

C-0810

Sub. Code

84812/80712

M.B.A. DEGREE EXAMINATION, NOVEMBER 2023

First Semester

FUNDAMENTALS OF LOGISTICS

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

(2019 onwards)

Duration : 3 Hours

Maximum : 75 Marks

Part A

(10 × 2 = 20)

Answer **all** questions.

1. Define logistics role in the company organization.
2. Mention the elements of customer services.
3. Define the role of inventory in logistics.
4. What are the objectives of materials management?
5. List the different modes of transportation.
6. What is unitization?
7. List the functions of the logistics information system.
8. Define RFID.
9. What are the financial issues in logistics performance?
10. Define 3PL.

Part B

(5 × 5 = 25)

Answer **all** questions.

11. (a) 'Logistics sector enhances the nation's economy.'
Justify the statement.

Or

- (b) With suitable illustrations, explain the importance of procurement strategies in the logistics sector.

12. (a) Explain ABC and VED analysis with suitable illustrations.

Or

- (b) With suitable illustrations, explain the different features of materials handling types of equipment.

13. (a) Explain the functions, types, and site selection of warehousing operations.

Or

- (b) Discuss the importance and types of packaging for packing the materials.

14. (a) Discuss the strategic issues in the global logistics market.

Or

- (b) With suitable illustrations explain the barriers to global logistics.

15. (a) Explain the importance of the Balanced Scorecard Approach in logistics performance measurement.

Or

- (b) With suitable illustrations, explain the principles of the logistics information system.

Part C

(3 × 10 = 30)

Answer **all** questions.

16. (a) What are the various modes of transportation? Explain, in detail how would you choose the different nodes of transport?

Or

- (b) With suitable illustration, explain the benefits of technological advancement in the logistics sector.
17. (a) What is meant by a SCOR model? Explain, how it is useful in logistics performance measurement.

Or

- (b) “Materials Management is an Integral part of logistics management.” Justify this statement.
18. (a) With suitable illustrations, explain the benefits and usage of global logistics to the national economic growth.

Or

- (b) Explain the role of 1PL, 2PL, 3PL, and 4PL with suitable examples.

C-0815

Sub. Code

84831

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

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. Differentiate between bulk and tanker.
2. What is the tweendeckers in a ship?
3. Who issues safety certificate and how long it is valid?
4. What is cargo ship safety equipment certificate?
5. What is laytime and Laycan?
6. Why do cargo ships get abandoned?
7. What is the purpose of getting Certificate of origin?
8. Name a few environmental issues related to port.
9. What are porting agents?
10. What is Proforma disbursement?

Part B

(5 × 5 = 25)

Answer **all** questions.

11. (a) What is purpose of flag of convenience? Describe its advantages and disadvantages.

Or

- (b) What is Chemical Tanker? Classify its types.

12. (a) Write a short note on
(i) Maritime declaration of Health
(ii) Pratique Certificate

Or

- (b) Describe is a charter party and its types?

13. (a) What are the conditions to make a vessel ready to load or discharge cargo?

Or

- (b) What is the difference between container demurrage and detention?

14. (a) Why is a Letter of Indemnity important? Explain.

Or

- (b) State difference between prepaid and collect freight?

15. (a) Discuss specific tasks of a cargo broker or port agent.

Or

- (b) How can we reduce the risk of accidents at sea? What is the most important procedure to consider in avoiding accidents on board a ship?

Part C

(3 × 10 = 30)

Answer **all** questions.

16. (a) Explain in detail the different types of bulk carriers in ship.

Or

- (b) Write short notes on
(i) load line certificate
(ii) cargo gear certificate.
17. (a) How do you ensure ship's stability from loading port until the discharging port? Explain in detail.

Or

- (b) What are the geographical factors that affect shipping? And also justify geography is important in maritime industry?
18. (a) What is P and I club? Why is P and I insurance Important? What P and I insurance covers?

Or

- (b) What are the duties and responsibilities of the ship agent before the ship arrives to the port?
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C-0816

Sub. Code

84832

M.B.A. DEGREE EXAMINATION, NOVEMBER 2023

Third Semester

Shipping and Logistics Management

DRY CARGO CHARTERING

(2019 onwards)

Duration : 3 Hours

Maximum : 75 Marks

Part A

(10 × 2 = 20)

Answer **all** questions.

1. What are the types of dry cargo ships?
2. Define Tweendeckers.
3. What is freight market?
4. List few voyage charter party clauses.
5. Define bill of lading.
6. What is meant by lay time?
7. Define demurrage trades.
8. How insurance is claimed for cargo damages?
9. What is tramp trade?
10. What is P and I clubs?

Part B

(5 × 5 = 25)

Answer **all** questions.

11. (a) With suitable illustrations, explain cargo stowage.

Or

- (b) Discuss the importance of various tonnages.

12. (a) Explain the usage of flag of convenience.

Or

- (b) Discuss the importance and functions of Bareboat charter.

13. (a) What is dread freight? Mention its importance.

Or

- (b) Explain the function of exemptions in charter party for calculating lay time.

14. (a) Explain the functions of bill of lading.

Or

- (b) Discuss Hague rules and its function in dry port chartering.

15. (a) Discuss different form of world trade ships for cargoes.

Or

- (b) Explain the importance of trading navigation restrictions in world trade ships for cargoes.

Part C

(3 × 10 = 30)

Answer **all** questions.

16. (a) Discuss in detail about Plimsoll lines and its importance with suitable examples.

Or

- (b) Explain the importance and functions of Baltic exchange.

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

Or

- (b) Discuss different types of cargoes for various ships size wise with suitable examples.

18. (a) Discuss Voyage estimating and its importance with suitable examples.

Or

- (b) Explain in detail about the external restrictions in world trade ships for cargoes with suitable illustrations.

C-0817

Sub. Code

84833

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

Third Semester

Shipping and Logistics

BUSINESS COMMUNICATION

(2019 onwards)

Duration : 3 Hours

Maximum : 75 Marks

Part A

(10 × 2 = 20)

Answer **all** questions.

1. Define Communication.
2. Define non-verbal Communication.
3. What is Business report?
4. What is social media?
5. What is circular?
6. Define fog index.
7. What do you mean by business message?
8. What is video conferencing?
9. What is formal report?
10. What is email?

Part B

(5 × 5 = 25)

Answer **all** questions.

11. (a) Explain in detail the fundamentals of communication.

Or

- (b) Explain in detail the paradox of communication.

12. (a) Write the principles in use of audio-video in communication.

Or

- (b) Write the importance of non-verbal communication.

13. (a) Describe the layout of writing business messages.

Or

- (b) Write the significance of fog index.

14. (a) Write down the steps for preparing business report.

Or

- (b) How to write a business proposal? Explain.

15. (a) Write a note on presenting format of a report.

Or

- (b) Write the process for using visual Aid.

Part C

(3 × 10 = 30)

Answer **all** questions.

16. (a) What is the role of communication in management of business?

Or

- (b) What are the different purposes of communication? Briefly explain any five of them.

17. (a) What is meant by presentation? Explain the role of audio visual aids in presentation.

Or

(b) What do you mean by non verbal communication? Write an elaborate note on proxemics as non verbal spatial language.

18. (a) Explain the salient features of Business report.

Or

(b) Explain in detail the researching proposal in developing a statement of purpose.

C-0818

Sub. Code

84834

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

Third Semester

Shipping and Logistics Management

MANAGEMENT INFORMATION SYSTEMS

(2019 onwards)

Duration : 3 Hours

Maximum : 75 Marks

Part A

(10 × 2 = 20)

Answer **all** the questions.

1. Define MIS.
2. What are the components of Data warehousing?
3. What are the features of modern information system?
4. Why quality control is necessary in information system design?
5. Differentiate between DSS and MIS.
6. State the Role of MIS in an organization.
7. Give a Brief note on Information Reporting system.
8. List down the Limitations of Expert system.
9. What are the components of DSS.
10. What do you mean by IP Spoofing?

Part B

(5 × 5 = 25)

Answer **all** the questions.

11. (a) What are the key technology trends that raise ethical issues with suitable explanation.

Or

- (b) What are the tools used for business intelligence?

12. (a) Explain the different types of Information System.

Or

- (b) Explain the types of data mode.

13. (a) Differentiate between batch process and real time processing system.

Or

- (b) Explain the frame work for IS.

14. (a) Differentiate between MIS and Data processing.

Or

- (b) Explain various levels of Management.

15. (a) Discuss in detail about the decision support system.

Or

- (b) Explain the different components used in online Accounting system.

Part C

(3 × 10 = 30)

Answer **all** questions.

16. (a) Discuss the hardware and software requirement for e-business application with suitable diagram.

Or

- (b) Define and explain the term MIS. State its objectives.
17. (a) How decision support system is helpful in taking quality decision? What are the different types of DSS?

Or

- (b) Explain the different topology and discuss the types of network topology in details.
18. (a) What is knowledge management system and explain in details each of its types with examples?

Or

- (b) Explain EDI with its system Architecture.
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C-0819

Sub. Code

84835

M.B.A. DEGREE EXAMINATION, NOVEMBER 2023

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. What are the roles played by the HR manager?
2. What are the objectives of Human Resource Management?
3. What is job analysis?
4. What do you mean by HR forecasting?
5. What do you mean by career planning?
6. Write a short note on job rotation.
7. Write the benefits of training
8. Write a short note on incentives
9. What are the sickness benefits of an employee?
10. What is a gratuity scheme?

Part B

(5 × 5 = 25)

Answer **all** questions.

11. (a) Write a short note on the nature and scope of HRM.

Or

- (b) Explain the features of International URM.

12. (a) Discuss the uses of job description.

Or

- (b) What are the two main sources of recruitment from which employees may be recruited? Explain.

13. (a) What is need for career planning? Explain.

Or

- (b) Discuss the pitfalls in Performance appraisal.

14. (a) What are some of the major training techniques? Explain.

Or

- (b) Explain about various methods of training in detail.

15. (a) Critically analyse the features of grievance.

Or

- (b) Explain the various types of disciplinary actions.

Part C

(3 × 10 = 30)

Answer **all** questions.

16. (a) Analyse the changing role of the HR Manager in the present scenarios.

Or

- (b) What are the qualities and qualification of Human Resource Manager? Discuss.

17. (a) “If employees are properly selected there should be no need for an induction program”. Do you agree or disagree. Justify your viewpoint

Or

(b) Explain the different training methods carried out in a MNC.

18. (a) Discuss transfers and separation processes of any organisation in detail.

Or

(b) “An effective grievance handling procedure is preventive rather than curative”. Explain.

C-0820

Sub. Code

84836

M.B.A. DEGREE EXAMINATION, NOVEMBER 2023

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** the questions.

1. Define Industry Environment.
2. What is the Human Development Index?
3. What do you mean by policy initiatives investment?
4. What is broadband?
5. What is the problem with carbon emissions?
6. What are the policies instruments?
7. What is meaning of logistic macro environment?
8. How do you evaluate logistics?
9. What is social sustainability in economics?
10. Define LSP.

Part B

(5 × 5 = 25)

Answer **all** the questions.

11. (a) What are phases of economic development?

Or

- (b) Write note on PEST analysis.

12. (a) Explain the role of infrastructure in economic development in India.

Or

- (b) What are the types electromagnetic spectrum and their uses?

13. (a) What are the factors that drive globalization?

Or

- (b) Briefly explains the renewable energy.

14. (a) What are the major components of logistics?

Or

- (b) What are techno local factors pestle?

15. (a) Differentiate Economic and Social Sustainability with examples.

Or

- (b) Write note on Environment Sustainability.

Part C

(3 × 10 = 30)

Answer **all** the questions.

16. (a) Discuss about commonly assessed factors in environmental analysis.

Or

- (b) Explain about the Universal Service Obligation facility created.

17. (a) Explain about the components of sustainable development in detail.

Or

- (b) Briefly explain about an importance of logisticians in Globalization.

18. (a) Discuss about Logistics as a Strategy for Sustainable Global Development.

Or

- (b) Write detailed note on classification of services by Logistics service Providers.

C-1343

Sub. Code

84811

M.B.A. DEGREE EXAMINATION, NOVEMBER 2023

First Semester

Logistics and Shipping Management

PRINCIPLES OF MANAGEMENT

(2023 onwards)

Duration : 3 Hours

Maximum : 75 Marks

Part A

(10 × 1 = 10)

Answer **all** questions.

1. Henry Fayol, F.W. Taylor belongs to which of the following school of management?
 - (a) Neoclassical School
 - (b) Modern School
 - (c) Classical School
 - (d) Early Perspective

2. _____ involves a series of steps to be taken to accomplish desired goals.
 - (a) Values
 - (b) Techniques
 - (c) Programmes
 - (d) Actions

3. While practicing principles of management _____ cannot be neglected as business has to fulfill social and ethical responsibility towards society.
- (a) Values (b) Techniques
(c) Programmes (d) Actions
4. Derivation of Principles of Management is a matter of (i) _____ and their application is a matter of (ii) _____.
- (a) (i) art (ii) science
(b) (i) science (ii) art
(c) (i) art (ii) discipline
(d) (i) discipline (ii) science
5. “Principles help managers to take decisions while performing functions of management”
- (a) True, Principles are guidelines to take actions
(b) False, Functions of management are not related with Principles of Management
(c) Partly True, Principles denotes cause and effect relationship which may help functions
(d) False, Functions of management are just actions
6. Which of following statement justifies understanding of Principles of Management helps in taking scientific decisions?
- (a) Adherence to these principles and add to knowledge and understanding of managerial situations
(b) Principles emphasis logic rather than blind faith
(c) Principles of management are at the core of the management theory
(d) Principles are guidelines that can be modified as per the changing environment

7. In the words of _____, “ _____ means knowing exactly what you want men to do and seeing that they do it in the best and cheapest way”. Find the above blank with right option.
- (a) Henry Fayol, Management
 - (b) W. Taylor, Scientific Management
 - (c) Haraold Koontz, Administrative Management
 - (d) W. Taylor Management
8. As per Cooperation. Not individualism principle of management, Competition should be replaced with _____.
- (a) Coordination
 - (b) Cooperation
 - (c) Management
 - (d) Harmony
9. _____ among the following was the first to identify four functions of management.
- (a) Henry Fayol
 - (b) W. Taylor
 - (c) Max Weber
 - (d) Harold Koontz
10. How are principles of management are formed?
- (a) By rule of Thumb
 - (b) By observation and experimentation
 - (c) By experiences of customers
 - (d) By experiments in Science laboratory

Part B

(5 × 5 = 25)

Answer **all** the questions.

11. (a) Explain the characteristics of Management.

Or

- (b) Discuss the functions of Management.

12. (a) Explain the ethics of managers.

Or

- (b) What are the principles of Planning?

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

Or

- (b) Discuss about the Delegation of Authority.

14. (a) Write the importance of Motivation.

Or

- (b) Discuss about the principles of Leader.

15. (a) Explain the characteristics of an effective control system.

Or

- (b) Write about the elements of control.

Part C

(5 × 8 = 40)

Answer **all** the questions.

16. (a) Describe about the Henry Fayol's principles of Management.

Or

- (b) Discuss the evolution of Management contribution of management thinkers.

17. (a) Discuss about the commandments of corporate social responsibilities.

Or

- (b) Discuss about the steps involved in planning process.

18. (a) Differentiate between formal and informal organization.

Or

- (b) Discuss about the steps involved in selection process.

19. (a) Examine the concept of transformational leadership and its impact on Organizational success.

Or

- (b) Discuss about the theories of motivation.

20. (a) Discuss the key functions of a controller in a management context.

Or

- (b) Explain the concept of International Management.
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C-1344

Sub. Code

84812

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

First Semester

Logistics and Shipping Management

FUNDAMENTALS OF LOGISTICS

(2023 onwards)

Duration : 3 Hours

Maximum : 75 Marks

SECTION A

(10 × 1 = 10)

Answer **all** questions.

1. Logistics grew from the _____ function of supplying troops in the field.
(a) Air Force (b) Military
(c) Commerce (d) Distribution
2. The logistics is derived from the _____ word.
(a) Greek (b) Latin
(c) Spanish (d) American
3. The word 'Logistikos' means skilled in _____
(a) Transportation (b) Documentation
(c) Calculation (d) Warehousing
4. The goal of logistics is _____
(a) To achieve a target level of customer service at lowest possible cost
(b) To achieve a targeted level of customer service
(c) Increase in the market share
(d) All of the above

5. In the product life cycle, the emphasis in marketing mix during introduction stage is _____
- (a) Distribution (b) Promotion
(c) Price (d) Cost reduction
6. In the product life cycle, the emphasis in marketing mix during decline stage is
- (a) Distribution (b) Promotion
(c) Price (d) Cost reduction
7. The concept of logistics has been systematically divided into _____
- (a) 2 phases (b) 3 phases
(c) 4 phases (d) 5 phases
8. Form utility is created by _____
- (a) Operation function
(b) Logistics function
(c) Procurement function
(d) Distribution function
9. The strategic component of logistical mission _____
- (a) Reflect the vision of top management
(b) Deal with basic services required for delivering of goods
(c) Refers to the value-added services offered
(d) Reflects the ability of firm to exploit market
10. In bound and out bound logistics is _____ in the generic value chain of logistics.
- (a) A support activity
(b) A primary activity
(c) Not an activity
(d) The only activity

Section B

(5 × 5 = 25)

Answer **all** the questions.

11. (a) Define Logistics. Write the objectives of logistics.

Or

- (b) Explain the core elements of excellent customer service.

12. (a) Explain the role of inventory in the supply chain.

Or

- (b) Discuss the different types of inventory and write its importance in manufacturing.

13. (a) Explain the primary functions of warehouse in the supply chain.

Or

- (b) Explain the role of packaging in protecting products during transportation and Storage.

14. (a) Discuss the challenges of managing global supply chain risks.

Or

- (b) Explain the strategic issues that impact global logistics.

15. (a) Compare and Contrast Centralized and Decentralized logistics structures.

Or

- (b) Explain the need of integration in the global logistics and trade compliance.

Section C

(5 × 8 = 40)

Answer **all** the questions.

16. (a) Discuss the merits and demerits of Logistics outsourcing.

Or

- (b) Examine the various phases in the customer service process and their Significance in building customer relationships.

17. (a) Discuss the fundamental materials used in material handling and Write about the LASH in Maritime Logistics.

Or

- (b) Explain the need for Inventory Management in the context of the supply chain.

18. (a) Discuss the factors that influence transport economics and how do they impact the cost structure of transportation services?

Or

- (b) Discuss the various functions of packaging in the modern supply chain and Consumer markets.

19. (a) Explain the core principles of a Logistics Information System (LIS). What are the key components of LIS?

Or

- (b) Discuss the modes of transportation used in global logistics and their significance in international trade.

20. (a) Explain the financial issues that impact logistics performance in the supply chain.

Or

- (b) Discuss the concept of activity centers in integrated logistics and the significant role played by 3PL and 4PL.

C-1345

Sub. Code

84813

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

First Semester

Logistics and Shipping

INTRODUCTION TO SHIPPING

(2023 onwards)

Duration : 3 Hours

Maximum : 75 Marks

Part A

(10 × 1 = 10)

Answer **all** questions.

1. _____ is the best option for time sensitive cargo.
(a) Airfreight (b) Maritime transport
(c) Road transport (d) None of the above
2. LASH also known as _____.
(a) RORO (b) SD 14
(c) Kangaroo ship (d) None of these
3. _____ advices ship owner on various port details
(a) Ship agent (b) Stevedores
(c) Freight forwarder (d) Captain
4. _____ is a planned space for the storage and handling of goods and material
(a) Depot (b) Warehouse
(c) Storage place (d) Container

5. _____ transportation is used by oil sector companies for mass movement of petroleum products including gases.
- (a) Truck (b) Pipeline
(c) Rail (d) Road
6. Multiple carriers during a single journey is known as
- (a) Multimodal transportation
(b) Intermodal transportation
(c) Single transportation
(d) Long transportation
7. Maritime transport is under the ministry of _____.
- (a) Shipping (b) Road transport
(c) Water transport (d) None of these
8. The 12 major Indian ports, which are managed by _____.
- (a) Port trust of India (b) Private companies
(c) MTO (d) None of these
9. Ennore port is an example for _____.
- (a) Land lord port model
(b) Govt. port
(c) Pvt. Port
(d) Central port
10. _____ Companies need a larger organization than tramp companies.
- (a) Liners (b) Containers
(c) Ships (d) Aircrafts

Part B

(5× 5 = 25)

Answer **all** questions.

11. (a) Discuss the various participants involved in the shipping market.

Or

- (b) Explain the importance of ship registration in the shipping industry.

12. (a) What are cargo gears? Why are they essential for certain types of cargo ships?

Or

- (b) Discuss the importance of chartering market in the shipping industry.

13. (a) Discuss the significant impact of containerization on global trade and shipping.

Or

- (b) What factors are typically negotiated in charter parties for liners?

14. (a) Discuss the impact of International regulation on Shipping Operations.

Or

- (b) Explain the concept maritime geography and its significance in global trade.

15. (a) What is the significance of the law of carriage in International trade and shipping?

Or

- (b) Explain the concept of the Breach of warranty of authority in contract law.

Part C

(5 × 8 = 40)

Answer **all** questions.

16. (a) Discuss the historical evolution of sea transport and its impact on global shipping.

Or

- (b) Explain the factors that influence the supply of ships in the maritime industry.

17. (a) Discuss the advancements in ship design and technology impact the efficiency and capabilities of modern vessels.

Or

- (b) Explain the role of charter parties in regulating the relationship between ship owners and charters in shipping contracts.

18. (a) Describe the historical development of tankers and their significance in the transportation of liquid cargo.

Or

- (b) What is Bill of Lading? Write the components involved in Bill of Lading.

19. (a) Describe the role and significance of the Institute of chartered ship brokers in the maritime industry.

Or

- (b) Explain the relationship between the geography of trade and the selection of ports for cargo loading and unloading in International trade.

20. (a) Explain the key steps involved in the process of buying and selling ships.

Or

- (b) Define Breach of Contract. Discuss when a breach of contract occurs.

C-1346

Sub. Code

84815A

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

First Semester

Logistics and Shipping Management

FINANCIAL MANAGEMENT

(2023 onwards)

Duration : 3 Hours

Maximum : 75 Marks

Part A

(10 × 1 = 10)

Answer **all** questions.

1. When was the term Management Accounting coined?
 - (a) 1970
 - (b) 1950
 - (c) 1940
 - (d) 1931

2. Which of the following is not a management accounting tool?
 - (a) Cash flow statement
 - (b) Fund flow statement
 - (c) Ratio analysis
 - (d) Process costing

3. Bookkeeping mainly consists of _____ part of the accounting process.
 - (a) Auditing the books of accounts
 - (b) Recording financial information
 - (c) Preparing financial statements
 - (d) Analyzing

4. Profit and loss account shows the _____.
- (a) Profit earned or loss suffered by the business
 - (b) Total capital employed
 - (c) Profit and loss through the sale of assets
 - (d) None of the above
5. Interpreting of the account is
- (a) Art and science of the translating the figure
 - (b) To know the financial strength and weakness of the business
 - (c) To know the cause for the prevailing performance of the business
 - (d) All of the above
6. Working capital is also known as _____ capital.
- (a) Current asset (b) Operating
 - (c) Projecting (d) Operation capital
7. Which one of the following is not financial account?
- (a) Cash budget
 - (b) Capital budget
 - (c) Budgeted and find flow statement
 - (d) Sales budget
8. In the cash flow statement if the company invests more in fixed assets and short term financial investments, it would result to:
- (a) Decreased cash (b) Increased cash
 - (c) Increased equity (d) Increased liability

9. Depreciation amount charged on a machinery will be debited to:
- (a) Repair account
 - (b) Cash account
 - (c) Depreciation account
 - (d) Machinery account
10. Long-term financing is generally required for the acquisition of _____.
- (a) Current assets (b) Fixed assets
 - (c) Fictitious asset (d) All of the above

Part B

(5 × 5 = 25)

Answer **all** questions.

11. (a) Explain the term financial management.
- Or
- (b) Explain the role of accounting in business.
12. (a) Write a short notes on Purchase day book.
- Or
- (b) Explain the steps in preparation of final account.
13. (a) How to interpretation of Final Accounts of a business?

Or

- (b) From the information below, prepare a cash budget for a company for June 2019 in a columnar form.

Month	Sales	Purchase	Wages	Exp
January	80,000	45,000	20,000	5,000
February	80,000	40,000	18,000	6,000
March	75,000	42,000	22,000	6,000
April	90,000	50,000	24,000	6,000
May	85,000	45,000	20,000	6,000
June	80,000	35,000	18,000	5,000

You are the further information:

- (i) 10% of purchases and 20% of sales are for cash.
 - (ii) The average collection period of the company is half a month and credit purchase are paid off regularly after one month.
 - (iii) Wages are paid half monthly and the rent of Rs. 500, Excluded in expense, is paid monthly.
 - (iv) Cash and bank balance on April 1 was Rs. 15,000 and the company aims to keep it below this figure at the end of every month. The excess cash is placed in Fixed Deposits.
14. (a) Explain the Objectives of budgeting.

Or

- (b) From the summarized cash book of ABC Ltd. shown below, calculate net cash flow from operation activities.

ABC Ltd Summarized cash book

Particular	Rs.	Particular	Rs.
To Balance B/D	1,50,000	By Payment of bank loan	4,50,000
To sales of machinery	13,50,000	By Purchase of machinery	12,00,000
To Receipts from debtors	90,00,000	By payment to creditors	78,00,000
To issue of Shares	30,00,000	By dividends	3,00,000
		By wages and salaries	6,00,000
		By Rent, Tax and Rates	3,00,000
		By Income Tax	1,50,000
		By Balance C/D	27,00,000

15. (a) Explain the Rules of calculate Internal Rate of return.

Or

- (b) Write the types of short term loan.

Part C

(5 × 8 = 40)

Answer **all** questions.

16. (a) What are the difference between financial management and Accounting?

Or

- (b) Explain the objectives of financial management.

17. (a) Prepare sales book and Purchases book of M/s Deena dayal from the following transactions.

2016

- June 7 Purchased from Arora & Co., Nai Sank
 10 Chairs @ Rs. 200 each
 1 Table for Rs. 600
 Trade discount 10%
- June 10 Sold to Sudha Furniture Co., Agra
 2 Almirahs @ Rs. 2,000 each
 Less : 15%
- June 12 Sold to Meera Mart for cash
 10 Tables @ Rs. 1,000 each
- June 15 Purchased from Hira Lal & Sons for cash
 15 Chairs @ Rs. 350 each
- June 16 Purchased from Fateh Chand & Co., Delhi
 5 Chairs @ Rs. 180 each
- June 25 Sold to Ravi Sharma, Delhi
 2 Dining Tables @ Rs. 6,000 each
 Less: 10%

Or

- (b) Prepare trading account from the following ledger balances presented by P. Sen as on 31st March, 2016.

Particular	Rs.	Particular	Rs.
Stock (1/4/15)	10,000	Sales	3,00,000
Purchase	1,60,000	Return inwards	16,000
Wages	30,000	Return outwards	10,000
Carriage inwards	10,000	Gas and fuel	8,000
Freight inwards	8,000		

Additional information:

- (i) Stock on 31st March, 2016 Rs. 20,000.
- (ii) Outstanding wages amounted to Rs. 4,000.
- (iii) Gas and fuel was paid in advance for Rs. 1,000.

18. (a) Explain the types of Ratio.

Or

(b) Calculate the amount of working capital.

Raw materials (needed) 10,000

Store value 16,000

Average credit givers:

Local sales 2 weeks credit 1,56,000

Outside sales 6 weeks credit 6,24,000

Time lag payment:

For purchase (4 weeks) 1,92,000

For wages (2 weeks) 5,20,000

Contingencies allowed 15%.

19. (a) How to prepare the Budget? Explain.

Or

(b) Explain the Objectives of master budget.

20. (a) Explain the methods of depreciation.

Or

(b) An investor made an investment of \$500 and got \$570 next year. Calculate the internal rate of return on the investment.

C-1347

Sub. Code

84815B

M.B.A. DEGREE EXAMINATION, NOVEMBER 2023

First Semester

Logistics and Shipping Management

ORGANIZATIONAL BEHAVIOUR

(2023 onwards)

Duration : 3 Hours

Maximum : 75 Marks

Part A

(10 × 1 = 10)

Answer **all** questions.

1. Organization structure primarily refers to
 - (a) how activities are coordinated and controlled
 - (b) how resources are allocated
 - (c) the location of departments and office space
 - (d) the policy statements developed by the firm
2. The purpose of job enrichment is to
 - (a) expand the number of tasks an individual can do
 - (b) increase job efficiency
 - (c) increase job effectiveness
 - (d) increase job satisfaction of middle management
3. Strategic planning as a broad concept consists of
 - (a) corporate strategy and business strategy
 - (b) strategy formulation and strategy implementation
 - (c) inputs and outputs
 - (d) environmental analysis and internal analysis

4. According to Herzberg, which of the following is a maintenance factor?
 - (a) Salary
 - (b) Work itself
 - (c) Responsibility
 - (d) Recognition
5. A major problem with a task force type of management is
 - (a) there is no logical basis for task force information
 - (b) its status is too inflexible
 - (c) accountability
 - (d) lack of planning
6. Individuals such as Albert Einstein, Edwin Land and Steven Jobs lead through which type of power?
 - (a) Legitimate
 - (b) Reward
 - (c) Expert
 - (d) Charismatic
7. Communication begins with
 - (a) encoding
 - (b) idea origination
 - (c) decoding
 - (d) channel selection
8. Functional managers are responsible
 - (a) for a single area of activity
 - (b) to the upper level of management and staff
 - (c) for complex organizational sub-units
 - (d) for obtaining copyrights and patents for newly developed processes and equipment
9. Policies are sometimes defined as a(n)
 - (a) shortcut for thinking
 - (b) action plan
 - (c) substitute for strategy
 - (d) substitute for management authority

10. The problem-solving process begins with
- (a) clarification of the situation
 - (b) establishment of alternatives
 - (c) identification of the difficulty
 - (d) isolation of the cause

Part B

(5 × 5 = 25)

Answer **all** the questions.

11. (a) Discuss the elements of Organizational Behavior.

Or

- (b) Describe the foundations of Individual Behavior.

12. (a) Discuss the different classification of groups.

Or

- (b) Explain the barriers in Communication process.

13. (a) Explain the characteristics of Leadership.

Or

- (b) Discuss the importance of effective conflict management in Organizations.

14. (a) Discuss the effective coping strategies for managing stress in the workplace.

Or

- (b) Discuss the role of self-monitoring in Organizations.

15. (a) Explain the nature of organizational effectiveness.

Or

- (b) Discuss the impact of organizational trends in International Business.

Part C

(5 × 8 = 40)

Answer **all** questions.

16. (a) Describe the nature and scope of Organizational Behavior.

Or

- (b) Describe prominent theories and personality factors and the role in Organizational Behavior.

17. (a) Discuss the role of Group Behavior and dynamics in the Organizations.

Or

- (b) Define the process of communication within groups and organizations.

18. (a) Define Leadership. Discuss the importance of leadership in Organization success.

Or

- (b) Explore the factors that influencing conflict in the workplace.

19. (a) How does work related stress impact employee's productivity and overall Job satisfaction?

Or

- (b) Describe the elements of Organizational culture and how they contribute to an organization's identity and values.

20. (a) Examine the current trends in Organizational Behavior in the context of International Business.

Or

- (b) Explore the concept of cultural stock motivation and how it varies across different cultures.

C-1348

Sub. Code

84815C

M.B.A. DEGREE EXAMINATION, NOVEMBER 2023

First Semester

Logistics and Shipping Management

BUSINESS COMMUNICATION

(2023 onwards)

Duration : 3 Hours

Maximum : 75 Marks

Part A

(10 × 1 = 10)

Answer **all** questions.

1. The term “communis” derived from ————— word.
(a) Greek (b) Latin
(c) Chinese (d) English
2. Communication means ————— information, feeling and thoughts, with others.
(a) To receive (b) Exchange of
(c) Conveying (d) All the above
3. Grapevine communication is associated with ————— communication.
(a) Formal (b) Informal
(c) Horizontal (d) Vertical

4. Audio Visual communication Combines
 - (a) Auditory only
 - (b) Visual only
 - (c) Both auditory and visual
 - (d) Written

5. Communication problems otherwise known as
 - (a) Enquire (b) Barriers
 - (c) Encoding (d) Decoding

6. Informal communication is otherwise known as _____ communication.
 - (a) Grapevine (b) Lateral
 - (c) Visual (d) Horizontal

7. Which of the following combination is/are examples of written communication?
 - (a) Letters and voicemail
 - (b) Reports and email
 - (c) Circulars and voicemail
 - (d) All the above

8. Orders and directives are the example of
 - (a) Downward communication
 - (b) Upward communication
 - (c) Diagonal communication
 - (d) Horizontal communication

9. Functional coordination is one important reason for communicating with
 - (a) Superiors (b) Peers
 - (c) Subordinates (d) Employees' unions

10. Communication with superiors involves
 - (a) Directions (b) Orders
 - (c) Complaints (d) Instructions

Part B

(5 × 5 = 25)

Answer **all** questions.

11. (a) Explain the fundamentals of Communication in business.

Or

- (b) What are the basic components of the Communication Process?

12. (a) Write the components of Non-verbal Communication.

Or

- (b) Discuss the functions of Business Communication.

13. (a) Write the key ingredient in composing a Business Messages.

Or

- (b) Explain how simple revision can enhance the messages clarity and impact.

14. (a) What are the elements are included in a Business report?

Or

- (b) Explain the Structure of Business proposals.

15. (a) What types of Visual aids are most suitable for conveying statistical data in a Business presentation?

Or

- (b) Explain the process of concluding the business report.

Part C

(5 × 8 = 40)

Answer **all** questions.

16. (a) What do you mean by Business Communication?
Explain its objectives and Importance.

Or

- (b) Discuss the Paradox of Communication.

17. (a) Explain the importance of effective communication
in teams.

Or

- (b) Describe the key areas of Business Communication.

18. (a) Explain the process of writing a Business messages.

Or

- (b) Write the factors are to be concentrate in writing
Business messages.

19. (a) Explain the procedure for preparing a Business
reports.

Or

- (b) Define Business report. What and how to conclude
the Business report.

20. (a) Explain how to develop and prepare a business
report.

Or

- (b) Describe the various types of visual aids used in
Business report.