

C-2109

Sub. Code

84841

M.B.A. DEGREE EXAMINATION, APRIL 2024.

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. What is arbitration?
2. What is formation of contract?
3. Define duty of care.
4. What is ratification?
5. What is private and common carriers?
6. Define non-vessel operating carriers.
7. Define general average.
8. What is Bill of lading?
9. Define Hague.
10. Explain the Hamburg rules.

Part B

(5 × 5 = 25)

Answer **all** questions.

11. (a) Write a brief note on conventions act 1911.

Or

- (b) Discuss the remedies for breach of contract.

12. (a) Explain the breach of duty of care.

Or

- (b) Discuss the relationship between agent and principal.

13. (a) Describe the law relating to carriage of goods by sea.

Or

- (b) Write a note on charter parties voyage.

14. (a) Give short note on charterparties.

Or

- (b) Briefly discuss on Mate's receipt.

15. (a) Discuss the applications of Hague.

Or

- (b) What is visby rules?

Part C

(3 × 10 = 30)

Answer **all** questions.

16. (a) Discuss the principles of English law. Explain its sources and types.

Or

- (b) Explain the following terms:

- (i) Privity of contract
- (ii) Remoteness of damage
- (iii) Promissory estoppel.

17. (a) Describe the remedies in Tort – vicarious liability defamation.

Or

- (b) Explain the contracts of affreightment.

18. (a) Write short note on freight, liens and laytime.

Or

- (b) Write an on assignment of contract of carriage.

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84842

M.B.A. DEGREE EXAMINATION, APRIL 2024.

Fourth Semester

Shipping and Logistics Management

**MULTIMODAL TRANSPORTATION ORGANIZATION
MANAGEMENT**

(2019 onwards)

Duration : 3 Hours

Maximum : 75 Marks

Part A

(10 × 2 = 20)

Answer **all** questions.

1. What is intermodal relationships?
2. State the objectives of Logistics.
3. What is transportation?
4. What are the different types of freight rates?
5. How fleet size is determined?
6. Write any two benefits of just-in-time delivery.
7. What is the bill of lading?
8. What are liabilities in insurance?
9. What are statutory regulations?
10. What is the main purpose of IATA?

Part B

(5 × 5 = 25)

Answer **all** questions.

11. (a) Examine the features of multimodal transport system.

Or

- (b) What is the need for route management in transportation?

12. (a) Examine the need for inventory management.

Or

- (b) How information technology is playing important role in multimodal transport?

13. (a) Describe different Types of container lease agreements.

Or

- (b) Differentiate between owning and leasing in multimodal transportation.

14. (a) What is bill of lading and explain its function?

Or

- (b) Explain the need for customs conventions in logistics.

15. (a) What is free trade agreement? List out its benefits.

Or

- (b) What are the main function of ISPS code in shipping industry?

Part C

(3 × 10 = 30)

Answer **all** questions.

16. (a) What is logistics? Explain the functions of logistics with the help of examples.

Or

- (b) Describe the intermodal relationships in multimodal transport system.

17. (a) Discuss Economic order quantity model in supply chain inventory management.

Or

- (b) Explain ABC analysis in supply chain inventory management.

18. (a) Explain Liability in multimodal transportation in detail.

Or

- (b) Discuss the advantages and disadvantages of free trade in logistics.

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84843

M.B.A. DEGREE EXAMINATION, APRIL 2024

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. Define Automation.
2. What is operation Management?
3. What are the essential functions and responsibility of operation Management?
4. Define Job Design.
5. Write short note on PPC.
6. What is Forecasting?
7. Write short note on Aggregate.
8. What is planning?
9. Write short note on production.
10. What is line Balancing?

Part B

(5 × 5 = 25)

Answer **all** questions.

11. (a) Describe the system approach in detail.

Or

- (b) Briefly Explain the OM concepts of costing.

12. (a) Enumerate the Benefits of job design.

Or

- (b) Briefly explain the objectives of work study.

13. (a) Describe the Aggregate Production Planning.

Or

- (b) Briefly explain the weighted moving Averages.

14. (a) Enumerate the Purpose of aggregate Planning.

Or

- (b) Describe the dimensions of Aggregation in detail.

15. (a) Briefly explain the Production flow control.

Or

- (b) Briefly explain the Production line in detail.

Part C

(3 × 10 = 30)

Answer **all** questions.

16. (a) Discuss the historical development of OM and JIT in detail.

Or

- (b) Explain the Finance and accountancy in OM.

17. (a) Explain the Methods of study Application in detail.

Or

- (b) Describe the Linear Regression Analysis.

18. (a) Explain the simple Moving Averages in detail.

Or

- (b) Describe the steps in line balancing Procedure in detail.

C-2112

Sub. Code

84844

M.B.A. DEGREE EXAMINATION, APRIL 2024

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 salvage association?
2. What is brokerage?
3. What is representation?
4. What is marine insurance policy?
5. What is letter of subrogation?
6. What is Salvage charges?
7. What is floating policy?
8. What is long term cargo contract?
9. What is transit clause?
10. What is general average clause?

Part B

(5 × 5 = 25)

Answer **all** questions.

11. (a) Briefly explain about scope of marine hull insurance.

Or

- (b) Discuss about principle of cargo interest.

12. (a) Explain about features of marine policies.

Or

- (b) Discuss in detail about statutory exclusions.

13. (a) Briefly discuss about salvage and salvage charges.

Or

- (b) Discuss about the partial loss of ship.

14. (a) Explain about cargo insurance.

Or

- (b) Explain about general average clauses.

15. (a) Briefly discuss about benefits of change of voyage.

Or

- (b) Discuss about cargo clauses.

Part C

(3 × 10 = 30)

Answer **all** questions.

16. (a) Discuss in detail about contract on sale.

Or

- (b) Explain about types of marine policies.

17. (a) Discuss about the contributory value of average disbursement.

Or

(b) Discuss in detail about long term cargo contract.

18. (a) Briefly explain about time clauses principle insuring condition.

Or

(b) Discuss in detail about principles of marine insurance.

C-2620

Sub. Code

84811

M.B.A. DEGREE EXAMINATION, APRIL 2024

First Semester

Shipping and Logistics Management

PRINCIPLES OF MANAGEMENT

(2023 onwards)

Duration : 3 Hours

Maximum : 75 Marks

Section A

(10 × 1 = 10)

Answer **all** questions.

1. Which of the following is not a principles by Henry Fayol?
(a) Division of work (b) Harmony not discord
(c) Discipline (d) Unity of Command
2. Management should find the one best way to perform a task. Which technique of management states that?
(a) Time study (b) Motion study
(c) Fatigue study (d) Method study
3. The top management works on
(a) Strategic Plan (b) Corporate Plan
(c) Budgeting (d) Both (a) and (b)
4. The first step in the planning process is to
(a) Set an objective
(b) Evaluate alternatives
(c) Determine strength and weaknesses
(d) None of above

5. MBO offers the basis for assessing the _____
(a) Operations (b) Performance
(c) Equality (d) None of these
6. Organisational decisions are made by _____
(a) Directors
(b) Managers
(c) Managing directors
(d) None of these
7. Policies are flexible where as procedure are _____
(a) Specific (b) Detailed
(c) Rigid (d) All
8. _____ is described as interpretative planning.
(a) Procedure (b) Strategy
(c) Policies (d) None of the above
9. The obstruction in communication caused due to differences in individual's interpretation of words and symbols, is known as _____
(a) psychological barrier
(b) social barrier
(c) organizational barrier
(d) semantic barrier
10. Effective direction does not depend on the
(a) forces at the subordinate level
(b) communication process
(c) deployment of human resources
(d) ability of the manager

Section B

(5 × 5 = 25)

Answer **all** the questions.

11. (a) Discuss about the concepts of Management by Objectives.

Or

- (b) Discuss the different approaches to management found in the 'Management Theory Jungle'.

12. (a) What is planning? Explain the importance of Planning.

Or

- (b) Explain the key objectives of a social audit.

13. (a) Differentiate between Centralization and Decentralization.

Or

- (b) Explain the difference between line and staff functions within an organizational structure.

14. (a) Discuss the advantages of applying leadership theories in organization.

Or

- (b) Write about the leadership styles.

15. (a) Discuss the essentials of good control system.

Or

- (b) Explain the importance of controlling in management.

Section C

(5 × 8 = 40)

Answer **all** the questions

16. (a) Briefly explain the theories of management.

Or

(b) Discuss the 14 principles of management.

17. (a) Define Planning. Explain the advantages and disadvantages of Planning.

Or

(b) Discuss the Social and Ethical responsibilities of management.

18. (a) Explain the principles of Formal and Informal organization.

Or

(b) What is Decision-making? Discuss the methods of Decision-making.

19. (a) Examine the theories of leadership and their impact on leadership practices in Organizations.

Or

(b) Discuss how the motivation influence the behaviour and performance of Leaders and Managers in group.

20. (a) Discuss the techniques involved in the functions of controlling.

Or

(b) Describe the role of Global manager in International Management.

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Sub. Code

84812

M.B.A. DEGREE EXAMINATION, APRIL 2024

First Semester

Shipping and Logistics Management

FUNDAMENTALS OF LOGISTICS

(2023 onwards)

Duration : 3 Hours

Maximum : 75 Marks

Section A

(10 × 1 = 10)

Answer **all** questions.

1. Which of the following is not a component of 4PL?
 - (a) Control Room (Intelligence)
 - (b) Resource Providers
 - (c) Information
 - (d) Recycling
2. Logistics management is an _____ part of the business and its success
 - (a) minimal
 - (b) integral
 - (c) unrelated
 - (d) None of the above
3. _____ is the provision of service to customers before, during and after a purchase.
 - (a) Customer Service
 - (b) Product Management
 - (c) Purchase management
 - (d) None of the above

4. Buying according to the requirements is called _____
- (a) Seasonal Buying
 - (b) Hand to mouth buying
 - (c) Scheduled Buying
 - (d) Tender Buying
5. OBO stands for _____ carriers
- (a) Ore Bulk Oil (b) On Bulk Order
 - (c) Over Bulk Order (d) Ore Bulk Order
6. _____ is not an activity in the generic value chain of logistics.
- (a) Supply chain Management
 - (b) Human Resource Management
 - (c) Operations
 - (d) Marketing and sales
7. VLCC stands for _____
- (a) Very large closed container
 - (b) Very large closed carrier
 - (c) Very large crude carrier
 - (d) Very large crude container
8. The document that is used for the MTO is _____
- (a) ARE (b) GR
 - (c) CTD (d) Bill of lading
9. Materials Management has an important role in _____ management.
- (a) Production (b) Supply chain
 - (c) Operations (d) All of the above

10. _____ is the capability of manufacturing to produce goods and services.
- (a) Control (b) Priority
(c) Capacity (d) Planning

Section B (5 × 5 = 25)

Answer **all** the questions.

11. (a) Explain the functions of Logistics in Supply Chain Management.

Or

- (b) Discuss the critical issues in Logistics outsourcing.

12. (a) Discuss the primary functions of Inventory in Supply Chain.

Or

- (b) Explain the key concepts of Inventory Planning models.

13. (a) Examine the role of Packaging materials in ensuring product safety and quality.

Or

- (b) Discuss the environmental impact of Containerization in global shipping.

14. (a) Discuss the major barriers that companies face in global logistics.

Or

- (b) Explain the key components of a strategic Logistics plan.

15. (a) Discuss the advantages of Centralized Logistics structure.

Or

- (b) Explain the key steps involved in implementing ABC costing in an organization.

Section C

(5 × 8 = 40)

Answer **all** the questions.

16. (a) Define Customer Service. Discuss the elements of Customer Services.

Or

- (b) Explain the advantages and disadvantages of Logistics Outsourcing.

17. (a) Explain the need for Inventory Control in Inventory Management.

Or

- (b) Discuss the strategies and techniques for improving Inventory Management in Material Management.

18. (a) Discuss the role of Documentation in transport decision-making and Warehousing.

Or

- (b) Examine the factors affecting the choice of packaging materials.

19. (a) Examine the influence of Technology trends in Global Logistics.

Or

- (b) Discuss the components required for an effective Logistics strategy.

20. (a) Explain the factors that impact on effective Logistics Performance.

Or

- (b) Discuss the functions and role of 3PL and 4PL.

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84813

M.B.A. DEGREE EXAMINATION, APRIL 2024.

First Semester

Shipping and Logistics Management

INTRODUCTION TO SHIPPING

(2023 onwards)

Duration : 3 Hours

Maximum : 75 Marks

Section A

(10 × 1 = 10)

Answer **all** questions.

1. The port that handles coal traffic is _____.
(a) Cochin (b) Kandla
(c) Mangalore (d) Tuticorin
2. The port which was formerly called Nhava Sheva is _____.
(a) New mangalore (b) Cochin
(c) JNPT (d) Tuticorin
3. Container vessels were formerly called _____.
(a) Trucks (b) Vanships
(c) Ships (d) None of these
4. Insulated container is an example of _____.
(a) Steel container (b) Thermal container
(c) Iron container (d) Bulk container

5. Container which has base only _____.
- (a) Bulk container
 - (b) Flat container
 - (c) Thermal container
 - (d) None of these
6. Location of ICDs is regulated by _____.
- (a) Ministry of commerce
 - (b) Ministry of railways
 - (c) Ministry of transportation
 - (d) Ministry of health
7. ICD stands for _____.
- (a) International container depot
 - (b) Intermodal container depot
 - (c) Inland container depot
 - (d) Inter container depot
8. Conference system is an association of _____.
- (a) Tramps (b) Liners
 - (c) Tankers (d) Containers
9. _____ is a modern tramp vessel designed to convey bulk cargoes.
- (a) SD14 (b) RORO
 - (c) OBO (d) None of these
10. Vessels designed to carry cars _____.
- (a) SD14 (b) RORO
 - (c) PANAMAX (d) OBO

Section B

(5 × 5 = 25)

Answer **all** the questions.

11. (a) What are the reasons that make sea transport as preferred mode for International trade?

Or

- (b) Explain the significance of the ship classification.

12. (a) What is the purpose of ship registration? Explain.

Or

- (b) Discuss the role of specialized vessels in modern maritime activities.

13. (a) Explain the importance of safety measures in the development of tanker technology.

Or

- (b) What is liner document? Why it is important in the shipping industry?

14. (a) Discuss the significance of Ship Management.

Or

- (b) Explain the role of oceans in transportation of goods in International trade.

15. (a) What is the purpose of accounting in business and organization?

Or

- (b) Discuss the remedies for Breach of Contract.

Section C

(5 × 8 = 40)

Answer **all** the questions.

16. (a) Describe the advantages and disadvantages of using ships as a primary mode of transportation.

Or

- (b) Explain the concept of ship registration and write its significance in the maritime industry.

17. (a) Explain the different types of ships and write their roles in the sea transport.

Or

- (b) What is chartering? How does it differ between charter parties for different types of vessels?

18. (a) What is meant by Tanker? Explain the types of Tankers.

Or

- (b) Define Bill of Lading. Discuss the terms and conditions involved in Bill of Lading.

19. (a) Explain the process involved in Purchase and Sale of Ships.

Or

- (b) Discuss the technological innovation affected the Geography of trade.

20. (a) Explain the significance of cash flow management and write how it impact a Financial health and sustainability.

Or

- (b) Describe the potential consequences for a party that breaches the warranty of authority in a Business agreement.

C-2623

Sub. Code

84815

M.B.A. DEGREE EXAMINATION, APRIL 2024

First Semester

Shipping and Logistics Management

FINANCIAL MANAGEMENT

(2023 onwards)

Duration : 3 Hours

Maximum : 75 Marks

Section A

(10 × 1 = 10)

Answer **all** questions.

1. Investment can be defined as
 - (a) Person's dedication to purchasing a house or flat
 - (b) Use of capital on assets to receive returns
 - (c) Usage of money on a production process of products and services
 - (d) Net additions made to the nation's capital stocks
2. The concept of Financial management is
 - (a) Profit maximization
 - (b) All features of obtaining and using financial resources for company operations
 - (c) Organization of funds
 - (d) Effective Management of every company

3. What is the primary goal of financial management?
 - (a) To minimize the risk
 - (b) To maximize the owner's wealth
 - (c) To maximize the return
 - (d) To raise profit
4. GST is a consumption of goods and service tax based on.
 - (a) Development (b) Dividend
 - (c) Duration (d) Destination
5. The finance manager is accountable for.
 - (a) Earning capital assets of the company
 - (b) Effective management of a fund
 - (c) Arrangement of financial resources
 - (d) Proper utilization of funds
6. The market value of the shares is decided by
 - (a) The investment market
 - (b) The government
 - (c) Shareholders
 - (d) The respective companies
7. The capital budget is associated with.
 - (a) Long terms and short terms assets
 - (b) Fixed assets
 - (c) Long terms assets
 - (d) Short term assets

8. CAPM stands for.
- (a) Capital asset pricing model
 - (b) Capital amount printing model
 - (c) Capital amount pricing model
 - (d) Capital asset printing model
9. What does financial leverage measure?
- (a) No change with EBIT and EPS
 - (b) The sensibility of EBIT with % change with respect to output
 - (c) The sensibility of EPS with respect to % change in the EBIT level
 - (d) % variation in the level of production
10. From the below-mentioned items which are financial assets?
- (a) Machines
 - (b) Bonds
 - (c) Stocks
 - (d) (b) and (c)

Section B

(5 × 5 = 25)

Answer **all** questions.

11. (a) Explain the objectives of financial management.

Or

- (b) Why are capital budgeting decisions more important?

12. (a) A Project X initially cost Rs.5,000. It generates the year-end cash flows of Rs.1,800, Rs.1,600, Rs.1,400, Rs.1,200 and Rs.1,000 respectively in five years of its life. If the rate of return is 10% and calculate the net present value (NPV).

Or

- (b) Explain about the Capital and Revenue cost in brief.
13. (a) Differentiate the Fixed cost and variable cost in brief.

Or

- (b) The following table gives the total product schedule of labour. Find the corresponding average product and marginal product schedules of labour.

L	TP _L
0	0
1	15
2	35
3	50
4	40
5	48

14. (a) Calculate the current ratio from the following data:

Particulars	Rs.
Stock	60,000
Sundry Debtors	70,000
Cash Balance	20,000
Bills Receivables	30,000
Sundry Creditors	20,000
Bills Payable	15,000
Bank overdraft	25,000

Or

- (b) Discuss about the types of Ratio in detail.

15. (a) Explain the methods of depreciation.

Or

- (b) A Company has sales of 25,00,000. Variable cost of 12,50,000 and fixed cost of 50,000 and debt of 12,50,000 at 8% rate of interest. Calculate combined leverage.

Section C

(5 × 8 = 40)

Answer **all** the questions.

16. (a) A Company produces and sells 10,000 shirts. The selling price per shirt is 500. Variable cost is 200 per shirt and fixed operating cost is Rs.25,00,000.
- (i) Calculate operating leverage.
- (ii) If sales are up by 10%, then COMPUTE the impact on EBIT?

Or

- (b) 'Every Manager has to take three major decisions while performing the finance function' Briefly explain them.
17. (a) What do you understand by the capital budgeting? Why it is important to management?

Or

- (b) Explain the preparation of the final accounts of a business. With a requirement of the companies act.

18. (a) To calculate the Quick Ratio for the following figure given below.

Year	Current Asset	Current Liabilities	Inventories
2008	34,20,000	11,50,000	32,20,000
2009	37,25,000	35,00,000	8,81,000

Or

- (b) From the following data prepares Income statement of Company A and B.

Particulars	Company A	Company B
Margin of Safety	0.20	0.25
Interest	Rs.3,000	Rs.2,000
Profit volume Ratio	25%	33.33%
Financial Leverage	4	3
Tax rate	45%	45%

19. (a) An investment of Rs.2,00,000 is expected to generate the following cash inflows in six years:

Years	Rs.
2001	70,000
2002	60,000
2003	55,000
2004	40,000
2005	30,000
2006	25,000

Compute payback period of the investment. Should the investment be made if management wants to recover the initial investment in 3 years or less?

Or

- (b) Explain the following in short notes.
- (i) The Sources of long-term financing
 - (ii) Internal rate of return.
 - (iii) Equity capital
 - (iv) Pay back method
20. (a) A company issues 30,000. 10% preference shares of Rs.100 each. Cost of issues in Rs.2 Per share. Calculate cost of preference capital if these shares are issued:
- (i) At Par
 - (ii) At a premium of 10%
 - (iii) At a discount of 5%

Or

- (b) What do you mean by long term financial resources? Discuss in detail method with which you can mobilizes your financial resources.
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C-2624

Sub. Code

84816

M.B.A. DEGREE EXAMINATION, APRIL 2024

First Semester

Shipping and Logistics Management

ORGANIZATIONAL BEHAVIOUR

(2023 onwards)

Duration : 3 Hours

Maximum : 75 Marks

Section A

(10 × 1 = 10)

Answer **all** questions.

1. An organization that has developed capacity to adapt and change is described as
 - (a) Virtual organization
 - (b) Learning organization
 - (c) Developing organization
 - (d) Changing organization

2. The personality theory that emphasizes the unconscious determinants of behavior is known as _____
 - (a) Cognitive theory
 - (b) Psychodynamic theory
 - (c) Perpetual theory
 - (d) Refreezing

3. Which theory of motivation places a premium on the effort-reward relationship?
(a) Vroom's (b) McClelland's
(c) Equity (d) Herzberg
4. _____ is the third person acting as a catalyst, who assists in the achievement of the smooth introduction and implementation of change?
(a) Change agent
(b) Change manager
(c) Change supervisor
(d) Change player
5. Gang – plank means _____
(a) Quick communication
(b) Vertical communication
(c) Horizontal communication
(d) None of the above
6. Which of the following is not one of the ego-states of transactional analysis?
(a) Child (b) Young
(c) Adult (d) Parent
7. The human relation theory does not lay emphasis on _____
(a) Principles
(b) People
(c) Human motivations
(d) Informal group function
8. Sometimes your behavior results in a congruent response from other person, such behavior is referred to as _____
(a) Perceptual defence
(b) Perceptual bias
(c) Misperception
(d) Response evocation

9. "Employees selected for the work should be as perfectly matched to the demand of the job as possible." Which of the following theories says this _____
- (a) Scientific management theory
 - (b) Bureaucracy theory
 - (c) Classical theory
 - (d) Traditional theories
10. Which of the following the three components of creativity?
- (a) Expertise, creativity skills and task motivation
 - (b) Expertise, innovation and rationality
 - (c) Expertise, rationality and relevance
 - (d) Expertise, novelty and performance.

Section B

(5 × 5 = 25)

Answer **all** questions.

11. (a) Discuss the interdisciplinary nature of Organizational Behaviour.
- Or
- (b) Explain the theories of Personality.
12. (a) Discuss the functions of group in Organizational Behavior.
- Or
- (b) Explain the principles elements for communication.
13. (a) Explain the attributes of effective leadership.
- Or
- (b) Describe the stages of conflict in the Organization.
14. (a) Discuss the importance of Organizational development values in shaping an Organizational Culture.
- Or
- (b) What is Organizational culture? Why is it important for the success of a company?

15. (a) Explain the nature of International Organizational Behavior.

Or

- (b) Discuss the cultural differences can impact International business practices.

Section C (5 × 8 = 40)

Answer **all** the questions.

16. (a) Discuss the disciplines involved in Organizational Behavior.

Or

- (b) Explain the various factors that influence and individual's perception in the workplace.

17. (a) Discuss the key factors influencing group behavior in an organizational setting.

Or

- (b) Explain various barriers to effective communication and provide strategies for overcoming them.

18. (a) Describe the multiple roles of Leaders in an Organization.

Or

- (b) Explain the stages of the conflict resolution process.

19. (a) Discuss the sources and consequences for work stress.

Or

- (b) Discuss the nature and implications of Political Behavior in Organizations.

20. (a) Explain the various approaches to measure and achieve Organizational effectiveness.

Or

- (b) Discuss the cultural factors that impact on Organization Structure.

C-2625

Sub. Code

84817

M.B.A. DEGREE EXAMINATION, APRIL 2024

First Semester

Shipping and Logistics Management

BUSINESS COMMUNICATION

(2023 onwards)

Duration : 3 Hours

Maximum : 75 Marks

Section A

(10 × 1 = 10)

Answer **all** questions.

1. Gestural communication is a _____
 - (a) Non-Verbal Message
 - (b) Direct conversation
 - (c) oral communication
 - (d) Written

2. Physical Barriers to communication are _____
 - (a) Time and distance
 - (b) Interpretation of words
 - (c) Denotations
 - (d) Connotations

3. Communication starts with:
 - (a) Encoding
 - (b) Sender
 - (c) Channel
 - (d) Feedback

4. The number of key elements in the communication process is:
(a) Five (b) Six
(c) Seven (d) Four
5. Communication between HR manager and salesman is an example of:
(a) Horizontal communication
(b) Lateral communication
(c) Diagonal communication
(d) Vertical communication
6. The most basic type of listening is known as:
(a) Discriminative listening
(b) Comprehension listening
(c) Appreciative listening
(d) Evaluative listening
7. Communication is a _____
(a) One way process (b) Two way process
(c) Three way process (d) Four way process
8. The main objective of communication is:
(a) Information and persuasion
(b) Skill and personality development
(c) Control and management
(d) Need
9. Gossip and rumour are part of _____ communication
(a) Formal (b) Informal
(c) Horizontal (d) Vertical
10. _____ refers to mental disturbances
(a) Coherence (b) Notion
(c) Distraction (d) Psychological noise

Section B

(5 × 5 = 25)

Answer **all** the questions.

11. (a) What are the purposes of Business Communication?

Or

- (b) Explain the importance of active listening in effective communication.

12. (a) Write the key principles in use of Audio in Business Communication.

Or

- (b) Discuss the functions of Non-verbal Communication.

13. (a) Define the purpose of Business messages and explain its importance.

Or

- (b) Describe the Fog Index in the context of writing business messages.

14. (a) Explain the differences between a Business report and Business proposal.

Or

- (b) What are the factors should be included in Conclusion section in a Business report?

15. (a) Discuss the purpose of an effective introduction in a business report.

Or

- (b) Explain the role of visual aid in business report.

Section C

(5 × 8 = 40)

Answer **all** the questions.

16. (a) What are the essential components of effective business communication?

Or

- (b) Discuss the key factors in developing good communication skills.

17. (a) Identify and explain key areas where business communication is crucial for Organization.

Or

- (b) Describe the role of video in Communication. How does it enhance the Conveyance of Information?

18. (a) Discuss the importance and significance of revising business messages.

Or

- (b) Explain the steps involved in writing a Business Messages.

19. (a) Explain the ethical consideration to be taken when creating a business proposal.

Or

- (b) Discuss the steps involved in Planning and researching business report.

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

Or

- (b) Discuss the advantages and disadvantages of technology in communication.

C-2626

Sub. Code

84821

M.B.A. DEGREE EXAMINATION, APRIL 2024.

Second Semester

Shipping and Logistics Management

CUSTOMS LAW

(2023 onwards)

Duration : 3 Hours

Maximum : 75 Marks

Part A

(10 × 1 = 10)

Answer **all** the questions.

1. Advance Ruling means a decision provided by the _____ to an applicant on matters of the GST.
 - (a) Central Board of Indirect and Customs
 - (b) Authority or Appellate authority for Advance Ruling
 - (c) Central or State Government
 - (d) Any of the above

2. What is the condition under which the Advance Ruling shall not be binding?
 - (a) Applicant is unsatisfied with the ruling
 - (b) Ruling is general in nature
 - (c) Change in law or facts
 - (d) None of the above

3. An arrival manifest or import manifest or import report is not delivered to the proper officer within the time specified then penalty levied upto
- (a) 10,000
 - (b) 50,000
 - (c) 20,000
 - (d) none of the above
4. Imported goods shall not be unloaded from, and export goods shall not be loaded on, any conveyance except under the supervision of
- (a) the proper officer
 - (b) importer himself
 - (c) any authorised person
 - (d) None of the above
5. Margin of dumping means the difference between _____ and _____
- (a) export price and its normal value
 - (b) import price and its normal value
 - (c) export price and CIF value
 - (d) none of the above
6. Assessable value of goods for customs purposes is
- (a) Actual Value
 - (b) Deemed Value
 - (c) Standard Value
 - (d) Actual Value plus adjustment in Rule 10
7. No interest is payable, if warehousing goods stored less than _____ days.
- (a) 10
 - (b) 50
 - (c) 20
 - (d) 90
8. What is the rate of duty drawback if the goods are exported without use?
- (a) 98%
 - (b) 100%
 - (c) 90%
 - (d) none of the above

9. All the goods in custom tariff are classified in _____ Sections.
(a) 15 (b) 20
(c) 21 (d) 25
10. The effective rate of duty shall be _____ on baggage.
(a) 51% (b) 25.5%
(c) 38.5% (d) 25%

Part B (5 × 5 = 25)

Answer **all** the following questions.

11. (a) Explain the powers of customs officers.
Or
(b) Discuss in detail about the role and functions of board.
12. (a) Write a note Interest on Delayed Funds.
Or
(b) What are the precautions to be taken by persons acquiring notified goods?
13. (a) Explain the procedure of Authority.
Or
(b) Discuss about Dutiable goods.
14. (a) What is clearance of goods for exportation?
Or
(b) Explain about goods in transit with example.
15. (a) Discuss about special provisions regarding baggage.
Or
(b) Explain the procedures to Licensing of Special Warehouses.

Part C

(5 × 8 = 40)

Answer **all** the questions.

16. (a) Explain the procedures of appointment of customs port.

Or

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

17. (a) Explain the methods of assessment of duty.

Or

- (b) Enumerate the purpose of indicating amount of Duty in Price of Goods.

18. (a) Explain the provisions related to conveyance carrying imported goods.

Or

- (b) Briefly explain about arrival of vessels and aircraft in India.

19. (a) Explain about Transit and Transshipment of certain goods without payment.

Or

- (b) Explain the merits of payments through electronic Duty credit Ledger.

20. (a) State the Rules related clearance of warehoused goods for home consumption.

Or

- (b) Explain the provisions related to Vessel Carrying coastal goods.

C-2627

Sub. Code

84822

M.B.A. DEGREE EXAMINATION, APRIL 2024

Second Semester

Shipping and Logistics Management

**TRANSPORTATION AND DISTRIBUTION
MANAGEMENT**

(2023 onwards)

Duration : 3 Hours

Maximum : 75 Marks

Part A

(10 × 1 = 10)

Answer **all** questions.

1. The goal of logistics is
 - (a) to achieve a target level of customer service at lowest possible cost
 - (b) to achieve targeted level of customer service
 - (c) increase in the market share
 - (d) all of the above

2. _____ provider is usually the single point of contact for supply chain Management
 - (a) inbound logistics
 - (b) outbound logistics
 - (c) third party logistics (3pl)
 - (d) fourth party logistics (4pl)

3. _____ process includes the steps to order, receive, store, transport and manage incoming supplies.
- (a) Return logistics
 - (b) Inbound logistics
 - (c) Military logistics
 - (d) Third party logistics (3pl)
4. Probably the most common type of stockholding, these are held in the distribution chain for eventual transfer to the final customer is _____.
- (a) Pipeline stocks (b) In-process tocks
 - (c) General stores (d) Finished products
5. Which of the following principal elements of inventory holding cost, stock management and insurance cost is _____.
- (a) Capital cost (b) Service cost
 - (c) Storage cost (d) Risk cost
6. Consignment note is also known as _____
- (a) forwarding note
 - (b) payment note
 - (c) consignment report
 - (d) agreement between consignor and consignee
7. What is the function of transporting and storing physical goods for the various members of the supply chain know as?
- (a) merchandising (b) traffic
 - (c) inventory (d) logistics
8. What is an alternative term for a distribution channel?
- (a) Marketing channel (b) Supply chain
 - (c) Marketing chain (d) Place
9. DRP stands for _____
- (a) Distribution Resource Planning
 - (b) Dividend Requirement Planning
 - (c) Distribution Requirement Planning
 - (d) Distribution Reverse Planning

10. _____ is related with checking whether the goals and objectives formulated earlier have been achieved or not.
- (a) Benchmarking (b) ABC Analysis
(c) Goal achievement (d) Resource development

Part B (5 × 5 = 25)

Answer **all** questions.

11. (a) What are the functions of logistics management?
Or
(b) Discuss the objectives of logistics management.
12. (a) State the Advantages of outsourcing to 3pls.
Or
(b) What do you mean by various factors in distribution?
13. (a) Explain the concept of multimodal transportation in logistics.
Or
(b) Determine the functions of fleet management system.
14. (a) Classify the various uses of network optimization.
Or
(b) Discuss the objectives of transit operations software.
15. (a) Explain the need for transport security.
Or
(b) Discuss the major role of agencies in transportation.

Part C

(5 × 8 = 40)

Answer **all** questions.

16. (a) Explain the different types of distribution.

Or

- (b) Determine the advantages of E commerce intelligent transport management system.

17. (a) Differentiate multi-modal and inter-modal transportation.

Or

- (b) Describe the various elements of network design.

18. (a) Explain the characteristics of a transport services

Or

- (b) Determine the functions of fleet management systems.

19. (a) Give the detail of the cost components of multimodal transportation.

Or

- (b) What is the difference between less-than-container and full-container-load shipments?

20. (a) Evaluate the role of technology in transport management.

Or

- (b) Summarize the different stages of supply chain.

C-2628

Sub. Code

84823

M.B.A. DEGREE EXAMINATION, APRIL 2024.

Second Semester

Shipping and Logistics Management

WAREHOUSING AND INVENTORY MANAGEMENT

(2023 onwards)

Duration : 3 Hours

Maximum : 75 Marks

Part A

(10 × 1 = 10)

Answer **all** questions.

1. What is the primary goal of warehouse management?
 - (a) Maximising warehouse space
 - (b) Reducing labour costs
 - (c) Ensuring timely order fulfillment
 - (d) Minimising inventory levels

2. What does the process of receiving in warehouse management involve?
 - (a) Packing and shipping orders
 - (b) Organising products in the warehouse
 - (c) Accepting and inspecting incoming shipments
 - (d) Managing inventory levels

3. Which of the following is not an inventory?
 - (a) Machines
 - (b) Raw materials
 - (c) Finished products
 - (d) Consumable tools

4. The time period between placing an order its receipt in stock is known as
- (a) Lead time (b) Carrying time
(c) Shortage time (d) Over time
5. Which component of warehouse management involves retrieving products from storage to fulfill customer orders?
- (a) Receiving (b) Inventory management
(c) Order picking (d) Packing and shipping
6. What technology is commonly used in warehouse management to track and manage inventory levels?
- (a) Warehouse Management Systems (WMS)
(b) Barcode scanners
(c) Artificial Intelligence (AI)
(d) Virtual Reality (VR)
7. In the ABC analysis system the “B” category stands for
- (a) Outstanding importance in value
(b) Comparatively unimportant in value
(c) Comparatively important in value
(d) Average importance in value
8. Which one of the following is not a carrying cost?
- (a) Storage charges
(b) Material handling costs
(c) Stores staffing, equipment maintenance and running cots
(d) Transportation costs

9. Material handling consists of movement of material from
- (a) One machine to another
 - (b) One shop to another shop
 - (c) Stores to shop
 - (d) All of the above
10. Wheel barrows is used for _____.
- (a) Lifting and lowering
 - (b) Vertical transportation
 - (c) Both (a) and (b)
 - (d) None of the above

Part B

(5 × 5 = 25)

Answer **all** questions.

11. (a) State the need for warehousing.
- Or
- (b) Explain various warehousing facilities.
12. (a) What are functions of Inventory?
- Or
- (b) Write a short note on MRO inventories.
13. (a) Discuss on the uncertainties in material management systems.
- Or
- (b) What is meant by Distribution Resource Planning?
14. (a) Explain ABC Inventory control technique.
- Or
- (b) List out the benefits of multi-echelon Inventory system.

15. (a) List out the principles of Effective performance systems.

Or

- (b) Write a short note on Bar Coding Technology.

Part C

(5 × 8 = 40)

Answer **all** questions.

16. (a) Explain in detail the issues affecting warehousing.

Or

- (b) Mention the characteristics of Ideal warehouses.

17. (a) Analyse the role of Inventory Management in supply chain.

Or

- (b) Assess the need for holding Inventories.

18. (a) Explain the functioning of warehouse management system.

Or

- (b) Analyse the reasons behind determining locations and sequences in WMS.

19. (a) Assess the procedure involved in single echelon networks.

Or

- (b) What are distribution approaches?

20. (a) Analyse various types of material handling systems.

Or

- (b) Discuss about RFID technology.

C-2629

Sub. Code

84824

M.B.A. DEGREE EXAMINATION, APRIL 2024

Second Semester

Shipping and Logistics Management

PORT MANAGEMENT

(2023 onwards)

Duration : 3 Hours

Maximum : 75 Marks

Section A

(10 × 1 = 10)

Answer **all** questions.

For questions 1 to 10, choose the best answer from the options given :

1. In cargo stowage, what is the role of dunnage?
 - (a) Secure cargo with ropes
 - (b) Prevent chafing and crushing
 - (c) Operate heavy lifting equipment
 - (d) Monitor ballast levels

2. What does the term “deadweight” refer to in cargo handling?
 - (a) Weight of the cargo only
 - (b) Weight of the ship without cargo
 - (c) Maximum cargo-carrying capacity
 - (d) Weight of the ship’s crew

3. What does the term “LASH” stand for?
 - (a) Large Aquatic Shipping Hubs
 - (b) Load Analysis for Safety Handling
 - (c) Lighter Aboard Ship
 - (d) Logistics and Safety Handling

4. Which international organization is responsible for developing and maintaining the IMDG Code?
 - (a) International Maritime Organization (IMO)
 - (b) International Air Transport Association (IATA)
 - (c) World Health Organization (WHO)
 - (d) International Chamber of Shipping (ICS)

5. Why is a reefer container used in transportation?
 - (a) Reducing fuel consumption
 - (b) Ensuring cargo security
 - (c) Preserving product freshness and quality
 - (d) Accelerating transit times

6. Which type of container is suitable for transporting heavy or oversized machinery and equipment?
 - (a) Flat rack container
 - (b) Dry van container
 - (c) Open-top container
 - (d) Reefer container

7. What is the primary purpose of using dunnage in shipping?
 - (a) To provide entertainment for the crew
 - (b) To secure cargo within containers or on ships
 - (c) To create a comfortable resting area for passengers
 - (d) To generate electrical power on vessels
8. Why is proper cargo stowage important for maritime safety?
 - (a) To enhance the ship's speed
 - (b) To reduce fuel consumption
 - (c) To prevent accidents and maintain stability
 - (d) To facilitate easy navigation
9. What is a key consideration for shippers when deciding between LCL and FCL for their cargo?
 - (a) Availability of container types
 - (b) Container color
 - (c) Destination's time zone
 - (d) Ship's name
10. What is the primary role of a freight forwarder in the shipping process?
 - (a) Container manufacturing
 - (b) Cargo inspection
 - (c) Coordinating and arranging shipments
 - (d) Ship navigation

Section B

(5 × 5 = 25)

Answer **all** questions.

11. (a) Explain the key principles of cargo stowage.

Or

- (b) Explain the role of bill of lading in cargo operations.

12. (a) What is meant by solid bulk cargoes? What are the factors to be considered for its transportation?

Or

- (b) How does the handling of concentrated cargo differ from other cargoes? Discuss.

13. (a) What is meant by shipping mark? Explain its uses.

Or

- (b) What are the precautions to be taken for loading dangerous goods? Explain.

14. (a) What is spar ceiling? What is its significance?

Or

- (b) What is its importance of ventilation in loading cargoes?

15. (a) Distinguish between LCL and FCL shipping.

Or

- (b) Discuss the factors influencing container availability and pricing within container markets.

Section C

(5 × 8 = 40)

Answer **all** questions.

16. (a) Explain ballasting process. Discuss the factors influencing the decision to ballast or de-ballast.

Or

- (b) Explain the basic functions of a simple derrick. What are its limitations compared to other sophisticated lifting equipment?

17. (a) Discuss the ethical considerations and social responsibility in the handling of concentrated cargo in ports.

Or

- (b) Can proactive risk management approach enhance safety in handling bulk cargoes? Discuss.

18. (a) Discuss how is the storage and stowage of explosive materials managed in passenger ship to mitigate risks and comply with maritime security standards.

Or

- (b) Discuss the safety procedures in operation of tanker and its associated pipelines.

19. (a) Discuss in detail, the code of safe practice for cargo stowage and securing.

Or

- (b) What are the objectives of the Dock Labourers Act, 1934 and how does it aim to protect the rights of dock workers?

20. (a) What are the issues and challenges in freight forwarding? Explain how to overcome these challenges.

Or

(b) Explain the pre stuffing procedure. Discuss its significance in container management.

C-2633

Sub. Code

84826

M.B.A. DEGREE EXAMINATION, APRIL 2024.

Second Semester

Shipping and Logistics Management

INTERNATIONAL BUSINESS MANAGEMENT

(2023 onwards)

Duration : 3 Hours

Maximum : 75 Marks

Part A

(10 × 1 = 10)

Answer **all** questions.

1. From the point of view of International Business, an organisation that enjoys competitive advantage by
 - (a) Focusing on long term profit
 - (b) Charging lower prices than competition
 - (c) Creating superior value for customers
 - (d) Constantly enlarging its marketing activities
2. Within an international context what are economies of scope?
 - (a) Reusing a resource from one business/country in additional business/countries
 - (b) Decreased cost per unit of output
 - (c) Buying components in bulk
 - (d) Any of the above
3. Which one is not an International organisation?
 - (a) SAARC
 - (b) ASEM
 - (c) ASEAN
 - (d) CBDT

4. The main objective International Monetary Fund is
- (a) Promote International Trade
 - (b) Help economically backward countries
 - (c) Maintain stable exchange rates
 - (d) Promote International Liquidity
5. Which of the following is not an International Financial Institution?
- (a) ICICI
 - (b) IMF
 - (c) IDA
 - (d) World Bank
6. International Monetary Fund is important Because
- (a) It has sufficient financial resources to deal a major global financial crisis
 - (b) It has sufficient resources to help individual countries facing BOP problem
 - (c) Emerging economies can exercise significant influence on it
 - (d) It fixes exchange rates
7. Trade Related Investment Measures (TRIMS) doesn't apply for
- (a) Measures that affect trade in goods
 - (b) Measures that lead to restrictions in quantities
 - (c) Discouraging measures that limit a company's imports
 - (d) Discouraging measures that limit a company's exports
8. The World Trade Organisation (WTO) was formed in _____
- (a) 1993
 - (b) 1994
 - (c) 1995
 - (d) 1996

9. Which one of the following is not the advantage of MNCs to the country?
- (a) Increase in social activities
 - (b) Increase on economic activities
 - (c) Utilisation of natural resource
 - (d) R & D efforts enhanced
10. Type of organisation which has operating units in some foreign countries is classified as
- (a) Alliance Enterprise
 - (b) Global enterprise
 - (c) Interdependence Enterprise
 - (d) Multinational enterprise

Part B

(5 × 5 = 25)

Answer **all** questions.

11. (a) Explain Absolute cost theory.
- Or
- (b) State the advantages of Economies of scale.
12. (a) Write a short note on Regional Economics Integration and Co-operation. (Trade Blocs)
- Or
- (b) Analyse the components of Balance of payments.
13. (a) What are the functions of Foreign Exchange Market?
- Or
- (b) Discuss on Special Drawing Rights (SDRs).
14. (a) Assess the role of Asian Development Bank in International Trade.
- Or
- (b) Elaborate the types of Foreign Investment.

15. (a) Explain the stages of Globalisation.

Or

(b) Write the determinants of imports and exports.

Part C

(5 × 8 = 40)

Answer **all** questions.

16. (a) Discuss about complementary Trade theories.

Or

(b) Explain on Gains from Trade and Terms of Trade.

17. (a) Write the arguments in favour of protection.

Or

(b) Elaborate the types of non-tariff barriers.

18. (a) State the features of Euro Currency Market.

Or

(b) Write in detail about the role of World Bank in International Trade.

19. (a) Explain the factors affecting International Investment.

Or

(b) Discuss on cross-border Merger and Acquisitions (M&As).

20. (a) Analyse the impact of globalisation in Indian Business.

Or

(b) Write a note on Foreign Trade (Development and Regulation) Act.

C-2634

Sub. Code

84827

M.B.A. DEGREE EXAMINATION, APRIL 2024

Second Semester

Shipping and Logistics Management

LINER TRADE

(2023 onwards)

Duration : 3 Hours

Maximum : 75 Marks

Section A

(10 × 1 = 10)

Answer **all** the questions.

1. The term which covers the operation of shifting the cargo to or from the vessel is
 - (a) Rigging
 - (b) Slinging
 - (c) Carnage
 - (d) Forced discharge
2. The term used for loading or unloading of heavy cargo is
 - (a) Rigging
 - (b) Slinging
 - (c) Carnage
 - (d) Forced discharge
3. All the major ports are administered under the provisions of the major port and trust Act
 - (a) 1950
 - (b) 1956
 - (c) 1963
 - (d) 1965
4. The container vessels were formerly called
 - (a) Vessels
 - (b) Trucks
 - (c) Vanships
 - (d) Ships

5. Insulated container is an example of
- (a) Container by raw material
 - (b) Container by size
 - (c) General cargo container
 - (d) Thermal container
6. The place in a harbour with gates through which water may be let in and out is
- (a) Berth (b) Dock
 - (c) Board (d) Wharf
7. The cargo manifested but not loaded is referred to as
- (a) Short landed (b) Short shipped
 - (c) Short of exchange (d) Short load
8. Conference system is an association of _____ shipowners
- (a) Liner (b) Tramp
 - (c) Tankers (d) Container
9. The warehouses managed by a public warehousing agency in the premises of a factory is
- (a) Field warehouse
 - (b) Buffer storage warehouse
 - (c) Bonded warehouse
 - (d) Export and import warehouse
10. The warehouses located near the port is
- (a) Bonded warehouse
 - (b) Buffer storage warehouse
 - (c) Field warehouse
 - (d) Export and import warehouse

Section B

(5 × 5 = 25)

Answer **all** the questions.

11. (a) Explain the concept of Liner Trade.

Or

- (b) Write a note on Economy of Scale.

12. (a) Explain about Port terminals.

Or

- (b) Explain the role of Ships officer.

13. (a) Write a note on Container Leasing.

Or

- (b) Explain the various types of container.

14. (a) Explain the concept of liner conference.

Or

- (b) Enumerate the importance and process of bill of Lading.

15. (a) Explain the various methods of payments in international trade.

Or

- (b) Discuss about Bill of Lading Documentary credit.

Section C

(5 × 8 = 40)

Answer **all** the questions.

16. (a) Explain the process of vessel loading and Discharging.

Or

- (b) Briefly discuss about refrigerated cargo ship conventional vessels.

17. (a) Discuss in detail about port and terminal management.

Or

- (b) Explain about Liner shipping operation.

18. (a) Explain the steps involved in determining the demand for the containers.

Or

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

19. (a) Briefly discuss about the other forms of bill of lading in Liner Trade.

Or

- (b) Explain the Special features of UK carriage of Goods by sea Act 1992.

20. (a) Explain the Legal Aspects of Bill of Lading.

Or

- (b) Briefly Discuss about the Bill of Lading clauses.