribution network?

Or

- (b) What are the various approaches used in distribution network channel?

13. (a) Describe Transportation principles – Transportation participants.

Or

- (b) What are the various categories of transportation cost?

14. (a) Describe the role of distribution in supply chain.

Or

- (b) What are steps in selecting the modes of Transportation?

15. (a) Write a short note on Transportation performance.

Or

- (b) Write a short note on Advance Fleet System Management.



**Part C**

(3 × 10 = 30)

Answer **all** questions.

16. (a) Write a short essay on Distribution network.

Or

- (b) Write a detailed note on Transportation decisions.

17. (a) Explain in detailed note on Characteristics and Selection of transportation mode.

Or

- (b) Write a detailed note on Inter-modal Freight Technology.

18. (a) Write a essay on Transportation Securities Initiatives.

Or

- (b) Explain in detail: Transportation Routing Decisions.

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**C-0749**

**Sub. Code**

**80735**

**M.B.A. DEGREE EXAMINATION, NOVEMBER 2023**

**Third Semester**

**Logistics and Shipping Management**

**BUSINESS RESEARCH METHODS**

**(2019 onwards)**

Duration : 3 Hours

Maximum : 75 Marks

**Part A**

(10 × 2 = 20)

Answer **all** questions.

1. Write a note on empirical Research.
2. Write any three Strategic uses of primary data.
3. What is the Quantitative approach in research?
4. Define the term "Pure Research".
5. Write a short note on Descriptive Research.
6. What is meant by experimental design?
7. Write a note on factor analysis.
8. What do you mean by scientific investigation?
9. Write a short note on the sources of the research process.
10. What is meant by Action Research?

**Part B**

(5 × 5 = 25)

Answer **all** questions.

11. (a) Examine the essentials of a research report.

Or

- (b) Define the term “Research” and explain the steps involved in the research process.

12. (a) Explain the various role of research design in research.

Or

- (b) Explain the significance of editing in data processing.

13. (a) Enumerate the methods of collecting primary data.

Or

- (b) State and explain the importance of scaling techniques

14. (a) Distinguish between the validity and reliability of the instrument.

Or

- (b) Explain the detailed layout of the research report.

15. (a) What are the basic research design issues? Explain.

Or

- (b) Define ethics in research and explain the importance of ethics in business research with suitable examples.

**Part C**

(3 × 10 = 30)

Answer **all** questions.

16. (a) What is the necessity of defining a research problem, explain with a suitable example.

Or

- (b) Discuss the steps involved in the random sampling method.

17. (a) Distinguish between dependent and independent variables.

Or

- (b) Explain the importance of social science research in a country like India.

18. (a) Define the term technology in research and discuss the significance of technology in modern research.

Or

- (b) Explain the Bivariate and multivariate statistical techniques in detail.

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