

C-1671

Sub. Code

80625/84725

B.B.A. DEGREE EXAMINATION, APRIL 2024

Second Semester

MATHEMATICS FOR MANAGEMENT – II

**Common for Logistics and Shipping / Shipping and
Logistics Management**

(2019 onwards)

Duration : 3 Hours

Maximum : 75 Marks

Part A

(10 × 2 = 20)

Answer **all** questions.

1. What are the steps in LPP formulation?
2. What is a quantity discount model?
3. List the methods used to arrive at an initial basic feasible solution in a transportation model.
4. What is an unbalanced transportation problem?
5. What is the significance of 'r' in a replacement model?
6. Is game theory used in real life? If yes, where?
7. Write a short note on MODI Method.
8. How is CPM useful?
9. Write a short note on PERT.
10. What is Path in a project?

Part B

(5 × 5 = 25)

Answer **all** questions.

11. (a) Elucidate the phases of Operations research.

Or

- (b) An animal feed company must produce 200 kg of a mixture consisting of ingredients X1 and X2. The ingredient X1 costs Rs.3 per kg and X2 costs Rs. 5 pe kg. Not more than 80 kg of X1 can be used and at least 60 kg of X2 must be used. Find the minimum cost mixture.

12. (a) Explain Hungarian algorithm.

Or

- (b) Determine an initial basic feasible solution to the following transportation problem by using NWCR.

		Destination				Supply
		D1	D2	D3	D4	
Source	S1	21	16	15	3	11
	S2	17	18	14	23	13
	S3	32	27	18	41	19
Demand		6	6	8	23	

13. (a) Solve the game with the following pay-off matrix for firm A :

		Firm B				
		B ₁	B ₂	B ₃	B ₄	B ₅
Firm A	A ₁	4	8	-2	5	6
	A ₂	4	0	6	8	5
	A ₃	-2	-6	-4	4	2
	A ₄	4	-3	5	6	3
	A ₅	4	-1	5	7	3

Or

- (b) List out the procedures of Transportation Problem.
14. (a) A work shop contains four persons available for work on the four jobs. Only one person can work on any one job. The following table shows the cost of assigning each person to each job. The objective is to assign person to jobs such that the total assignment cost is a minimum.

		Jobs			
		1	2	3	4
Persons	A	20	25	22	28
	B	15	18	23	17
	C	19	17	21	24
	D	25	23	24	24

Or

- (b) Solve the game

		Player Y				
		I	II	III	IV	V
Player X	1	4	0	1	7	-1
	2	0	-3	-5	-7	5
	3	3	2	3	4	3
	4	-6	4	-1	0	5
	5	0	0	6	0	0

15. (a) What are the limitations of Critical Path Method?

Or

- (b) Differentiate PERT and CPM.

Part C

(3 × 10 = 30)

Answer **all** questions.

16. (a) Explain any five techniques of OR in detail.

Or

- (b) A factory manufactures two products A and B. To manufacture one unit of A, 1.5 machine hours and 2.5 labour hours are required. To manufacture product B, 2.5 machine hours and 1.5 labour hours are required. In a month, 300 machine hours and 240 labour hours are available. Profit per unit for A is Rs. 50 and for B is Rs. 40. Formulate as LPP.

17. (a) A marketing manager wants to assign salesman to four cities. He has four salesmen of varying experience. The possible profit for each salesman in each city is given in the following table. Find out an assignment which maximizes the profit.

		Cities			
		1	2	3	4
	1	25	27	28	38
Salesmen	2	28	34	29	40
	3	35	24	32	33
	4	24	32	25	28

Or

- (b) Explain the methods to find an initial basic feasible solution.
18. (a) Construct the network diagram and determine the critical path.

Activity	Designation	Immediate Predecessor	Time in Days
Design	A	-	21
Build Prototype	B	A	4
Evaluate Equipment	C	A	7
Test Prototype	D	B	2
Write Equipment Report	E	C, D	5
Write Methods Report	F	C, D	8
Write Final Report	G	E, F	2

Or

- (b) Product manager has planned a list of activities culminating in the inaugurate launch of the new products.

These are given in the table below:

Activity	Pert 3 time estimates days			Immediate Predecessor (s)
	P	M	O	
a	20	10	5	–
b	12	7	5	–
c	12	10	8	a
d	40	20	6	c
e	90	60	30	d
f	14	10	7	d
g	50	30	20	c
h	12	10	8	e, f, g
i	6	4	3	b
j	1	1	1	h, i

What is the probability that product manager will be able to complete the language launch within 80 days-time?

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80634/84734

B.B.A. DEGREE EXAMINATION, APRIL 2024

Third Semester

MARKETING MANAGEMENT

**(Common for Logistics and Shipping / Shipping and
Logistics Management)**

(2019 onwards)

Duration : 3 Hours

Maximum : 75 Marks

Part A

(10 × 2 = 20)

Answer **all** questions.

1. Define Marketing.
2. State the objectives of marketing.
3. Give the meaning of the term 'Buyer behaviour'.
4. Write a short note on marketing structure.
5. What is Consumer goods?
6. Point out any two objectives of packing.
7. Define pricing.
8. Who is a seller?
9. How does brand identity aid in promoting a product?
10. State two objectives of Brand equity.

Part B

(5 × 5 = 25)

Answer **all** questions.

11. (a) Explain on the concepts of marketing.

Or

- (b) Discuss the importance of marketing in developing countries.

12. (a) Enumerate on the objectives in Marketing Strategy.

Or

- (b) Write a note on buying motives.

13. (a) Discuss Product Life cycle with a suitable example.

Or

- (b) Explain Product mix with a relevant example.

14. (a) State the objectives of pricing.

Or

- (b) Bring out the differences between consumer goods and industrial goods.

15. (a) Explain Branding and its relevance in marketing.

Or

- (b) What are the advantages of Brand Positioning?

Part C

(3 × 10 = 30)

Answer **all** questions.

16. (a) Describe the functions of marketing.

Or

(b) Narrate marketing environment in detail.

17. (a) Explicate the different types of Channel distribution.

Or

(b) Explain about New Product Development.

18. (a) Elucidate on the competitors' actions towards changes in pricing.

Or

(b) Enumerate the need for physical distribution in marketing.

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80642/84742

B.B.A. DEGREE EXAMINATION, APRIL 2024

Fourth Semester

**Common for Logistics and Shipping / Shipping and
Logistics Management**

HUMAN RESOURCE MANAGEMENT

(2019 onwards)

Duration : 3 Hours

Maximum : 75 Marks

Part A

(10 × 2 = 20)

Answer **all** questions.

1. Define personnel management.
2. List down any two functions of a personnel manager.
3. What is meant by manpower planning?
4. Point out the differences between job analysis and role analysis.
5. What is the need for punishment in an organisation?
6. What is meant by merit rating?
7. Write a note on incentive system.
8. What is meant by labour welfare measures?
9. Mention the parties involved in industrial relations.
10. List down any two features of trade unionism.

Part B

(5 × 5 = 25)

Answer **all** questions.

11. (a) Enumerate the objectives of personnel management.

Or

- (b) Elucidate the functions of personnel department.

12. (a) Write a note on job description and job specification.

Or

- (b) What is the need for training and development of employees in an organisation?

13. (a) What are the steps involved in performance appraisal?

Or

- (b) How do transfer and demotion affect an employee?

14. (a) Explain the process of wages and salary administration.

Or

- (b) What are the steps to be taken by an organisation to ensure safety, health and security of its employees?

15. (a) Mention the significance of trade unionism.

Or

- (b) Point out the steps to be followed by an organisation to handle its employee grievances effectively.

Part C

(3 × 10 = 30)

Answer **all** questions.

16. (a) What is personnel management? Explain its nature and scope.

Or

- (b) Explain the personnel policies and procedures of an organisation.

17. (a) Enumerate the recruitment and selection process of an organisation.

Or

- (b) Elucidate the criteria that determine the promotion of an employee.

18. (a) Elaborate the retirement benefits provided by organisation to its employees.

Or

- (b) Explain in detail the process of collective bargaining and workers' participation in management.
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84743

B.B.A. DEGREE EXAMINATION, APRIL 2024

Fourth Semester

Shipping and Logistics Management

INTRODUCTION TO SHIPPING

(2019 onwards)

Duration : 3 Hours

Maximum : 75 Marks

Part A

(10 × 2 = 20)

Answer **all** questions.

1. Reason for Sea transport.
2. Define Protectionism.
3. List out types of Ships.
4. Define Chartering Methods.
5. Define development of tankers.
6. Define history of Liners.
7. Define ship management.
8. Define Geography of Trade.
9. What are the fundamentals of English law?
10. Define TORT.

Part B

(5 × 5 = 25)

Answer **all** questions.

11. (a) Explain supply of ships and its brief History.

Or

- (b) Explain reason for sea transport.

12. (a) Briefly describe about history of ship.

Or

- (b) Define types of ships and the dry cargo chartering briefly.

13. (a) What are the development of tankers and types?

Or

- (b) Brief about Bill of loading and conditions.

14. (a) Describe the process involved in ship sale and purchase.

Or

- (b) Define institute of Chartered ship brokers.

15. (a) Define cash flow and costs.

Or

- (b) Define fundamentals of English Law.

Part C

(3 × 10 = 30)

Answer **all** questions.

16. (a) Describe in detail about the Ship registration and port state Control.

Or

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

17. (a) Define Ship sale, purchase and management.

Or

- (b) Describe types of Tankers in market and brief history of Liners.

18. (a) Describe briefly about capital, credit and accounting.

Or

- (b) Describe contracts relating to the carriage of goods by sea and Hague visby Rules.

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84744

B.B.A. DEGREE EXAMINATION, APRIL 2024

Fourth Semester

Shipping and Logistics Management

WAREHOUSING AND INVENTORY MANAGEMENT

(2019 onwards)

Duration : 3 Hours

Maximum : 75 Marks

Part A

(10 × 2 = 20)

Answer **all** questions.

1. What are the Warehousing activities?
2. What are the advantages of warehousing?
3. List out the factors determining the size of warehouse.
4. List any two functions of a warehouse.
5. What are the characteristics of an ideal warehouse?
6. State any two difference between centralized and decentralized warehouse.
7. What is the purpose of warehousing?
8. Give any two type of warehouse.
9. State the Scope of inventory management.
10. What is ABC Inventory control?

Part B

(5 × 5 = 25)

Answer **all** questions.

11. (a) Explain the selection of Warehouse.

Or

(b) Explain the factors determining location of warehouse.

12. (a) Explain the factors affecting number of warehouses.

Or

(b) Explain the functions of warehouses.

13. (a) Explain the importance of storage systems.

Or

(b) Explain the Centralized warehouse in detail.

14. (a) What are the functions and types of inventory in detail.

Or

(b) Explain the inventory control in detail.

15. (a) Explain the requirement planning and its types in detail.

Or

(b) Explain the various types of material handling equipment.

Part C

(3 × 10 = 30)

Answer **all** questions.

16. (a) Explain the Warehouse Management system in detail.

Or

- (b) Explain the Demand systems.

17. (a) Explain the principles, methods and benefits of material storage system of a warehouse.

Or

- (b) Indicate and explain the factors facilitating warehouse location decision.

18. (a) On what basis inventory is classified? Explain.

Or

- (b) Explain the RFID in detail.
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B.B.A. DEGREE EXAMINATION, APRIL 2024

Fourth Semester

Shipping and Logistics Management

PC SOFTWARE – MS OFFICE

(2019 onwards)

Duration : 3 Hours

Maximum : 75 Marks

Part A

(10 × 2 = 20)

Answer **all** questions.

1. What is a worksheet?
2. What are rows and columns in Ms-Excel?
3. What is AUTOSUM in Ms-Excel?
4. What is slide layout?
5. Write the use of animations in MS-POWERPOINT
6. What is Undo and Redo?
7. What is a Word Processor?
8. Short note on Spell check.
9. What is Query?
10. What is the use of filter in MS-EXCEL?

Part B

(5 × 5 = 25)

Answer **all** questions.

11. (a) Explain inserting footnotes and endnotes in word document.

Or

- (b) What are the features of Ms-PowerPoint?

12. (a) Explain the use of advanced filter and auto filters.

Or

- (b) Explain how to fill and replacing data in worksheet.

13. (a) Explain different types of charts available in MS Excel.

Or

- (b) What is sort? Write steps for sorting.

14. (a) Explain the following:

- (i) SUM
- (ii) Product

Or

- (b) Describe the use of Hyperlink in MS Office.

15. (a) How finding and replacing text options are useful in document editing? Explain.

Or

- (b) What are the different views in Power Point Presentation?

Part C

(3 × 10 = 30)

Answer **all** questions.

16. (a) Explain the following in detail :
- (i) Header and footer
 - (ii) Formulas and functions

Or

- (b) Explain the Borders and Shading feature on MS-word.
17. (a) Explain, How will you create a table in MS Access.

Or

- (b) Explain Custom animation and slide transition.
18. (a) Explain moving, copying, inserting and deleting rows and columns in excel.

Or

- (b) Explain the various types of charts in Ms-Excel.
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84747

B.B.A. DEGREE EXAMINATION, APRIL 2024

Fourth Semester

Shipping and Logistics

RETAIL LOGISTICS

(2019 onwards)

Duration : 3 Hours

Maximum : 75 Marks

Part A

(10 × 2 = 20)

Answer **all** the questions.

1. Define Retailer.
2. What is Retailer Equation?
3. Write two characteristics of retailer.
4. What is Global Retailing?
5. Define situation analysis.
6. Mention any four challenges of retail development in India
7. What are two marketing concepts applied to retailing?
8. Define the concept chain store and discount houses.
9. Write the four elements of retail logistics.
10. What are Kiosks?

Part B

(5 × 5 = 25)

Answer **all** questions.

11. (a) Explain the function of retailers.

Or

- (b) Describe the concept of consumer decision. Explain the need of identifying consumer needs.

12. (a) Write in detail the role of Foreign direct investment in retailing.

Or

- (b) Discuss the factors affecting the success of global retailing.

13. (a) Discuss the life cycle of retailing.

Or

- (b) Explain in detail retail strategy for setting up retail organization.

14. (a) What are the different types of retailing formats?

Or

- (b) Explain the Melting Pot theory and Polarization theory.

15. (a) What are the traditional business models in retailing.

Or

- (b) Name and state the characteristics of popular store-based formats.

Part C

(3 × 10 = 30)

Answer **all** questions.

16. (a) Describe the various theories of retailing.

Or

(b) Explain in detail the drivers of retailing in India.

17. (a) Narrate the consumer decision-making process in retailing.

Or

(b) Enumerate the evolution and size of retailing in India.

18. (a) Describe the latest trends in retailing in India.

Or

(b) Explain the challenges faced by Global retailers.

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84713

B.B.A. DEGREE EXAMINATION, APRIL 2024

First Semester

Shipping and Logistics Management

MANAGEMENT PROCESS

(2023 onwards)

Duration : 3 Hours

Maximum : 75 Marks

Part A

(10 × 1 = 10)

Answer **all** questions.

1. The process of grouping activities into units for the purpose of administration may be referred to as _____
 - (a) Coordination
 - (b) Specialization
 - (c) Departmentalization
 - (d) Decentralization

2. Delegation of authority results in _____
 - (a) Costlines of decision
 - (b) Enabling the managers to distribute their work load
 - (c) Avoiding responsibility
 - (d) Centralization of powers at top level

3. The overall goal of scientific management is _____
 - (a) Higher industrial efficiency
 - (b) Greater profit to producers
 - (c) Maximization of productivity
 - (d) Maximization of employment

4. The transfer of functions as well as authority is known as _____
- (a) Decentralization (b) Promotion
(c) Delegation (d) Devolution
5. Two-factor theory is related to _____
- (a) Communication (b) Motivation
(c) Leadership (d) None of the above
6. The ERG theory is related to _____
- (a) Adam (b) Alderfer
(c) Herzberg (d) Maslow
7. Which pattern reflects a pure executive form of management?
- (a) Line and staff (b) Committee
(c) Functional (d) Line
8. Who developed the two-dimensional managerial grid?
- (a) Blake and mouton (b) Hawthorne
(c) McCarthy (d) F.W.Taylor
9. What is the most important attribute of an effective leader?
- (a) Behavior (b) Character
(c) Drive (d) Influence
10. In which of the following processes a person rejects his own feelings about the other person?
- (a) Self-analysis (b) Projection
(c) Empathy (d) Denial

Part B

(5 × 5 = 25)

Answer **all** questions

11. (a) Write about the concept of Partnership.
- Or
- (b) Explain the role of Public enterprises in the economy.
12. (a) Explain the scope of management process.
- Or
- (b) Explain the evolution of management theory.
13. (a) Write about Decision-making in management.
- Or
- (b) Discuss the purpose of Planning Process.
14. (a) Explain the concept of Span of Control in organizational management.
- Or
- (b) Explain the concept of Delegation in Management.
15. (a) Discuss the role of Directing in management process.
- Or
- (b) Define Coordination. Explain the need for Co-ordination in Management.

Part C

(5 × 8 = 40)

Answer **all** questions

16. (a) Briefly explain the forms of Organization with suitable examples.

Or

- (b) Explain the concept and characteristics of Joint Hindu Family firm.

17. (a) Define Management. Explain the nature and scope of Management process.

Or

- (b) Explain the importance or managerial functions in achieving organizational Objectives.

18. (a) Describe the steps involved in planning process.

Or

- (b) Explain the process of effective Decision-making.

19. (a) Describe the principles and process of effective organizing.

Or

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

20. (a) Discuss the characteristics of Budgetary and Non-Budgetary Controls.

Or

- (b) Briefly discuss about the modern trends in Management Process.

C-2398

Sub. Code

84714

B.B.A. DEGREE EXAMINATION, APRIL 2024

First Semester

Shipping and Logistics Management

FINANCIAL ACCOUNTING

(2023 onwards)

Duration : 3 Hours

Maximum : 75 Marks

Part A

(10 × 1 = 10)

Answer **all** questions.

1. _____ is a specialised branch of accounting that keeps track of a company's financial transactions.
 - (a) Cost accounting
 - (b) Management accounting
 - (c) Financial Accounting
 - (d) Corporate accounting

2. Financial accountancy is governed by _____.
 - (a) local standards only
 - (b) international standards
 - (c) local as well as international accounting standards
 - (d) company's internal top management only

3. _____ is the scope of financial accounting.
- (a) Collection and processing of data
 - (b) Verifying or auditing data
 - (c) Publishing data
 - (d) All of the above
4. The overriding purpose of financial accounting is to summarize financial activity in business in the _____
- (a) profit and loss statement
 - (b) balance sheet
 - (c) cash flow statement
 - (d) all of the above
5. _____ are the basis of the business's financial accounting.
- (a) Accounting records
 - (b) Bookkeeping
 - (c) Sales Volume
 - (d) Both (a) and (b)
6. Financial accounting reports to the _____ after the completion of the accounting year.
- (a) internal management
 - (b) external parties
 - (c) Media
 - (d) rivals

7. Presentation of financial accounting reports is mandatory under the provisions of section 209 (1), 210 (1) and 216, 217 of _____.
- (a) the business act 1956
 - (b) the companies act 1956
 - (c) the company act 1965
 - (d) the company 2016
8. The annual reports are to be prepared and published for circulation among the external end users such as _____
- (a) Company, competitors, contributors and colleagues
 - (b) Customers, creators, collaborators and contractors
 - (c) Government, competitors, owners and top management
 - (d) shareholders, investors, bankers, debenture holders and creditors
9. _____ is a structured representation of the financial performance and financial position of a business and changes over a period of time.
- (a) Profit and loss account
 - (b) Financial statement
 - (c) Balance sheet
 - (d) Internal audit
10. _____ explain the financial position of the reporting entity at the end of the accounting period.
- (a) Balance sheet
 - (b) Income statement
 - (c) Ledger
 - (d) Notes and schedules

Part B

(5 × 5 = 25)

Answer **all** questions.

11. (a) Write a Short note on the following:

- (i) Accounting Equation
- (ii) Accounting cycle

Or

(b) Journalise the following transactions in the books of M/s Shanker 2013.

Date	Particulars	Amount (Rs.)
June 1	Started business with a capital of	50,000
June 2	Paid into bank	30,000
June 4	Purchased goods from kamal on credit	15,000
June 6	Paid to Shiram (he allowed discount of Rs.100)	4,900
June 8	Cash Sales	20,000
June 12	Sold to Hameed	5,000
June 15	Purchased goods from Bharaton credit	9,500
June 18	Paid Salaries	4,000
June20	Received from prem (Discount allowed Rs. 20)	2,480
June25	Withdraw from bank for office use	4,000
June 28	Withdraw for personal use	4,000
June 30	Paid Hanif by cheque	7,000

12. (a) Explain various types of errors which an accountant may make while writing the books of accounts.

Or

- (b) Prepare Bank Reconciliation Statement of M/s Ashima Travels, from the following information:

- (i) Bank overdraft as per Cash Book on 31st July 2006 Rs.55,000
- (ii) Cheques issued but not presented for payment Rs.7,500
- (iii) Cheques deposited but not yet collected by the bank Rs.6,600
- (iv) Interest on investment collected by the bank Rs.2,100
- (v) Bank charges Rs. 1350 debited by the bank not yet entered in the cash book.

13. (a) Explain the following and give two examples of each:

- (i) Floating Asset
- (ii) Fictitious Assets
- (iii) Factory Overheads

Or

- (b) Discuss the General Profit and Loss Account in Departmental Accounting.

14. (a) From the following trial balance extracted from the books of Thiru. Venkatachalam as on 31.12.2013 prepare (i) Trading and Profit & Loss A/C and (ii) Balance Sheet.

Trial Balance as on 31-12-2013.

Debit Balances	Rs.	Credit Balances	Rs.
Cash in hand	2,000	Capital	2,00,000
Machinery	60,000	Sales	2,54,800
Stock	50,000	Sundry Creditors	40,000
Bill receivable	1,600	Bank overdraft	22,000
Sundry debtors	50,000	Return outwards	3,000
Wages	70,000	Discount received	1,800
Land	40,000	Bills payable	1,800
Carriage inwards	2,400		
Purchases	1,80,000		
Salaries	24,000		
Rent	4,000		
Postage	1,000		
Return inwards	3,200		
Drawings	10,000		
Furniture	18,000		
Interest	600		
Cash at bank	6,600		
	5,23,400		5,23,400

Stock on 31.12.2013 to 10,000.

Or

- (b) Write the short notes on
 (i) Subsidiary books
 (ii) Business Entity Concept

15. (a) What do you mean by trial balance? What are its objects and functions?

Or

- (b) Who do Accounting standards require consistency and comparability of financial statement?

Part C (5 × 8 = 40)

Answer **all** questions.

16. (a) What is meant by balancing of accounts? Why an account is balanced? Explain briefly.

Or

- (b) M/s XYZ is maintaining three ledgers i.e. Debtors Ledger, Creditors Ledger, and Normal Lodger, All these ledges are maintained on the system of self Balancing. From the following particulars, prepare adjustments to account that would appear in each of these ledgers.

Date	Particulars	Amount
March 1	Balance of Sundry debtors	32,000
	Balance of sundry creditors	39,000
March 31	Credit purchases	9,000
	Credit Sales	19,600
	Cash Sales	3,000
	Paid to creditors	19,750
	Discount Allowed to them	1,250
	Bills payable Accepted	3,000
	Bills Payable Received	6,000
	Return Inwards	1,750
	Return Outward	1,200
	Rebates Allowed to Debtors	550
	Rebates Allowed to Creditors	300
	Provisions for Doubtful Debts	640
	Bad debts	900
	Bills Receivable Dishonoured	750

17. (a) Nitya Ltd. Produces chemical A. From the following data, calculate the value of closing stock:
- Direct Materials Rs 5 per unit
Direct Labour : Rs. 2 per unit
Chargeable Expenses Rs. 3 per unit
Normal Capacity 12,000 unit p.a
Actual Production 10,000 units p.a
Fixed Production overheads: Rs 60,000 pa.
The company has 2,000 units of closing stock at the end of the year.

Or

- (b) What are the differences between fixed instalment system and Reducing balance method and Depreciation?
18. (a) Mr. Darasingh prepared his accounts on 31st March every year. Due to some unavoidable reasons, stock taking could be done only on 15th April 2018; When the stock was found to be Rs. 60,500. The following information is provided for the period between 31st March 2018 and 15th April 2018;
- Sales Rs 45,590.
PurchaseRs 16,710.
Sales returns were Rs 1,200.
- On 15th March, goods having sales value of Rs. 6,800 were sent on sale or return basis to a customer; the period of approval being four weeks. He returned 40% of the goods on 10th April, approving the rest.
- Mr. Darasingh had received goods costing Rs 8,000 in March for sale on consignment basis. 20% of the goods had been sold by 31st March and another 40% by 15th April. These sales have not been included in sales of Rs 45,590 given above.

You are required to calculate the value of stock on 31st March, 2018 by preparing a stock reconciliation statement assuming that goods are sold at the profit of 20% on sales.

Or

- (b) Write a short note:
- (i) Different Accounting Policies as per AS-1.
 - (ii) Calculation of Interest in Hire purchase.
 - (iii) Capital Expenditure.

19. (a) What do you mean by trial balance? What are its objects and functions? Explain briefly.

Or

- (b) Ms. Venya purchases a motor car on hire purchases system. Calculate cash price of the motor car from the following.

Down payment Rs. 20,000 1st yearly instalment Rs. 28,000; 2nd yearly instalment Rs 36,000; 3rd yearly instalment Rs 33,000; Rate of interest 10%p.a.

20. (a) State with reasons whether the following expenditures or receipts are capital or revenue.

Paid Rs 2,00,000 as a custom duty on machinery purchased from USA

Paid Subscription charges Rs 6,000 for Trade Journal.

Premium of Rs 3,00,000 payable on redemption of debentures

Loss on sale of plant and machinery of Rs 20,000.

Recovery of Bad Debts from Sarita of Rs 5,000.

Amount of Rs 50,000 received on Sale of old furniture.

Sold of equity shares (held as investment) for Rs 20,00,000 and suffered a loss of Rs 20,000.

Or

- (b) On 1-1-2012 Thivya and company purchased machinery under hire purchase system. The cash price was Rs 17,000 payable as under Rs 2,000 on signing the agreement and the balance in 3 instalments of Rs 5,000 each together with interest at 8% pa. On 31st of December each year the asset is depreciated at 10% p.a. on original cost method. Make necessary ledger accounts in the books of Hire purchaser.
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C-2399

Sub. Code

84715

B.B.A. DEGREE EXAMINATION, APRIL 2024

First Semester

Shipping and Logistics Management

MATHEMATICS FOR MANAGEMENT — I

(2023 onwards)

Duration : 3 Hours

Maximum : 75 Marks

Section A

(10 × 1 = 10)

Answer **all** questions.

1. If the order of matrix A is $m \times p$. And the order of B is $p \times n$. Then the order of matrix AB is?
(a) $n \times p$ (b) $Bm \times n$
(c) $Cn \times p$ (d) $Dn \times m$
2. Transpose of a rectangular matrix is a
(a) Rectangular matrix
(b) Diagonal matrix
(c) Square matrix
(d) Scalar matrix
3. Calculate the simple interest if the principal amount is 50000 and the rate is 2% for 4 years
(a) 4000 (b) 400
(c) 40000 (d) 40

9. Which index in India is used to evaluate inflation?
- (a) Commodity price index
 - (b) Productive price index
 - (c) GDP deflator
 - (d) Wholesale price index
10. What does the consumer price index (CPI) calculate?
- (a) Price of services only
 - (b) Price of goods only
 - (c) Price of both goods and services
 - (d) None of the above

Section B

(5 × 5 = 25)

Answer **all** questions.

11. (a) Write a short note on Sets and set operation.
- Or
- (b) Explain the elements of Co-ordinate system.
12. (a) Find the 5th term of the arithmetic progression 1,4,7,..
- Or
- (b) The principal amount is Rs.10,000. the rate of interest is 10% and the number of years is six. Calculate the simple interest.

13. (a) Explain the Limitation of the statistics in detail.

Or

(b) What are the general rules for construction of Diagrammatic and Graphic Presentations.

14. (a) If the arithmetic mean of 14 observations 26, 12, 14, 15, x, 17, 9, 11, 18, 16, 28, 20, 22, 8 is 17. Find the missing observation.

Or

(b) The following data are the weights of students in a class. Find the median weights of the students

Weight (Kg)	10	20	30	40	50	60	70
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Number students	4	7	12	15	13	5	4
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15. (a) Explain the analysis of time series.

Or

(b) Write short notes on Index Number.

Section C

(5 × 8 = 40)

Answer **all** questions.

16. (a) Fundamental ideas about matrices and their optional rules.

Or

(b) If A and B are two sets such that number of elements in A is 24. number of elements in B is 22 and number of elements in both A and B is 8, find :

(i) $n(A \cup B)$

(ii) $n(A - B)$

(iii) $n(B - A)$.

17. (a) Rs. 2379 is divided into 3 parts so that the amounts after 2, 3 and 4 years, respectively, are equal. What is the first part if the interest rate is 5% per annum on simple interest?

Or

- (b) Find a Geometric progress for which the sum of first two terms is -4 and the fifth term is 4 times the third term.
18. (a) Explain the scope of the statistics.

Or

- (b) Explain the formation of frequency distribution.
19. (a) Consider the following frequency distribution. Calculate the mean weight of students.

Weight (in kg)	31-35	36-40	41-45	46-50	51-55
Number of students	9	6	15	3	1
Weight (in kg)	56-60	61-65	66-70	71-75	
Number of students	2	2	1	1	

Or

- (b) Calculate the mode for the following distribution

CI :	40-45	45-50	50-55	55-60
Frequency :	4	4	13	5
CI :	60-65	65-70	70-75	75-80
Frequency :	6	5	2	1

20. (a) Explain the Methods of measuring.

Or

(b) Explain the consumer price and cost of living indicates.

C-2400

Sub. Code

84723

B.B.A. DEGREE EXAMINATION, APRIL 2024

Second Semester

Shipping and Logistics Management

FINANCIAL MANAGEMENT

(2023 onwards)

Duration : 3 Hours

Maximum : 75 Marks

Part A

(10 × 1 = 10)

Answer **all** questions.

1. Finance decision involves
 - (a) Investment, financing and dividend decision
 - (b) Financing, dividend and cash decision
 - (c) Investment, financing and sales decision
 - (d) None of these

2. Short term sources are
 - (a) Bank credit
 - (b) Public Deposit
 - (c) Commercial papers
 - (d) All of the above

3. Cost of capital is the _____ rate of return expected by the investors.
 - (a) Minimum
 - (b) Maximum
 - (c) Expected
 - (d) Marginal

4. Financial leverage is also known as
- (a) Trading on equity
 - (b) Trading on debt
 - (c) Interest on equity
 - (d) Interest on debt
5. Trading on equity is
- (a) Always beneficial
 - (b) May be beneficial
 - (c) Never beneficial
 - (d) None of the above
6. Dividends are paid out of
- (a) Accumulated profits
 - (b) Gross profit
 - (c) Profit after tax
 - (d) General reserve
7. The amount of current assets that varies with seasonal requirements is termed as _____ working capital.
- (a) Gross (b) Permanent
 - (c) Net (d) Temporary
8. The cash management refers to management of _____
- (a) Cash only
 - (b) Cash and bank balances
 - (c) Cash and near cash assets
 - (d) Fixed assets

9. Capital budgeting is related to
- (a) Long term assets
 - (b) Short term assets
 - (c) Long term assets and Short term assets
 - (d) Fixed assets
10. _____ is defined as the length of time required to recover the initial cash outlay.
- (a) Payback period
 - (b) Inventory conversion period
 - (c) Discounted payback period
 - (d) Budget period

Part B

(5 × 5 = 25)

Answer **all** questions.

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

Or

- (b) Distinguish between Shares and Debentures.

12. (a) What are the components of cost of capital?

Or

- (b) Find out degree of operating leverage from the following data :

Rs.

EBIT (2020) 40,000 Sales (2020) 20,000 units

EBIT (2021) 50,000 Sales (2021) 28,000 units

13. (a) Write a short note on optimum capital structure.

Or

(b) State the objectives of dividend policy.

14. (a) Explain the dangers of having excessive working capital of a firm.

Or

(b) What are the advantages of cash management?

15. (a) Project Y has an initial investment of Rs.5,00,000. Its cash flows for 5 years are Rs.1,50,000, Rs.1,80,000, Rs.1,50,000, Rs.1,32,000 and Rs.1,20,000.

Determine the payback period.

Or

(b) What are the objectives of capital budgeting?

Part C (5 × 8 = 40)

Answer **all** questions.

16. (a) Discuss the functions of financial management.

Or

(b) Explain the various sources of long term finance.

17. (a) Mohit Ltd. wants to raise Rs.30,00,000 by issue of new equity shares. The relevant information is given below :

No. of existing equity shares	50,000
Profit after tax	Rs.3,00,000
Market value of existing equity shares	Rs.20,00,000

- (i) Compute the cost of existing equity capital.
- (ii) Compute the cost of new equity capital if the shares are issued at a price of Rs.35 per share and the floatation cost is Rs.5 per share.

Or

- (b) Explain the different types of leverages.
18. (a) Discuss the factors to be kept in mind while determining the capital structure of a firm.

Or

- (b) Describe the various types of dividend policy.
19. (a) Discuss the significance of working capital in a firm.

Or

- (b) What is receivable management? Enumerate its objectives.
20. (a) Explain the various stages involved in capital budgeting process.

Or

- (b) A company is considering whether to purchase a new machine. Machines A and B are available for Rs.80,000 each. Earnings after taxation are as follow :

Year	Machine A	Machine B
1.	24,000	8,000
2.	32,000	24,000
3.	40,000	32,000
4.	24,000	48,000
5.	16,000	32,000

Evaluate the two alternatives using the followings :

- (i) Payback Method
- (ii) Rate of return on investment method
- (iii) Net present value method

Discount rate of 10%.

C-2401

Sub. Code

84724

B.B.A. DEGREE EXAMINATION, APRIL 2024

Second Semester

Shipping and Logistics Management

ECONOMICS FOR EXECUTIVES

(2023 onwards)

Duration : 3 Hours

Maximum : 75 Marks

Part A

(10 × 1 = 10)

Answer **all** questions.

1. Profit maximization of a firm is much important to the
 - (a) Creditors
 - (b) Shareholders
 - (c) Government
 - (d) Lenders

2. Giffen goods are goods _____
 - (a) For which demand increases as price increases
 - (b) Which have a high income elasticity of demand
 - (c) Which have a low cross elasticity of demand
 - (d) Which are in very short supply.

3. What is MPP in the three stages of production?
 - (a) Marginal Physical Production
 - (b) Marginal Physical Product
 - (c) Mean Physical product
 - (d) Mean Production Proportion

4. Internal economies arise due to
 - (a) Government policies
 - (b) Competitor's action
 - (c) A firm's own expansion
 - (d) Expansion of some other firms

5. Which of the following is incompatible with oligopolistic condition _____
 - (a) Product differentiation
 - (b) Competition
 - (c) Normal profits
 - (d) Inability of the seller to alter market conditions

6. The seller segregates buyers according to different market segments. This is called _____ degree discrimination.
 - (a) First (b) Second
 - (c) Third (d) Fourth

7. How does Keynes categorise the motives for holding money?
 - (a) Transaction, Precautionary and Speculative
 - (b) Saving, Investment and consumption
 - (c) Short-term, Medium-term and Long-term
 - (d) Real, Nominal and Monetary

8. According to the dynamic equilibrium theory of profit, what is the nature of profits in the long run?
- (a) They remain constant over time
 - (b) They fluctuate based on market conditions
 - (c) They tend to be at zero due to competition
 - (d) They continuously evolve of markets change
9. Disinvestment policy in India aims to
- (a) Nationalize private enterprises
 - (b) Privatize Public sector enterprises
 - (c) Increase Government control over PSES
 - (d) Expand the control of PSEs.
10. Which one of the following was not a goal of MRTP Act?
- (a) Promoting competition in the market
 - (b) Preventing concentration of economic power
 - (c) Encouraging small scale industries
 - (d) Restricting foreign investment

Part B

(5 × 5 = 25)

Answer **all** questions.

11. (a) Explain the need for discharging social responsibilities by a business unit.

Or

- (b) Explain the utility of demand analysis for a firm.

12. (a) "A firm buys inputs in quantities determined by the production function and the prices of the inputs." Discuss.

Or

- (b) Explain the relation between short- run and long-run average cost curves.
13. (a) Examine the relation between a monopolist's profits and elasticity of demand.

Or

- (b) Explain the meaning of price leadership. What are the conditions necessary for effective price leadership?
14. (a) Elaborate the Marginal Productivity theory of Wages.

Or

- (b) Analyse the need for effective risk management strategies for profit maximization.
15. (a) Examine the background of a setting up of Public Sector Enterprises in India.

Or

- (b) Define unfair trade practices. Why such practices are to be discouraged?

Part C

(5 × 8 = 40)

Answer **all** questions.

16. (a) Describe the objectives of business firms.

Or

- (b) Define price-elasticity of demand and distinguish its various types. Discuss the role of price-elasticity of demand in business decisions.

17. (a) Explain the production function with two variable inputs.

Or

- (b) Discuss the various economies of scale.

18. (a) Illustrate the process of price fixation in perfect competition under changing market conditions.

Or

- (b) What is meant by “price discrimination”? What are its objectives? Is price discrimination anti-social?

19. (a) Explain the Keynes liquidity preference theory. What are its criticisms?

Or

- (b) Explore the relationship between competition and dynamic theory of profit.

20. (a) Describe the role of Government in business.

Or

(b) Elaborate the measures taken by the Government to control monopoly in India.

C-2402

Sub. Code

84725

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

Second Semester

Shipping and Logistics Management

MATHEMATICS FOR MANAGEMENT II

(2023 onwards)

Duration : 3 Hours

Maximum : 75 Marks

Part A

(10 × 1 = 10)

Answer **all** the questions.

1. Operations research is the application of _____ methods to arrive at the optimal Solutions to the problems. A. B. C. D. artistic.
(a) Economical (b) Scientific
(c) (a) and (b) both (d) Artistic
2. Which technique is used in finding a solution for optimizing a given objective, such as profit maximization or cost reduction under certain constraints?
(a) Quailing Theory (b) Waiting Line
(c) Both (a) and (b) (d) Linear Programming
3. In a transportation problem, we must make the number of _____ and _____ equal.
(a) destinations; sources
(b) units supplied; units demanded
(c) columns; rows
(d) positive cost coefficients; negative cost coefficients

4. In assignment problem of maximization, the objective is to maximise
 - (a) Profit
 - (b) Optimization
 - (c) Cost
 - (d) None of the above
5. Game theory models are classified by the
 - (a) number of players
 - (b) sum of all payoffs
 - (c) number of strategies
 - (d) all of these
6. The size of the payoff matrix of a game can be reduced by using the principle of
 - (a) game inversion
 - (b) rotation reduction
 - (c) dominance
 - (d) game transpose
7. What is a critical path ?
 - (a) It is a path that operates from the starting node to the end node
 - (b) It is a mixture of all the paths
 - (c) It is the longest path
 - (d) It is the shortest path
8. What is the particular task performance in CPM known as?
 - (a) Dummy
 - (b) Event
 - (c) Activity
 - (d) Contract
9. The quickest time in which a task may be completed under perfect conditions is referred to as
 - (a) The most pessimistic time estimate
 - (b) The most optimistic time estimate
 - (c) The expected time estimate
 - (d) The most likely time estimate
10. Activity in a network diagram is represented by?
 - (a) Rectangles
 - (b) Arrows
 - (c) Squares
 - (d) Circles

Part B

(5 × 5 = 25)

Answer **all** the questions.

11. (a) Define operations research Explain its scope.

Or

- (b) A factory manufactures two products A and B. To manufacture one unit of A, 1.5 machine hours and 2.5 labour hours are required. To manufacture product B, 2.5 machine hours and 1.5 labour hours are required. In a month, 300 machine hours and 240 labour hours are available. Profit per unit for A is Rs. 50 and for B is Rs. 40. Formulate as LPP.
12. (a) ABC Company has three plants located throughout a state with production capacity 50, 75 and 25 litres. Each day the firm must furnish its four retail shops R1, R2, R3, and R4 with at least 20, 20, 50, and 60 litres respectively. The transportation costs (in Rs.) are given below.

Plants	R1	R2	R3	R4	Supply
P1	3	5	7	6	50
P2	2	5	8	2	75
P3	3	6	9	2	25
Demand	20	20	50	60	

Calculate minimum cost of transportation using North West Corner rule.

Or

- (b) Assign three jobs on three machines for following cost matrix:

Jobs	Machines		
	M1	M2	M3
J1	Rs.14	Rs.12	Rs.16
J2	Rs.11	Rs.17	Rs.21
J3	Rs.20	Rs.8	Rs.7

13. (a) Solve the following game:

		Player B		
		Strategies		
		I	II	III
Player A Strategies	1	1	8	2
	2	3	5	6
	3	2	2	1

Or

(b) Briefly explain Individual and Group replacement.

14. (a) Discuss the procedure to find the earliest expected time of an event.

Or

(b) A Project is composed of seven activities whose time estimates are listed in the following table. Activities are simplified by this beginning (i) ones ending (ii) Node member.

Activity		Estimated duration in weeks		
i	j	Optimistic	Most likely	Pessimistic
1	2	1	1	7
1	3	1	4	7
1	4	2	2	8
2	5	1	1	1
3	5	2	5	14
4	6	2	5	8
5	6	3	6	15

Calculate expected project length.

15. (a) What are the limitations of Critical Path Method?

Or

- (b) Tasks A,B,C,....,H,I constitute a project. The precedence relationships are A<D; A<E; B<F; D<F; C<G; C<H; F<I; G<I

Draw a network to represent the project and find the minimum time of completion of the project when time, in days, of each task is as follows:

Task	A	B	C	D	E	F	G	H	I
Time	8	10	8	10	16	17	18	14	9

Also identify the critical path.

Part C

(5 × 8 = 40)

Answer **all** the questions.

16. (a) Define operations research. Explain its characteristics.

Or

- (b) A company produces two types of TVs, one is black and white, while the other is colour. The company has the resources to make at most 200 sets a week. Creating a black and white set costs Rs. 2,700 and Rs. 3,600 to create a coloured set. The business should spend no more than Rs. 6,48,000 a week producing TV sets. If it benefits from Rs. 525 per set of black and white and Rs. 675 per set of colours. How many sets of black/white and coloured sets should it produce in order to get maximum profit? Formulate this using LPP.

17. (a) Solve the transportation problem by using MODI method:

	D1	D2	D3	D4	Supply
S1	21	16	25	13	11
S2	17	18	14	23	13
S3	32	27	18	41	19
Demand	6	10	12	15	

Or

- (b) Solve the following assignment problem shown in Table using Hungarian method. The matrix entries are processing time of each man in hours.

		Men				
		1	2	3	4	5
Job	I	20	15	18	20	25
	II	18	20	12	14	15
	III	21	23	25	27	25
	IV	17	18	21	23	20
	V	18	18	16	19	20

18. (a) In a game of matching coins, player A wins Rs. 2. If there are two heads, win nothing if there are two tails and loses Rs. 1. When there are one head and one tail. Determine the pay off matrix, best strategies for each player and the value of game to A.

Or

- (b) The cost of a machine is Rs.6,100/- and its scrap value is Rs. 100/-.

The maintenance costs found from experience are as follows:

Year	1	2	3	4	5	6	7	8
Maintenance cost	100	250	400	600	900	1200	1600	2000

When should the machine be replaced?

19. (a) A project has the following times schedule.

Activity	Times in weeks	Activity	Times in weeks
(1-2)	4	(5-7)	8
(1-3)	1	(6-8)	1
(2-4)	1	(7-8)	2
(3-4)	1	(8-9)	1
(3-5)	6	(8-10)	8
(4-9)	5	(9-10)	7
(5-6)	4		

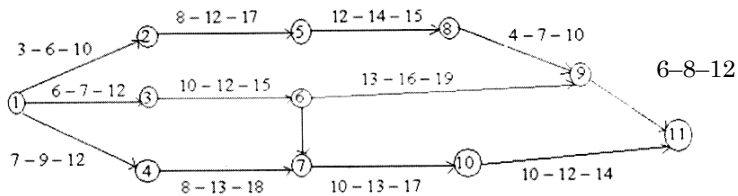
Construct the network and compute

- (i) T_E and T_L for each event
- (ii) Float for each activity
- (iii) Critical path and its duration

Or

(b) Explain the CPM in Project Management.

20. (a) Calculate the variance and the expected time for each activity.



Or

- (b) Consider a construction project with the following activities and their durations:

Activity	Description	Duration (days)	Predecessors
A	Excavation	3	–
B	Foundation Work	5	A
C	Framing	2	A
D	Roofing	4	B, C
E	Finishing	3	D

Calculate the total float for each activity in the project.
