

**C-5449**

**Sub. Code**

**84811**

**M.B.A. DEGREE EXAMINATION, APRIL 2025**

**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. Henry Fayol is known as \_\_\_\_\_
  - (a) The father of general management
  - (b) The Father of shop floor management
  - (c) The father of scientific management
  - (d) All of the above
2. Pure science principles are rigid, whereas management principles are relatively \_\_\_\_\_
  - (a) Contingent                      (b) Dependent
  - (c) Flexible                         (d) Absolute
3. Management functions include \_\_\_\_\_
  - (a) Planning and organizing
  - (b) Directing
  - (c) Controlling
  - (d) All of the above

4. Most stands for
- (a) Machinery, office staff and technology
  - (b) Mission objectives strategies and tectics
  - (c) Maximum output strategy tools
  - (d) Manager , operator seller and trade
5. Which of the following is not concerned with staffing?
- (a) Recruitment                      (b) Selection
  - (c) Training                          (d) Publicity
6. ————— guides for decision making
- (a) Rule                                  (b) Policy
  - (c) Procedure                          (d) Method
7. According to Frederick Herzberg ————— are elements associated with conditions surrounding the job
- (a) Hygiene factors
  - (b) Motivating factors
  - (c) Economic factors
  - (d) Environmental factors
8. The ————— leadership style is an expression of the leader's trust in the abilities of his subordinates
- (a) Authoritarian                      (b) Delegative
  - (c) Participative                      (d) All of the above
9. Which of the following is not important for controlling function?
- (a) It ensures order and discipline
  - (b) It restricts coordination in action
  - (c) It helps in judging the accuracy of standard
  - (d) It improves employee motivation

10. The need for the controlling function is felt in —————
- (a) Business organizations
  - (b) Political organizations
  - (c) Social organizations
  - (d) All of the above

**Section B**

(5 × 5 = 25)

Answer **all** questions, choosing either (a) or (b).

11. (a) Describe the major characteristics of management as profession. To what extent has Indian management been professionalized.

Or

- (b) Mention the jungle approaches to management.

12. (a) What do you mean by social responsibility of business? How can social responsibility be made operational in an organization?

Or

- (b) Briefly describe the different techniques of forecasting.

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

Or

- (b) How does informal organizations differ from formal organizations?

14. (a) Leadership is situational. Explain this statement of bringing out the situational factors important for effective leadership.

Or

- (b) Critically examine Herzberg's two factor theory.

15. (a) Mention the elements of control.

Or

- (b) Analyse the characteristics of an effective control system.

**Section C**

(5 × 8 = 40)

Answer **all** questions, choosing either (a) or (b).

16. (a) Assess the contributions of Henry Fayol to management thought.

Or

- (b) Bring out the evolution of management concept.

17. (a) Explain the rationale of business ethics in the present business environment.

Or

- (b) How does long-term planning differ from short-term planning? How can both be coordinated?

18. (a) Describe the factors determining degree of decentralization.

Or

- (b) Point out the sources of human resource recruitment.

19. (a) Analyse the leadership styles with examples. Which Indian managers follows? Can you suggest a best style?

Or

- (b) What is meant by hierarchical nature of human needs? Is this hierarchy rigid?

20. (a) Mention the functions of a controller.

Or

- (b) Describe the role of global managers.

**C-5450**

**Sub. Code**

**84812**

**M.B.A. DEGREE EXAMINATION, APRIL 2025**

**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. \_\_\_\_\_ is the provision of service to customers before, during and after a purchase
  - (a) Customer service
  - (b) Product management
  - (c) Purchase management
  - (d) Logistics management
2. Special purpose material handling equipment are used in
  - (a) Line layout                      (b) Process layout
  - (c) Inland layout                      (d) Warehousing
3. Re-order level depends upon two factors, i.e. lead time and \_\_\_\_\_
  - (a) Inventory                      (b) Warehouse
  - (c) Procurement                      (d) Safety stock

4. The \_\_\_\_\_ system should be designed after analysing the needs for the organisation
- (a) Warehousing
  - (b) Logistics
  - (c) Material handling
  - (d) Distribution
5. The first thing that the consumer will notice about the product is the \_\_\_\_\_ of the product
- (a) Price
  - (b) Expiry date
  - (c) Packaging
  - (d) Barcode
6. \_\_\_\_\_ involves streamlining the distribution process in terms of physical and information efficiency
- (a) Technical integration
  - (b) Channel integration
  - (c) Channel hierarchy
  - (d) Vertical marketing system
7. \_\_\_\_\_ measuring land transport i.e rail or road transport to connect two separate water transport
- (a) Piggy back
  - (b) Fishy back
  - (c) LASH
  - (d) Land bridge
8. Market logistics planning has \_\_\_\_\_ steps
- (a) 3
  - (b) 4
  - (c) 2
  - (d) 5
9. Which of the following is not a part of supply chain management system
- (a) Supplier
  - (b) Manufacturer
  - (c) Information flow
  - (d) Competitor

10. PL stands for
- (a) Three point logistics
  - (b) Third party logistics
  - (c) Three points location
  - (d) None of the above

**Section B**

(5 × 5 = 25)

Answer **all** questions, choosing either (a) or (b).

11. (a) Describe logistics role in the economy.
- Or
- (b) Outline the elements of customer service.
12. (a) Exhibit the functions of inventory.
- Or
- (b) Summarize the importance of inventory management in supply chain.
13. (a) Mention the factors influencing transport economics.
- Or
- (b) Analyse the functions and benefits of warehouse.
14. (a) Criticism the features of global supply chain.
- Or
- (b) Assess the barriers to global logistics.
15. (a) Justify the decentralised structure of logistics performance.
- Or
- (b) Evaluate the principles of LIS.

**Section C**

(5 × 8 = 40)

Answer **all** questions, choosing either (a) or (b).

16. (a) Illustrate the strategies of customer retention with example.

Or

- (b) Identify the critical issues in logistics outsourcing.

17. (a) Develop inventory planning models with examples.

Or

- (b) Outline the types of material handling equipments.

18. (a) Categorise the types of packaging material.

Or

- (b) Enumerate the factor affecting choice of packaging materials.

19. (a) Assess the forces driving globalisation.

Or

- (b) Explain the functions of logistics information system.

20. (a) Classify the financial issues in logistics performance.

Or

- (b) Appraise the activity centres in integrated logistics.



**C-5451**

**Sub. Code**

**84813**

**M.B.A. DEGREE EXAMINATION, APRIL 2025**

**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 Largest port in India
  - (a) Mumbai
  - (b) Chennai
  - (c) Vizak
  - (d) Kolkatta
2. The price of a country's money in relation to another country's money
  - (a) debt
  - (b) credit
  - (c) exchange rate
  - (d) none of the above
3. \_\_\_\_\_ is one of the transportation document required during international trade.
  - (a) shipper letters of instructions
  - (b) shipper's export declaration
  - (c) certificate of inspection
  - (d) commercial invoice

4. The time-bound agreement as opposed to a voyage charter
- (a) Time charter      (b) Voyage charter  
(c) Demise charter    (d) None of the above
5. The term used for loading or unloading of heavy cargo is \_\_\_\_\_
- (a) Slinging              (b) Rigging  
(c) Carnage              (d) Forced discharge
6. The agreement between the charterer and the ship owner in respect of the chartering of a ship is called the \_\_\_\_\_
- (a) Charter Register  
(b) Charter Party  
(c) Charter Agreement  
(d) Charter Contract
7. Which is the weather-sensitive cargo in the list below?
- (a) Aluminium Ingots  
(b) Newsprint  
(c) Iron ore  
(d) Drilling pipes
8. The term for seawater used to trim a ship is \_\_\_\_\_
- (a) Black water      (b) Ballast water  
(c) Billage Water    (d) Brown Water
9. A ship that regularly sail on a fixed route following a schedule is known as a \_\_\_\_\_
- (a) liner                  (b) tramp  
(c) bill                    (d) charge

10. One of the organisations that will declare a ship seaworthy after an accident is the \_\_\_\_\_
- (a) Ship's Agent
  - (b) Classification Society
  - (c) Charterer
  - (d) P and I Club

**Section B**

(5 × 5 = 25)

Answer **all** questions, choosing either (a) or (b).

11. (a) What are the different shipping markets?
- Or
- (b) What is meant by ship registration?
12. (a) Which is the regulation governing Indian shipping?
- Or
- (b) Draw the chart of Merchant ship types.
13. (a) What is Type 1 tanker?
- Or
- (b) What laws are related to maritime law?
14. (a) What are the elements of charter?
- Or
- (b) What is sales and purchase maritime shipping?
15. (a) How do prepare for port state control?
- Or
- (b) What are the duties of ship owners?

**Section C**

(5 × 8 = 40)

Answer **all** questions, choosing either (a) or (b).

16. (a) Evaluate the roles of the freight forwarder in the shipping process.

Or

- (b) Define Absolute or Comparative Advantage and give an example of each.

17. (a) Describe the brief History of containerisation.

Or

- (b) What are the advantages and disadvantages of sea transport for international trade?

18. (a) Explain with a diagram of load line in detail.

Or

- (b) What are the five main sources of English law?

19. (a) Discuss the risk factors in the shipping industry.

Or

- (b) What are the circumstances when the agent is personally liable?

20. (a) Give the detail with example in Institute of chartered shipbroker.

Or

- (b) Describe the Maritime tort claims.

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**C-5452**

**Sub. Code**

**84815**

**M.B.A. DEGREE EXAMINATION, APRIL 2025**

**First Semester**

**Shipping and Logistics Management**

**FINANCIAL MANAGEMENT**

**(2023 onwards)**

Duration : 3 Hours

Maximum : 75 Marks

**Part A**

(10 × 1 = 10)

Answer **all** questions.

1. The finance manager's role is to:
  - (a) Ensure that the funds are properly utilised
  - (b) Maintains financial health
  - (c) Effective supervision of capital
  - (d) Obtains capital assets of the organisation
2. The ultimate purpose of financial management is
  - (a) To get a maximum return
  - (b) To increase the wealth of the owners
  - (c) To maximum risk profit
  - (d) To get a maximum profit

3. From which of the following is a ledger account prepared
- (a) Transactions
  - (b) Journal
  - (c) Events
  - (d) None of the above
4. Among these, which item is used as the base for preparing trial balance.
- (a) Cash account            (b) Balance sheet
  - (c) Journal                (d) Ledger
5. On the basis of \_\_\_\_\_ working capital may be classified as permanent fixed working capital and temporary of variable working capital
- (a) Concept                (b) Time
  - (c) Future                (d) Work
6. \_\_\_\_\_ refers to the funds, which an organisation must possess to finance its day to day operations.
- (a) Fixed capital            (b) Working capital
  - (c) Retained earning    (d) None of the above
7. Which one of the following is a financial budget?
- (a) Cash budget            (b) Working capital budget
  - (c) Capital budget        (d) All of the above
8. Summary budget may be regarded as
- (a) Functional budgets
  - (b) Performance budget
  - (c) Master budget
  - (d) Sales budget

9. Capital budgeting decisions are evaluated using the \_\_\_\_\_ and \_\_\_\_\_ is used for this purpose.
- (a) Weighted average, cost of capital
  - (b) Weighted average, component cost
  - (c) Unweighted average, cost of capital
  - (d) None of the above
10. The cost on the process of raising fund through equity is known as \_\_\_\_\_.
- (a) Financial risk      (b) Cost of debt
  - (c) Flotation cost      (d) Cost of capital

**Part B**

(5 × 5 = 25)

Answer **all** questions choosing either (a) or (b).

11. (a) Explain – information system as tool for internal reporting.
- Or
- (b) Write the meaning of any five accounting terminology.
12. (a) Write a short note on cash flow statement.
- Or
- (b) Discuss the requirement of companies act with respect to final account preparation.
13. (a) Explain the components of working capital management.
- Or
- (b) How to prepare a cash budget?
14. (a) List out the assumptions involved in budget preparation.
- Or
- (b) Differentiate fixed and variable costs.

15. (a) Write a short note on accounting rate of return.

Or

- (b) What are on/off-hire statements?

**Part C**

(5 × 8 = 40)

Answer **all** questions choosing either (a) or (b).

16. (a) Discuss the need for financial accounting data and its uses.

Or

- (b) Differentiate management and financial accounting.

17. (a) Discuss in detail about computerised accounts.

Or

- (b) How to prepare a cash flow statement?

18. (a) Analyse the role of ratios in interpreting the data.

Or

- (b) Write a detailed description in firm forming.

19. (a) Elaborate – budget committee (or) co-ordination.

Or

- (b) Explain – capital expenditure budget programme.

20. (a) How NPV is useful in choosing a project?

Or

- (b) Discuss on various sources of financing.



**C-5453**

**Sub. Code**

**84816**

**M.B.A. DEGREE EXAMINATION, APRIL 2025.**

**First Semester**

**Shipping and Logistics Management**

**ORGANIZATIONAL BEHAVIOUR**

**(2023 onwards)**

Duration : 3 Hours

Maximum : 75 Marks

**Part A**

(10 × 1 = 10)

Answer **all** questions.

1. A study of human behavior in organizational settings is
  - (a) Individual behavior
  - (b) Group behavior
  - (c) Organizational behavior
  - (d) None of these
2. The cognitive process through which an individual selects, organizes but misinterprets environmental stimuli is known as \_\_\_\_\_.
  - (a) Perception
  - (b) Projection
  - (c) Selective Perception
  - (d) Mis-Perception
3. The group formed by an organization to accomplish narrow range of purposes within a specified time
  - (a) Formal Group      (b) Task Group
  - (c) Interest Group      (d) Functional Group

4. Which of the following would be least likely to pose a barrier to cross-cultural communications?
- (a) Tone difference
  - (b) Word connotations
  - (c) Political correctness
  - (d) Differences among perceptions
5. In \_\_\_\_\_ leadership, there is a complete centralization of authority in the leader
- (a) Democratic                      (b) Autocratic
  - (c) Free rein                      (d) Bureaucratic
6. Which of the following is not direct method to solve intergroup conflicts?
- (a) Problem solving
  - (b) Domination by the management
  - (c) Removing key figures in conflict
  - (d) Persuasion
7. A technique to bring changes in the entire organization, rather than focusing attention on individuals to bring changes easily.
- (a) Organizational development
  - (b) Organizational change
  - (c) Organizational culture
  - (d) Organizational conflicts
8. \_\_\_\_\_ is a set of values that states what an organisation stands for
- (a) Organization behavior
  - (b) Organizational culture
  - (c) Organizational spirit
  - (d) Organizational effectiveness

9. Which of the following is NOT a business opportunity generated by globalization?
- (a) Access to low cost labour
  - (b) Cheap International transport
  - (c) Currency crises
  - (d) Less stringent regulation of the business environment
10. Z theory is a Japanese approach of motivation developed by
- (a) Mc Clelland
  - (b) William Ouchi
  - (c) Alderfer
  - (d) McGregor

**Part B**

(5 × 5 = 25)

Answer **all** questions, choosing either (a) or (b).

11. (a) List the factors influencing individual behaviour.

Or

- (b) Explain the key elements in OB.

12. (a) Classify the groups in organisation.

Or

- (b) State the important features of essential communication.

13. (a) List the symptoms among conflicting persons.

Or

- (b) Discuss the role of leaders.

14. (a) Write in brief about impression management.

Or

- (b) Briefly explain the organisational strategies for coping stress.

15. (a) What are the managerial implications of organisation effectiveness?

Or

- (b) Describe the growth of international business.

**Part C**

(5 × 8 = 40)

Answer **all** questions, choosing either (a) or (b).

16. (a) Describe the process of learning.

Or

- (b) Explain how OB is Interdisciplinary.

17. (a) Discuss the principles of communication.

Or

- (b) Write a detailed note on group structure and size.

18. (a) Explain the Hersey-Blanchard's situational theory.

Or

- (b) Discuss the stages and process of conflict.

19. (a) Write an essay on organisational culture.

Or

- (b) Describe the political behaviour in the organisation.

20. (a) Elucidate the approaches to organizational effectiveness.

Or

- (b) Explain about the cultural differences and similarities.
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**C-5454**

**Sub. Code**

**84817**

**M.B.A. DEGREE EXAMINATION, APRIL 2025**

**First Semester**

**Shipping and Logistics Management**

**BUSINESS COMMUNICATION**

**(2023 onwards)**

Duration : 3 Hours

Maximum : 75 Marks

**Part A**

(10 × 1 = 10)

Answer **all** questions.

1. Communication is a \_\_\_\_\_.  
(a) One way process (b) Two way process  
(c) Three way process (d) Four way process
2. Realising the potential of the self is part of the \_\_\_\_\_.  
(a) Communication development  
(b) Language development  
(c) Skill development  
(d) Personality development
3. On the \_\_\_\_\_ it is possible to get immediate feedback.  
(a) Letter (b) E-mail  
(c) Telephone (d) Fax

4. Press reports refers to \_\_\_\_\_.  
(a) Reports in Newspapers  
(b) Reports through letters  
(c) Oral communication  
(d) Written communication
5. \_\_\_\_\_ refers to the special language of a trade.  
(a) Jargon (b) Expression  
(c) Colloquialism (d) Suggestion
6. Gray colour refers \_\_\_\_\_.  
(a) Cheerfulness and Vigour  
(b) Confidence and wisdom  
(c) Life and coolness  
(d) Danger
7. \_\_\_\_\_ is the main part of the report.  
(a) Conclusion (b) Recommendations  
(c) Description (d) References
8. \_\_\_\_\_ reports can be denied at any time.  
(a) Oral (b) Written  
(c) Business (d) Formal
9. Posters fall under \_\_\_\_\_ communication.  
(a) Oral (b) Visual  
(c) Written (d) Spoken
10. Audio-Visual communication is most suitable for mass \_\_\_\_\_ and mass education.  
(a) Publicity (b) Political  
(c) Stores (d) Policies

**Part B**

(5 × 5 = 25)

Answer **all** questions choosing either (a) or (b).

11. (a) Justify the need for business communication with its merits.

Or

- (b) Describe the elements of business communication.

12. (a) Communication in teams is good for all times – comment.

Or

- (b) Illustrate non verbal communication with an example.

13. (a) How will you revise messages after writing?

Or

- (b) Write short notes on fog index.

14. (a) Express the steps involved in developing business report.

Or

- (b) How will you develop a statement of purpose for your project?

15. (a) Organise the features of preparing business reports.

Or

- (b) Analyse the contents to be included in the conclusion for your business report.

**Part C**

(5 × 8 = 40)

Answer **all** questions choosing either (a) or (b).

16. (a) Analyse the paradox communication.

Or

- (b) “Two way communication is good for all times” – Comment.

17. (a) Summarise the principles involved in use of Audio in communication.

Or

- (b) Prioritise the barriers of communication.

18. (a) What are the words that can be used in business coding?

Or

- (b) Justify the key ingredients in composing business message.

19. (a) Enumerate the characteristics of good business report.

Or

- (b) What are the factors included in the budget column of your proposal?

20. (a) Evaluate the process and mechanics of report writing.

Or

- (b) How will you make your presentation effective with visual aids?



<b>C-5455</b>
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<b>Sub. Code</b>
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<b>84821</b>
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**M.B.A. DEGREE EXAMINATION, APRIL 2025**

**Second Semester**

**Shipping and Logistics Management**

**CUSTOMS LAW**

**(2023 onwards)**

Duration : 3 Hours

Maximum : 75 Marks

**Part A**

(10 × 1 = 10)

Answer **all** questions.

1. What are “Customs” primarily defined as relating to?
  - (a) Cultural practices
  - (b) Import and export regulations
  - (c) Social behavior
  - (d) Government elections
2. Which of the following is a power of Customs officers?
  - (a) Issuing driver’s licenses
  - (b) Approving customs landing places
  - (c) Collecting income taxes
  - (d) Regulating internet content

3. What is the purpose of the valuation of goods?
  - (a) To calculate shipping costs
  - (b) To assess duty
  - (c) To determine storage requirements
  - (d) To evaluate employee performance
4. What is a provisional attachment used for?
  - (a) To protect intellectual property
  - (b) To protect revenue in certain cases
  - (c) To secure physical assets
  - (d) To enforce employee conduct policies
5. What is the main function of the Authority for Advance Rulings?
  - (a) To impose taxes on imported goods
  - (b) To provide legal rulings on tax matters in advance
  - (c) To inspect imported and exported goods
  - (d) To regulate international trade agreements
6. Which action must be taken before a conveyance can leave with goods?
  - (a) Payment of export duties
  - (b) Approval of the export manifest or export report
  - (c) Inspection by customs officials
  - (d) Issuance of a written order

7. What is covered under the clearance of imported and exported goods?
- (a) Only clearance for home consumption
  - (b) Clearance for both home consumption and export
  - (c) Clearance for re-importation
  - (d) Clearance for storage purposes
8. Which electronic ledgers are mentioned for payment purposes?
- (a) Electronic Cash Ledger and Electronic Credit Ledger
  - (b) Electronic Cash Ledger and Electronic Duty Credit Ledger
  - (c) Electronic Payment Ledger and Electronic Credit Ledger
  - (d) Electronic Transaction Ledger and Electronic Credit Ledger
9. What is the purpose of warehousing?
- (a) Manufacturing and Storing Goods
  - (b) Licensing and Inspection
  - (c) Clearance of goods for home consumption and Exportation
  - (d) Transportation of Goods
10. What is the process mentioned for handling a warehousing bond?
- (a) Inspection and Approval
  - (b) Cancellation and Return
  - (c) Renewal and Issuance
  - (d) Submission and Filing

**Part B**

(5 × 5 = 25)

Answer **all** questions, choosing either (a) or (b).

11. (a) Write a note on duty on pilfered goods.

Or

- (b) Explain the prohibition on importation of goods.

12. (a) How does indicating the amount of duty in the price of goods affect transparency and consumer awareness?

Or

- (b) What are the Rules of Origin, and why are they significant in trade agreements?

13. (a) How do advance rulings influence the decision-making process in the arrival and clearance of vessels and aircraft in India?

Or

- (b) What are the potential benefits and draw backs of advance ruling procedures for businesses involved in international trade?

14. (a) Describe the transit procedures for goods moving through customs territories.

Or

- (b) Examine the concept and implications of transshipment of certain goods without payment of duties.

15. (a) Evaluate the challenges and regulations associated with the importation and exportation of goods by post.

Or

- (b) Explore the importance of provisions relating to coastal goods and vessels carrying these goods.

**Part C**

(5 × 8 = 40)

Answer **all** questions, choosing either (a) or (b).

16. (a) Elaborate powers of officers of customs.

Or

- (b) Explain the provisions related to appointment of customs port.

17. (a) Explain the key principles and methodologies used in the valuation of goods for customs purposes.

Or

- (b) Under what circumstances can a duty refund be claimed? Analyze the process and discuss the economic impact of duty refunds on businesses.

18. (a) Discuss the role of the Advance Ruling Authority in enhancing transparency in the import and export process.

Or

- (b) Examine the significance of the requirement for no conveyance to leave without a written order.

19. (a) Discuss the process and regulations involved in the clearance of imported goods.

Or

- (b) Evaluate the processes involved in the clearance of exported goods. How do these processes promote or hinder international trade?

20. (a) Describe the importance of warehousing in the context of international trade.

Or

- (b) Discuss the regulatory framework surrounding the prohibition and regulation of drawbacks, highlighting the implications for businesses involved in international and coastal shipping.
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<b>C-5456</b>
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<b>Sub. Code</b>
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<b>84822</b>
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**M.B.A. DEGREE EXAMINATION, APRIL 2025**

**Second Semester**

**Shipping and Logistics Management**

**TRANSPORTATION AND DISTRIBUTION  
MANAGEMENT**

**(2023 onwards)**

Duration : 3 Hours

Maximum : 75 Marks

**Section A**

(10 × 1 = 10)

Answer **all** questions.

1. Supply chain management \_\_\_\_\_
  - (a) Helps in increase in production
  - (b) Integrates supply and demand management
  - (c) Provides ease in profit-making
  - (d) Helps in improving quality
2. A \_\_\_\_\_ represents a chain of businesses or intermediaries thorough which the final buyer purchases a good or service.
  - (a) Place
  - (b) Price
  - (c) Distribution channel
  - (d) Production
3. \_\_\_\_\_ is the process of organizing and managing the distribution of goods and materials from the point of origin to the point of consumption.
  - (a) Distribution Planning
  - (b) Promotion Planning
  - (c) Preplanning
  - (d) Re planning

4. The channel alternative is not to be addressed on the basis of \_\_\_\_\_ criteria.
- (a) Economic                      (b) Accumulation  
(c) Adaptive                      (d) Control
5. All transport operations include \_\_\_\_\_
- (a) Domestic passengers' carriage  
(b) Cargo movement  
(c) International air traffic  
(d) All of these
6. A multimodal transport document contains \_\_\_\_\_
- (a) The name of the consignor  
(b) The name of the consignee  
(c) Both (a) and (b)  
(d) None
7. Transport \_\_\_\_\_ represents the entire process of planning delivery routes for the vehicles in a fleet.
- (a) Routing                      (b) Dispatching  
(c) Scheduling                      (d) Forecasting
8. State the application of information technology in transportation
- (a) Transportation monitoring  
(b) Automated toll and ticketing  
(c) Efficient traffic management  
(d) All of these
9. \_\_\_\_\_ are the components of GIS.
- (a) Hardware                      (b) Software  
(c) Data                      (d) All of these



10. Who utilizes fleet management?
- (a) Food delivery
  - (b) Public transportation
  - (c) Courier and package delivery services
  - (d) All of these

**Section B**

(5 × 5 = 25)

Answer **all** questions, choosing either (a) or (b).

11. (a) Describe the role of distribution in Supply Chain.

Or

- (b) Write down the benefits of Transportation Management.

12. (a) State the principles of Transportation.

Or

- (b) Investigate the contributions of various agencies in transportation.

13. (a) How to calculate the cost of transport?

Or

- (b) Identify the components of transportation cost.

14. (a) Write notes on “Transport Operations Management”.

Or

- (b) Bring out the features of E-commerce Intelligent Transport Management System.

15. (a) Spell out the functions of Geographic Information Systems.

Or

- (b) Tell the disadvantages of Intermodal Freight Technology.

**Section C**

(5 × 8 = 40)

Answer **all** questions, choosing either (a) or (b).

16. (a) Illustrate the different types of distribution costs.

Or

- (b) Present the advantages and disadvantages of distribution models.

17. (a) How to design an optimal distribution network?

Or

- (b) Analyze the various factors in distribution.

18. (a) Enumerate the various modes of transportation.

Or

- (b) Find out the factors that influence the choice of particular transport mode.

19. (a) What is Freight Consolidation? Give its advantages.

Or

- (b) Present the latest trends in Transportation.

20. (a) Suggest the advanced fleet management technologies to implement in a transport business.

Or

- (b) Discover the security technologies than can improve transportation security.

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**C-5457**

**Sub. Code**

**84823**

**M.B.A. DEGREE EXAMINATION, APRIL 2025**

**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. Buying of goods or materials for production in a way that they are delivered directly on manufacturing facility of company is called
  - (a) Annual purchasing
  - (b) Economic order quantity purchasing
  - (c) Just in time purchasing (JIT)
  - (d) None of the above
2. What is the latest trend in WMS?
  - (a) Dispensers
  - (b) Saas
  - (c) terminals
  - (d) None of these
3. What do we call an ability of an accounting system, to point out use of resources in every step of production process?
  - (a) Lead manufacturing trails
  - (b) Audit trails
  - (c) Trigger trails
  - (d) Back — flush trails

4. What do the activities related to coordinating, controlling and planning flow of inventory classified as
- (a) Throughput management
  - (b) Inventory management
  - (c) Decisional management
  - (d) Manufacturing management
5. Which of the following is strongly associated with cross-docking?
- (a) Processing items as soon as they are received into a distribution center
  - (b) Non-value adding activities such as receiving and storing
  - (c) Multi-modal transportation facilities at seaports
  - (d) Use of manual product identification systems
6. The following classes of costs are usually involved in inventory decisions except \_\_\_\_\_
- (a) Cost of ordering
  - (b) Carrying cost
  - (c) Cost of shortages
  - (d) Machining cost
7. Which of the following is true for Inventory control?
- (a) Economic order quantity has minimum total cost per order
  - (b) Inventory carrying costs increases with quantity per order
  - (c) Ordering cost decreases with to size
  - (d) All of the above

8. 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
9. The cost of insurance and taxes are included in  
(a) Cost of ordering  
(b) Set up cost  
(c) Inventory carrying cost  
(d) Cost of shortages
10. What are the elements of logistics system?  
(a) Transportation  
(b) Warehousing  
(c) Inventory management  
(d) All of the above

**Part B**

(5 × 5 = 25)

Answer **all** questions, choosing either (a) or (b).

11. (a) Write the characteristics of ideal ware houses.

Or

- (b) Discuss about the different types of warehouses.

12. (a) Discuss about the importance of supply chain.

Or

- (b) Explain advantages of inventory management.

13. (a) Write down the necessity of warehouse management system.

Or

- (b) Explain the independent demand systems.

14. (a) Discuss about the managing inventories by ABC.

Or

- (b) Discuss about the managing inventory in single echelon networks.

15. (a) Explain in detail the importance of Vehicle travel path(time).

Or

- (b) Explain the advantages of RFID technology.

**Part C**

(5 × 8 = 40)

Answer **all** questions, choosing either (a) or (b).

16. (a) Discuss about the congestion and the effective performance systems.

Or

- (b) Write a short note on handling time and vehicle utilization.

17. (a) Discuss about importance of ware houses in detail.

Or

- (b) Discuss the major issues affecting and decision making taken in warehouse.

18. (a) Discuss about the functions of inventory.

Or

- (b) Explain detail the need to hold inventory.

19. (a) Write a short note on MRO inventories.

Or

- (b) Write the importance of WIP Inventory.

20. (a) Explain the principles and performance measures of material handling system.

Or

- (b) Write the fundamentals of various types of material handling systems.

**C-5458**

**Sub. Code**

**84824**

**M.B.A. DEGREE EXAMINATION, APRIL 2025**

**Second Semester**

**Shipping and Logistics Management**

**PORT MANAGEMENT**

**(2023 onwards)**

Duration : 3 Hours

Maximum : 75 Marks

**Part A**

(10 × 1 = 10)

Answer **all** questions.

1. What is a crucial concept to understand in cargo operations?
  - (a) Bill of Lading Care
  - (b) Ventilation
  - (c) Mate's Receipt
  - (d) Basic Concepts of Cargo Work
2. Which document is essential when carrying cargo?
  - (a) Bill of Lading
  - (b) Union Purchase System
  - (c) Chafing/Crushing Report
  - (d) Stocklein Derricks

3. What is the primary aim of the Code of Safe Practice for Solid Bulk Cargoes?
  - (a) To enhance the aesthetics of bulk cargoes
  - (b) To ensure safe and secure transportation
  - (c) To reduce shipping costs
  - (d) To speed up the loading and unloading process
4. What does 'Moisture Migration' refer to in the context of bulk cargoes?
  - (a) The movement of personnel during loading
  - (b) The movement of moisture within the cargo
  - (c) The process of drying the cargoes
  - (d) The pricing fluctuations of the cargo
5. What is the aim of the classifications mentioned in the document?
  - (a) To outline safety measures for cargo
  - (b) To provide legal regulations for transportation
  - (c) To guide the packaging and labeling of items
  - (d) To categorize different types of ships
6. What type of cargo is specifically noted as having special requirements on passenger ships?
  - (a) Refrigerated cargoes
  - (b) Unit loads
  - (c) Explosives
  - (d) Crude oil



7. What is a common hazard mentioned in the cargo handling process?
- (a) Fire risk
  - (b) Water damage
  - (c) Theft
  - (d) Spoilage
8. Which of the following is NOT listed as a cargo type?
- (a) Cotton
  - (b) Electronics
  - (c) Sugar
  - (d) Cement
9. What is the primary focus of freight forwarding?
- (a) Transportation of goods
  - (b) Storage of goods
  - (c) Procurement of goods
  - (d) Sale of goods
10. What does containerization primarily involve?
- (a) The use of standard-sized containers for transport
  - (b) Breaking down larger shipments into smaller ones
  - (c) Packaging for retail sales
  - (d) Shipping via multiple transport modes

**Part B**

(5 × 5 = 25)

Answer **all** questions, choosing either (a) or (b).

11. (a) Discuss the Basic Concepts of Cargo Work.

Or

- (b) Explain the importance of 'Bill of Lading' in cargo transportation.

12. (a) Discuss the aim of the Code of Safe Practice for Solid Bulk Cargoes.

Or

- (b) Explain the concept of 'Moisture Migration' within bulk cargoes.

13. (a) Discuss the importance of proper classification and packing of dangerous goods for maritime transportation.

Or

- (b) Explain the different types of cargo segregation on passenger ships.

14. (a) Discuss the common cargoes mentioned and the precautions necessary during their transport.

Or

- (b) Analyze the importance of ventilation in cargo hold preparation.

15. (a) Discuss the genesis of freight forwarding.

Or

- (b) Explain the concept of containerization and its significance in modern logistics.

**Part C**

(5 × 8 = 40)

Answer **all** questions, choosing either (a) or (b).

16. (a) Describe the process of 'Ballasting or De ballasting' and its impact on ship stability during different phases of a voyage.

Or

- (b) Assess the 'Stress-Factor of Safety' in cargo operations.
17. (a) Discuss the importance of 'Trimming' in the context of bulk cargo handling.

Or

- (b) Examine the role and significance of the IMDG Code in the handling of solid bulk cargoes.
18. (a) Explore the significance and methods of tank cleaning in tanker operations.

Or

- (b) Examine the types of containers used in shipping and their specific applications.
19. (a) Describe the principle of stowing cargo and its significance in maritime shipping.

Or

- (b) Investigate the specific challenges and safety measures associated with handling steel and iron cargoes.

20. (a) Outline the procedures involved in pre-stuffing containers.

Or

- (b) Explain the de-stuffing process and its role in the logistics chain.
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**C-5459**

**Sub. Code**

**84826**

**M.B.A. DEGREE EXAMINATION, APRIL 2025**

**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. Theory states that, lack of resources often helps countries to become competitive
  - (a) Competitive theory
  - (b) Porters Diamond Model
  - (c) Theory of Mercantilism
  - (d) Product life cycle theory
2. Theory of Mercantilism propagates
  - (a) Encourage exports and imports
  - (b) Encourage exports and discourage imports
  - (c) Discourage exports and imports
  - (d) Discourage exports and encourage imports

3. Backward vertical FDI occurs when an MNE enters a host country to produce intermediaries that are intended to use as inputs in the host country.
- (a) False                      (b) True  
(c) Both                      (d) None
4. Identify a factor that doesn't play an important role in attracting FDI
- (a) Laws, rules and regulations  
(b) Administrative procedures and efficiency  
(c) Infrastructure related factors  
(d) Language
5. B2B sector specific policy of Indian Government is
- (a) FDI upto 100% subject to condition that they invest 26% in favor of Indian Public within 5 yrs  
(b) FDI upto 100%  
(c) FDI upto 100% subject to condition that they invest 26% in favor of Indian Public within 10 yrs  
(d) FDI upto 49%
6. The country that attracts the largest FDI in flow is
- (a) India                      (b) China  
(c) USA                      (d) Brazil
7. Firm that operates internationally is able to
- (a) Earn a greater return from their skills and core competencies  
(b) Realize location economies where they can be performed most efficiently  
(c) Realize greater experience curve economies, which reduces the cost of production  
(d) All the above

8. General electric follows \_\_\_\_\_ as its international operational strategy.  
(a) Global (b) International  
(c) Multi-domestic (d) Transnational
9. Factor of Interdependence in Multi-domestic strategy is  
(a) Low (b) Moderate  
(c) High (d) Very High
10. In 90's the global management perception was based on  
(a) Standardization v/s adaptation  
(b) Globalization v/s localization  
(c) Global integration v/s Local Responsiveness  
(d) Local responsiveness

**Part B**

(5 × 5 = 25)

Answer **all** questions, choosing either (a) or (b).

11. (a) Explain trade in services.

Or

- (b) Write about counter trade.

12. (a) Determine SAARC.

Or

- (b) Identify trade barriers.

13. (a) Draw foreign exchange market.

Or

- (b) Illustrate scope of Market.

14. (a) Determine the Dangers of foreign capital.

Or

- (b) Explain international finance corporation.

15. (a) Discuss the dimensions of globalization.

Or

- (b) Explain the key factors of EXIM bank.

**Part C**

(5 × 8 = 40)

Answer **all** questions, choosing either (a) or (b).

16. (a) Explain the competitive advantages of nation.

Or

- (b) Narrate about Gains from Trade.

17. (a) Determine Components of BOP.

Or

- (b) Demonstrate Regional economic integration.

18. (a) Explain the SDRs.

Or

- (b) Illustrate FEMA.

19. (a) Determine GATT.

Or

- (b) Explain TRIPS.

20. (a) Explain globalization in detail.

Or

- (b) Elaborate trends in invisibles.



<b>C-5460</b>
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<b>Sub. Code</b>
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<b>84827</b>
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**M.B.A. DEGREE EXAMINATION, APRIL 2025**

**Second Semester**

**Shipping and Logistics Management**

**LINER TRADE**

**(2023 onwards)**

Duration : 3 Hours

Maximum : 75 Marks

**Part A**

(10 × 1 = 10)

Answer **all** questions.

1. What does “liner trades” primarily refer to in maritime transport?
  - (a) Coastal navigation
  - (b) Trade routes that are not regular
  - (c) Regularly scheduled shipping routes
  - (d) Occasional cargo exchanges
2. Which of the following is a key aspect of the development of liner trades?
  - (a) Decrease in the use of container ships
  - (b) Shift towards less organized port operations
  - (c) History and evolution of trades
  - (d) Reduction of vessel capacities

3. What does “Liner cargo” refer to?
- (a) Cargo carried by airlines
  - (b) Cargo carried by liner ships that run on fixed schedules
  - (c) Cargo carried by freight trains
  - (d) None of the above
4. Which of the following is a method of handling cargo?
- (a) Storage facilities
  - (b) Port terminals
  - (c) Budgeting
  - (d) Insurance
5. What does the term “containerization” refer to in the shipping industry?
- (a) The use of standardized containers for efficient transportation.
  - (b) A specific type of insurance for cargo.
  - (c) The process of loading and unloading ships.
  - (d) A legal term for ship leasing.
6. What is meant by “inter-modalism” in logistics?
- (a) Integrating different modes of transportation.
  - (b) Internal audits within logistic companies.
  - (c) Managing single-mode transportation routes.
  - (d) Insurance policies for cargo.

7. What act regulates the carriage of goods by sea in the UK as of 1992?
- (a) Bill of Lading Act 1855
  - (b) Carriage of Goods by Sea Act 1992
  - (c) International Trade Act 2002
  - (d) Maritime Transport Act 1990
8. Which document is a key evidence of the contract in shipping trades?
- (a) Commercial Invoice
  - (b) Certificate of Origin
  - (c) Bill of Lading
  - (d) Packing List
9. What does INCO terms relate to in international trade?
- (a) Methods of payment
  - (b) Contracts of sale
  - (c) Shipping regulations
  - (d) Trade tariffs
10. What is the purpose of a Bill of Lading in international trade?
- (a) To ensure payment security
  - (b) To document the receipt of cargo for shipment
  - (c) To list out the trade tariffs
  - (d) To provide insurance details

**Part B**

(5 × 5 = 25)

Answer **all** questions choosing either (a) or (b)

11. (a) Discuss the historical development of liner trades.

Or

- (b) Explain the concept of “Unitization and Containerization” in the context of liner trades.

12. (a) Discuss the importance of liner cargo in global trade.

Or

- (b) Analyze the role of port terminals in the logistics chain.

13. (a) Discuss the concept of containerization and its impact on global trade. Explain how.

Or

- (b) Examine the role of inter-modalism in modern logistics.

14. (a) Discuss the significance of the Carriage of Goods by Sea Act 1992 in modern shipping practices

Or

- (b) Examine the evolution of the Bill of Lading from the Bill of Lading Act 1855 to its current form.

15. (a) Discuss the role of merchants in the transfer of funds across countries in international trade.

Or

- (b) Explain the significance of International Contracts of Sale INCO terms in shaping the responsibilities and obligations of buyers and sellers in international trade.

**Part C**

(5 × 8 = 40)

Answer **all** questions choosing either (a) or (b)

16. (a) Evaluate the importance of port organization in the operations of liner trades.

Or

- (b) Analyse the different types of ships used in liner trades and their specific functions.

17. (a) Explore the functions and responsibilities of an agent in the port.

Or

- (b) Analyse the concept of conflict of interest within port management and shipping operations.

18. (a) Discuss the impact of containerization and inter-modalism on global trade growth

Or

- (b) Analyse the role of container dimensions and types in optimizing the shipping and logistics industries.

19. (a) Describe the integration and importance of liner documents in the context of shipping and the Bill of Lading.

Or

- (b) Evaluate the significance of international conventions relating to the Bill of Lading.

20. (a) Describe the process and importance of the Bill of Lading in international shipping.

Or

- (b) Investigate the concept of 'general average' in maritime shipping.
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**C-5461**

**Sub. Code**

**84831**

**M.B.A. DEGREE EXAMINATION, APRIL 2025**

**Third Semester**

**Shipping and Logistics Management**

**PORT AGENCY**

**(2023 onwards)**

Duration : 3 Hours

Maximum : 75 Marks

**Part A**

(10 × 1 = 10)

Answer **all** questions.

1. Which type of vessel is designed to carry chemicals?
  - (a) Tankers
  - (b) Bulk carriers
  - (c) Chemical carriers
  - (d) Container ships
  
2. What is the main purpose of a port state control?
  - (a) To ensure ships pay port fees
  - (b) To regulate the number of ships entering the port
  - (c) To ensure ships adhere to international safety and pollution standards
  - (d) To control the trade of goods

3. What is typically inspected during maritime surveys and inspections?
- (a) Only the exterior of the ship
  - (b) Only the cargo holds
  - (c) Safety equipment, structural integrity, and operational capability
  - (d) The crew's personal belongings
4. Which certificate is necessary for ensuring public health standards are met aboard a ship?
- (a) Safety Certificate
  - (b) Maritime Declaration of Health Certificate
  - (c) Load Line Certificate
  - (d) Charter Party Agreement
5. What does 'Demurrage' refer to?
- (a) A discount given to ship operators
  - (b) A penalty for delayed operations beyond the agreed terms
  - (c) A reward for efficient operations
  - (d) Additional charges for extra services
6. Which term describes the management of shipping documents and facts?
- (a) Crew Repatriation
  - (b) Operations
  - (c) Statements of Facts and Timesheets
  - (d) Cargo Handling



7. What is the purpose of the Mate's Receipt in shipping?
- (a) To confirm the cargo has been loaded on the ship
  - (b) To acknowledge receipt of payment for the cargo
  - (c) To track the ship's itinerary
  - (d) To serve as a legal document for the ship's captain
8. Which document is crucial for collecting freight charges?
- (a) Bill of Lading
  - (b) Cargo Manifest
  - (c) Port Agent's contract
  - (d) Labour contract
9. What aspect of accounting is mentioned in the text?
- (a) Tax Accounting
  - (b) Disbursement Accounting
  - (c) Forensic Accounting
  - (d) Cost Accounting
10. What does the text suggest about relationships?
- (a) Customer Relationships
  - (b) Supplier Relationships
  - (c) Relationships with Principals
  - (d) Investor Relations

**Part B**

(5 × 5 = 25)

Answer **all** questions, choosing either (a) or (b).

11. (a) Evaluate the use and functionality of tweendeckers in maritime shipping.

Or

- (b) Compare and contrast tankers and chemical carriers.

12. (a) Describe the process and importance of Cargo Gear Certificate issuance.

Or

- (b) Analyze the role of the Maritime Declaration of Health Certificate.

13. (a) Analyze the roles and consequences of 'Demurrage and Despatch' in commercial shipping.

Or

- (b) Evaluate the significance of maintaining accurate 'Statements of Facts and Timesheets' in maritime operations.

14. (a) Describe the process of collecting freight charges in international shipping.

Or

- (b) Analyze how geographical factors influence the routing and costs in global trade.

15. (a) Analyze the role of P and I (Protection and Indemnity Associations) in maritime insurance.

Or

- (b) Describe the concept of 'General Average' and its implications for maritime trade.

**Part C**

(5 × 8 = 40)

Answer **all** questions, choosing either (a) or (b).

16. (a) Evaluate the role of port state control in maintaining maritime safety and environmental standards.

Or

- (b) Analyze the impact of specialized dry cargo ships in the logistics and distribution of goods.
17. (a) Examine the influence of an Agent upon Charter negotiations.

Or

- (b) Explore the role of a Port Agent in time charter operations.
18. (a) Examine the logistical and ethical considerations of 'Cargo-Shipping' in international trade.

Or

- (b) Assess the importance of 'Crew Repatriation' the maritime industry.
19. (a) Discuss the environmental challenges associated with modern trade practices.

Or

- (b) Describe the role and responsibilities of a Port Agent in facilitating international trade.

20. (a) Illustrate the process of disbursement accounting in the maritime industry.

Or

- (b) Examine the division of costs in maritime operations.
-

**C-5462**

**Sub. Code**

**84832**

**M.B.A. DEGREE EXAMINATION, APRIL 2025**

**Third Semester**

**Shipping and Logistics Management**

**DRY CARGO CHARTERING**

**(2023 onwards)**

Duration : 3 Hours

Maximum : 75 Marks

**Part A**

(10 × 1 = 10)

Answer **all** questions.

1. Air \_\_\_\_\_ is the distance from the surface of the water to the highest point on a vessel.  
(a) Pollution                      (b) Draft  
(c) Draught                      (d) Both (b) and (c)
2. \_\_\_\_\_ capacity is the space that is available for bagged or baled cargoes.  
(a) Design                      (b) Organizational  
(c) Bale                      (d) Individual
3. A \_\_\_\_\_ is essentially a financial contract between a bank, a bank's customer and a beneficiary.  
(a) Letter of credit              (b) Bill of lading  
(c) Licence                      (d) Bill paper
4. Charter party is used in \_\_\_\_\_ Trade.  
(a) Import                      (b) Export  
(c) Domestic                      (d) Internal

5. HFO can be expanded as \_\_\_\_\_ Fuel Oil.  
 (a) High (b) Heavy  
 (c) Hoist (d) Horse
6. In MDO and MGO, the term 'M' indicates \_\_\_\_\_.  
 (a) Marine (b) Marketing  
 (c) Market (d) Mechanism
7. A bill of lading is often abbreviated as \_\_\_\_\_.  
 (a) AB (b) BLO  
 (c) LOB (d) B/L
8. \_\_\_\_\_ is a reward granted when loading/unloading operations are completed faster than stipulated in the contract, reducing costs.  
 (a) Demurrage (b) Penalty  
 (c) Tariff (d) Despatch
9. Seawise giant, Batillus class, Valemax, Esso Pacific are the names of the \_\_\_\_\_.  
 (a) Persons (b) Ships  
 (c) Bikes (d) Cars
10. In Marine insurance parlance, 'Average' means \_\_\_\_\_.  
 (a) Premium (b) Cost  
 (c) Loss (d) Fr-eight

**Part B**

(5 × 5 = 25)

Answer **all** questions, choosing either (a) or (b).

11. (a) Define Safe Working Load. How is SWL calculated?  
 Or  
 (b) How to find Grain capacity?

12. (a) Give an overview of 'Baltic Exchange'.

Or

- (b) Find out the common clauses included in a charter party.

13. (a) Infer the meaning of Dead Freight. How do you calculate Dead Freight?

Or

- (b) Illustrate any two types of charter bill of lading.

14. (a) What is Cargo Insurance? How do you claim Cargo Insurance?

Or

- (b) Distinguish between Hague Rules and Hague Visby Rules.

15. (a) Why ships are used for trade and transportation?

Or

- (b) What is Maritime Arbitration? State its scope.

**Part C**

(5 × 8 = 40)

Answer **all** questions, choosing either (a) or (b).

16. (a) Bring out the features of Self Trimming Bulk Carrier.

Or

- (b) Name and explain the different dry bulk cargoes.

17. (a) Interpret the different freight markets.

Or

- (b) How do you classify the Players of Chartering?

18. (a) Spell out the benefits of Charter Bill of Lading.

Or

(b) How do you calculate Lay time?

19. (a) Analyze the elements of Bill of Lading.

Or

(b) Enumerate the types of Cargo damage.

20. (a) Critically evaluate the shipping restrictions.

Or

(b) How do you handle cargo claims?

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**C-5463**

**Sub. Code**

**84833**

**M.B.A. DEGREE EXAMINATION, APRIL 2025**

**Third Semester**

**Shipping and Logistics Management**

**MARKETING MANAGEMENT**

**(2023 onwards)**

Duration : 3 Hours

Maximum : 75 Marks

**Part A**

(10 × 1 = 10)

Answer **all** questions.

1. Product management do not cover one of the following aspects
  - (a) Product line
  - (b) Product mix
  - (c) Product coordination
  - (d) Product life-cycle
2. Skimming pricing implies
  - (a) Experimental pricing
  - (b) Low pricing
  - (c) High pricing
  - (d) None of the above
3. The first commandment in marketing is
  - (a) Know the customer
  - (b) Know the product
  - (c) Know the market
  - (d) Know the price

4. A brand is a means of
  - (a) Naming the products
  - (b) Packaging of the products
  - (c) Contents of the products
  - (d) Identifying and differentiating the company's products
5. Skimming pricing is useful for
  - (a) Luxury goods
  - (b) Consumption goods
  - (c) Necessities
  - (d) Industrial goods
6. Distribution channel aim at moving products from producer to
  - (a) Ultimate consumer
  - (b) Retailers
  - (c) Stockists
  - (d) Brokers
7. In business situation, personal selling is
  - (a) Inside selling
  - (b) Outside selling
  - (c) Both (a) and (b)
  - (d) None of the above
8. Product mix consists of
  - (a) 2P
  - (b) 6P
  - (c) 4P
  - (d) None of the above
9. Which of the following is not a modern function of commerce?
  - (a) Advertising
  - (b) Production
  - (c) Finance
  - (d) Marketing
10. Marketing research data is gathered by
  - (a) Observation
  - (b) In-depth interviews
  - (c) Controlled experiment
  - (d) All of the above

**Part B**

(5 × 5 = 25)

Answer **all** questions, choosing either (a) or (b).

11. (a) Explain the need for marketing research and information system.

Or

- (b) Write a short note on marketing ethics.

12. (a) Write a short note on PLC analysis role of pricing.

Or

- (b) Explain in detail the product management strategies.

13. (a) Write the objectives of distribution.

Or

- (b) Explain the fundamentals of advertising.

14. (a) Write a short note on problem solver market segmentation.

Or

- (b) What is market programming? Explain.

15. (a) Write the importance of growth opportunity analysis demand.

Or

- (b) Explain briefly the CRM checklist creating competitive advantages.

**Part C**

(5 × 8 = 40)

Answer **all** questions, choosing either (a) or (b).

16. (a) Explain briefly the micro and macro environment in marketing.

Or

- (b) Write the key factors of business and marketing ethics.

17. (a) Explain in detail the costs of information related to product.

Or

- (b) Write the importance of flexible pricing strategies.

18. (a) Write a short note on consumer sales promotion techniques.

Or

- (b) Explain in detail the analytical frameworks with examples.

19. (a) Discuss the measuring brand value in understanding consumer behavior.

Or

- (b) Write the key factors of segmentation analysis.

20. (a) Write a short note B2C marketing strategies.

Or

- (b) Discuss about the B2C marketing in detail with examples.

**C-5464**

**Sub. Code**

**84834**

**M.B.A. DEGREE EXAMINATION, APRIL 2025**

**Third Semester**

**Shipping and Logistics Management**

**MANAGEMENT INFORMATION SYSTEMS**

**(2023 onwards)**

Duration : 3 Hours

Maximum : 75 Marks

**Part A**

(10 × 1 = 10)

Answer **all** questions.

1. Information systems that monitor the elementary activities and transactions of the organization are \_\_\_\_\_
  - (a) management level system
  - (b) operational level system
  - (c) knowledge level system
  - (d) strategic level system
2. Which system focuses on providing high-level information for strategic planning?
  - (a) MIS
  - (b) DSS
  - (c) ESS
  - (d) TPS
3. System development of cross life-cycle is
  - (a) prototyping
  - (b) data modeling
  - (c) data flow diagram
  - (d) fact-finding

4. Ongoing activity of system support is
- (a) recovering the system
  - (b) recovering the system assisting users
  - (c) adapting the system to new requirements
  - (d) all of the above
5. What benefit does accounting software offer businesses?
- (a) Improved data analysis capabilities
  - (b) Streamlined financial processes
  - (c) Enhanced customer service
  - (d) Increased automation of daily tasks
6. Projections and responses to queries are information output characteristics associated with \_\_\_\_\_
- (a) Decision support system
  - (b) Management Information system
  - (c) Executive support system
  - (d) Transaction processing system
7. EDI Stands for \_\_\_\_\_
- (a) Electronic Data Interchange
  - (b) Electronic Data Interpol
  - (c) E-commerce Data Interchange
  - (d) None of the above
8. \_\_\_\_\_ is the information about data.
- (a) Data
  - (b) Meta-Data
  - (c) Entity
  - (d) Relations
9. The information of MIS comes from the \_\_\_\_\_
- (a) internal source
  - (b) external source
  - (c) both internal and external source
  - (d) none of the above

10. The flow of information through MIS is \_\_\_\_\_
- (a) need dependent
  - (b) organization dependent
  - (c) information dependent
  - (d) management dependent

**Part B**

(5 × 5 = 25)

Answer **all** questions, choosing either (a) or (b).

11. (a) Explain the functions of information system.

Or

- (b) What are the roles of information system? Explain.

12. (a) Write a short note on Manufacturing Information system.

Or

- (b) What are the applications of marketing IS?

13. (a) Write a short note on DSS models.

Or

- (b) Explain the importance of goal seeking analysis.

14. (a) Write the difference between centralized and decentralized IS.

Or

- (b) Explain briefly the key factors of global information technology management.

15. (a) Write a short note on denial of service.

Or

- (b) Explain briefly the ethics for IS professional.

**Part C**

(5 × 8 = 40)

Answer **all** questions, choosing either (a) or (b).

16. (a) Explain briefly the components of Information Systems.

Or

- (b) Explain in detail the IS activities.

17. (a) Write the applications of Accounting IS.

Or

- (b) Write a short note on Financial IS.

18. (a) Write the overview of AI.

Or

- (b) Explain in detail the optimizing analysis.

19. (a) Discuss on managing information resources and technologies.

Or

- (b) Explain in detail the IS Architecture and management.

20. (a) Explain in detail the facility control and procedural control.

Or

- (b) Discuss about the societal challenges of Information Technology.



**C-5465**

**Sub. Code**

**84835**

**M.B.A. DEGREE EXAMINATION, APRIL 2025.**

**Third Semester**

**Shipping and Logistics Management**

**HUMAN RESOURCE MANAGEMENT**

**(2023 onwards)**

Duration : 3 Hours

Maximum : 75 Marks

**Part A**

(10 × 1 = 10)

Answer **all** questions.

1. Accent of human relation theory is \_\_\_\_\_.
  - (a) Organization-oriented
  - (b) Action-oriented
  - (c) Hierarchy-oriented
  - (d) None of the above
  
2. A situation where management is unable to provide employment due to non-availability of work is called \_\_\_\_\_.
  - (a) Lock-out                      (b) Lay-off
  - (c) Termination                (d) Closure
  
3. Graphical representation of man power in the organization is known as \_\_\_\_\_.
  - (a) replacement chart
  - (b) placement chart
  - (c) organization structure
  - (d) man power inventory

4. What is operative function of HRM?  
(a) organizing (b) directing  
(c) controlling (d) integrating
5. The process of establishing the value of jobs in a job hierarchy, is known as \_\_\_\_\_  
(a) Job analysis (b) Job evaluation  
(c) Job requirement (d) Performance evaluation
6. The sources of recruitment are \_\_\_\_\_  
(a) Internal (b) External  
(c) Both (a) and (b) (d) None of the above
7. The management of personnel is also called \_\_\_\_\_  
(a) Co-ordinating (b) Staffing  
(c) Controlling (d) None of the above
8. Job Analysis should always be done \_\_\_\_\_  
(a) Before recruitment  
(b) After recruitment  
(c) At the time of placement  
(d) None of the above
9. Incentives given on psychological base are \_\_\_\_\_  
(a) financial  
(b) not financial  
(c) monetary and not monetary  
(d) none of the above
10. Man cannot live on bread alone, he wants \_\_\_\_\_  
(a) better wages (b) due recognition  
(c) both (a) and (b) (d) none of the above

**Part B**

(5 × 5 = 25)

Answer **all** questions, choosing either (a) or (b).

11. (a) Explain the features of IHRM.

Or

- (b) Write the importance of IHRM.

12. (a) Explain the process of HR Planning.

Or

- (b) Write a short note on recruitment policy.

13. (a) Write a short note on career development.

Or

- (b) Explain the pitfalls in performance appraisal.

14. (a) Write the steps involved in the training programmes.

Or

- (b) Write the advantages of job evaluation.

15. (a) Write a short note on occupational safety and health.

Or

- (b) Explain the types of discipline.

**Part C**

(5 × 8 = 40)

Answer **all** questions, choosing either (a) or (b).

16. (a) Explain briefly the functions of international human resource management.

Or

- (b) Explain the key factors of IHRM.

17. (a) Explain the steps in selection procedure.

Or

- (b) Write the importance of Recruitment.

18. (a) Explain the need and purpose for career development and planning.

Or

- (b) Explain in detail the importance of MBO.

19. (a) Discuss the evaluating management development program compensation management.

Or

- (b) Write the key factors of techniques of job evaluation.

20. (a) Write the steps involved in grievance redressal procedures.

Or

- (b) Discuss about the principles of maintaining discipline.

**C-5466**

**Sub. Code**

**84836**

**M.B.A. DEGREE EXAMINATION, APRIL 2025**

**Third Semester**

**Shipping and Logistics Management**

**RESEARCH METHODOLOGY**

**(2023 onwards)**

Duration : 3 Hours

Maximum : 75 Marks

**Part A**

(10 × 1 = 10)

Answer **all** questions.

1. Which of the following statement is correct?
  - (a) Reliability ensures the validity
  - (b) Validity ensures reliability
  - (c) Reliability and validity are independent of each other
  - (d) Reliability does not depend on objectivity
2. Which of the following statements is correct?
  - (a) Objectives of research are stated in first chapter of the thesis
  - (b) Researcher must possess analytical ability
  - (c) Variability is the source of problem
  - (d) All the above
3. The first step of research is:
  - (a) Selecting a problem
  - (b) Searching a problem
  - (c) Finding a problem
  - (d) Identifying a problem

4. Research can be conducted by a person who:
  - (a) holds a postgraduate degree
  - (b) has studied research methodology
  - (c) possesses thinking and reasoning ability
  - (d) is a hard worker
5. Research can be classified as:
  - (a) Basic, Applied and Action Research
  - (b) Philosophical, Historical, Survey and Experimental Research
  - (c) Quantitative and Qualitative Research
  - (d) All the above
6. To test null hypothesis, a researcher uses:
  - (a) t test
  - (b) ANOVA
  - (c)  $X^2$
  - (d) Factorial analysis
7. Bibliography given in a research report:
  - (a) shows vast knowledge of the researcher
  - (b) helps those interested in further research
  - (c) has no relevance to research
  - (d) all the above
8. A research problem is feasible only when:
  - (a) it has utility and relevance
  - (b) it is researchable
  - (c) it is new and adds something to knowledge
  - (d) all the above
9. The study in which the investigators attempt to trace an effect is known as:
  - (a) Survey Research
  - (b) Summative Research
  - (c) Historical Research
  - (d) 'Ex-post Facto' Research

10. Generalized conclusion on the basis of a sample is technically known as:
- (a) Data analysis and interpretation
  - (b) Parameter inference
  - (c) Statistical inference
  - (d) All of the above

**Part B**

(5 × 5 = 25)

Answer **all** questions, choosing either (a) or (b).

11. (a) Explain the nature of Social Science research.

Or

- (b) Illustrate the significance of research design.

12. (a) Determine literature of review.

Or

- (b) Infer Qualitative research.

13. (a) Identify what is sample error.

Or

- (b) Draw the importance of tabulation.

14. (a) Sketch types of Data.

Or

- (b) Explain coding with examples.

15. (a) Write on report writing.

Or

- (b) Infer presentation of Data

**Part C**

(5 × 8 = 40)

Answer **all** questions, choosing either (a) or (b).

16. (a) Explain the types of research.

Or

- (b) Illustrate the components of research design.

17. (a) Determine Formulation of research problem.

Or

- (b) Explain the Techniques of Questionnaires.

18. (a) Determine Random Sampling Methods.

Or

- (b) Demonstrate the analysis and interpretation of Data.

19. (a) Sketch processing of Data.

Or

- (b) Compare Questionnaire and Interview.

20. (a) Narrate Scheme of Presentation.

Or

- (b) Elaborate various kinds of figures and diagrams.



**C-5467**

**Sub. Code**

**84841**

**M.B.A. DEGREE EXAMINATION, APRIL 2025**

**Fourth Semester**

**Shipping and Logistics Management**

**MULTIMODAL TRANSPORTATION ORGANIZATION  
MANAGEMENT**

**(2023 onwards)**

Duration : 3 Hours

Maximum : 75 Marks

**Part A**

(10 × 1 = 10)

Answer **all** questions.

1. The following is not a part of logistics function of any organization.
  - (a) Payment follow-up
  - (b) Procurement
  - (c) Storage
  - (d) Distribution
2. Today, a growing number of firms now outsource some or all of their logistics to \_\_\_\_\_ intermediaries.
  - (a) Competitors
  - (b) Channel members
  - (c) Third party logistic providers
  - (d) Cross functional teams

3. \_\_\_\_\_ is the amount of money that you charge or pay for the transportation of goods or services.
- (a) Penetration pricing
  - (b) Transportation pricing
  - (c) Dynamic pricing
  - (d) Differential pricing
4. A supply chain is a sequence of firm's performance activities that required \_\_\_\_\_.
- (a) To find products that are similar
  - (b) To facilitate wholesalers' inventory selections
  - (c) To create synergy in their training programmes
  - (d) To create and deliver goods to consumers
5. Activities related to coordinating, controlling and planning activities of flow of inventory are classified as \_\_\_\_\_ management.
- (a) Decisional
  - (b) Inventory
  - (c) Throughput
  - (d) Manufacturing
6. \_\_\_\_\_ is the number of vehicles that you own or lease to transport your goods or passengers.
- (a) Fleet size
  - (b) Right size
  - (c) Multi size
  - (d) Super-size

7. An \_\_\_\_\_ bill of lading is a document required for the transportation of goods overseas across international waters.
- (a) Inland
  - (b) Negotiable
  - (c) Ocean
  - (d) Clean
8. What Incoterms can be used for multi-modal transport?
- (a) Ex Works (EXW)
  - (b) Free Carrier (FCA)
  - (c) Delivered At Place (DAP)
  - (d) All of these
9. In 'ISPS', the letter 'I' denotes \_\_\_\_\_.
- (a) International
  - (b) India
  - (c) In-house
  - (d) Imitating
10. Air cargo means the goods are moved by \_\_\_\_\_.
- (a) Railways
  - (b) Airways
  - (c) Roadways
  - (d) Waterways

**Part B**

(5 × 5 = 25)

Answer **all** questions, choosing either (a) or (b).

11. (a) Reveal the importance of International Distribution.

Or

- (b) Identify the key features of a Hypermarket.

12. (a) Show the differences between Owning and Leasing.

Or

- (b) Enlist some of the types of multi-modal transport organizations.

13. (a) Classify the types of inventory.

Or

- (b) What is an equipment inventory? State its importance.

14. (a) What is a sales contract? Why is a sales contract important?

Or

- (b) Infer some of the barriers faced by countries implementing paperless trade.

15. (a) Outline the objectives of International Air Transport Association.

Or

- (b) Illustrate any two techniques of Air Cargo Management.

**Part C**

(5 × 8 = 40)

Answer **all** questions, choosing either (a) or (b).

16. (a) Sketch out the evolution of global economy.

Or

- (b) Analyze the factors affecting the choice of mode of transportation.

17. (a) Compile the advantages and disadvantages of In-house Logistics Management.

Or

- (b) Demonstrate the computer applications in multi-modal transport.

18. (a) What is Integrated Supply Chain Inventory Management? Discuss its importance.

Or

- (b) How to determine fleet size?

19. (a) Name and explain the different types of sales contracts.

Or

- (b) Present the main clauses behind the bill of lading.

20. (a) Elucidate the functions of International Air Transport Association.

Or

- (b) List out the advantages of Air Cargo.
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<b>C-5468</b>
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<b>Sub. Code</b>
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<b>84842</b>
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**M.B.A. DEGREE EXAMINATION, APRIL 2025.**

**Fourth Semester**

**Shipping and Logistics Management**

**LEGAL PRINCIPLES IN SHIPPING BUSINESS**

**(2023 onwards)**

Duration : 3 Hours

Maximum : 75 Marks

**Part A**

(10 × 1 = 10)

Answer **all** questions.

1. What is logistics management?
  - (a) Managing computer systems in an organization
  - (b) Planning and controlling the efficient flow of goods, services and information
  - (c) Supervising the human resources department
  - (d) Handling financial transactions in a company
2. Which of the following is NOT a component of logistics management?
  - (a) Inventory management
  - (b) Marketing strategy
  - (c) Transportation
  - (d) Warehousing and distribution
3. What does logistics management aim to achieve?
  - (a) Maximizing costs
  - (b) Increasing stock outs
  - (c) Reducing efficiency
  - (d) Improving the flow of goods and services

4. Which transportation mode is commonly used for long-distance shipments across international borders?
- (a) Trucks
  - (b) Ships
  - (c) Trains
  - (d) Vans
5. What is the purpose of inventory management in logistics?
- (a) To increase holding costs
  - (b) To minimize stock outs
  - (c) To reduce lead times
  - (d) To maximize inventory levels
6. What is the process of storing, sorting and delivering products to the right locations at the right time?
- (a) Inventory management
  - (b) Order fulfillment
  - (c) Freight forwarding
  - (d) Supply chain optimization
7. What term refers to the coordination of the movement of goods across different transportation modes and international borders?
- (a) Freight forwarding
  - (b) Supply chain optimization
  - (c) Warehousing and distribution
  - (d) Inventory management
8. What is the key to effective logistics management?
- (a) Poor communication
  - (b) Reactive decision-making
  - (c) Real-time information exchange
  - (d) Excessive inventory levels



9. How does efficient logistics management impact customer satisfaction?
- (a) By increasing transportation costs
  - (b) By causing delays in order fulfillment
  - (c) By providing timely and accurate deliveries
  - (d) By reducing the variety of products offered
10. What does supply chain optimization involve in logistics management?
- (a) Minimizing costs and increasing inefficiencies
  - (b) Increasing lead times and reducing customer satisfaction
  - (c) Continuously analysing and improving supply chain processes
  - (d) Eliminating all transportation modes except trucks

**Part B**

(5 × 5 = 25)

Answer **all** questions, choosing either (a) or (b).

11. (a) Explain the Basics principles of English Law.

Or

- (b) Illustrate the formation of Contract.

12. (a) Determine the principles of Tort duty of care.

Or

- (b) Infer Agency relationship.

13. (a) Identify Common carriers.

Or

- (b) Draw the Transit Carriers.

14. (a) Sketch Charter parties.

Or

- (b) Explain Fright liens.

15. (a) Write on Assignment of Contract of Carriage.

Or

- (b) Infer Visby rules.

**Part C**

(5 × 8 = 40)

Answer **all** questions, choosing either (a) or (b).

16. (a) Explain the basic principles of contract Law.

Or

- (b) Illustrate the privity of Contract.

17. (a) Determine the breach of duty of Care policy.

Or

- (b) Explain the termination of agency relationship.

18. (a) Determine Private and common carrier.

Or

- (b) Demonstrate Standard charter party form.

19. (a) Sketch Port and berth Charter parties.

Or

- (b) Classify B/L.

20. (a) Narrate the carriage of goods by Sea Act.

Or

- (b) Elaborate Hamburg Rules.

**C-5469**

**Sub. Code**

**84843**

**M.B.A. DEGREE EXAMINATION, APRIL 2025**

**Fourth Semester**

**Shipping and Logistics Management**

**OPERATIONS MANAGEMENT**

**(2023 onwards)**

Duration : 3 Hours

Maximum : 75 Marks

**Section A**

(10 × 1 = 10)

Answer **all** questions.

1. Operations management is applicable
  - (a) Mostly to the service sector
  - (b) Mostly to the manufacturing sector
  - (c) To service exclusively
  - (d) To manufacturing and service sectors
2. The ascertainment of costs after they have been incurred is known as \_\_\_\_\_
  - (a) Historical costing
  - (b) Marginal costing
  - (c) Notional cost
  - (d) Sunk cost
3. Work study is also recognized as
  - (a) Time study                      (b) Motion study
  - (c) Both (a) and (b)              (d) None

4. What is the other name for the method study?
- (a) Motion study
  - (b) Work simplification
  - (c) Both (a) and (b)
  - (d) None
5. Which of the following is not a component of Production Planning and Control?
- (a) Production scheduling
  - (b) Financial accounting
  - (c) Demand forecasting
  - (d) Capacity planning
6. Which one of the following is not a qualitative forecasting technique?
- (a) Survey of customer expenditure plan
  - (b) Consumer intention polling
  - (c) Perspective of foreign advisory council
  - (d) Time series analysis
7. Aggregate planning, to be effective, requires input from
- (a) All customers
  - (b) All departments
  - (c) Throughout the supply chain
  - (d) All suppliers
8. Which one of the following function of Production Planning and Control is related to the timetable of activities?
- (a) Scheduling
  - (b) Dispatching
  - (c) Expediting
  - (d) Routing

9. Dispatching authorizes the start of production operations by
- (a) Releasing the material and components from stores to the first process
  - (b) Issuing of drawing instruction sheets
  - (c) Releasing the material from process to process
  - (d) All of these
10. Job going behind the schedule are conveniently shown in
- (a) Milestone chart      (b) Gantt chart
  - (c) Pie chart              (d) Bar chart

**Section B**

(5 × 5 = 25)

Answer **all** questions, choosing either (a) or (b)

11. (a) What is TQC? What are the benefits of TQC?
- Or
- (b) Why costing is important in the context of Operations Management?
12. (a) Bring out the benefits of Sound Job Design.
- Or
- (b) Outline the objectives of Work Study.
13. (a) Indicate the functions of Production Planning and Control.
- Or
- (b) Design the framework for Aggregate Production Planning.
14. (a) What are the three dimensions of aggregation? Explain.
- Or
- (b) Expand and explain MTS and MTO.

15. (a) Write the meaning of Single Machine Scheduling'. Name some of the single machines.

Or

- (b) Find out the benefits of Gantt chart.

**Section C**

(5 × 8 = 40)

Answer **all** questions, choosing either (a) or (b)

16. (a) Sketch out the historical development of Operations Management.

Or

- (b) Enlist the advantages and disadvantages of Automation.

17. (a) Interpret the Principles of Job Design.

Or

- (b) Elaborate the procedure of Method Study.

18. (a) Analyze the basic strategies for Aggregate Production Planning.

Or

- (b) Exemplify some of the Time Series Methods.

19. (a) Develop a Master Production Schedule.

Or

- (b) Summarize the benefits of Good Scheduling.

20. (a) Identify the components of a Gantt chart.

Or

- (b) How can you achieve line balancing?

**C-5470**

**Sub. Code**

**84844**

**M.B.A. DEGREE EXAMINATION, APRIL 2025**

**Fourth Semester**

**Shipping and Logistics Management**

**MARINE INSURANCE**

**(2023 onwards)**

Duration : 3 Hours

Maximum : 75 Marks

**Part A**

(10 × 1 = 10)

Answer **all** questions.

1. Overseas Transit Policy comes to an end
  - (a) 30 days after landing at the port
  - (b) 45 days after landing at the port
  - (c) 60 days after landing at the port
  - (d) 90 days after landing at the port
2. The Institute clauses have been drafted by
  - (a) TAC
  - (b) Institute of London Underwriters
  - (c) Lloyd's
  - (d) GIC
3. In marine insurance parlance, average means
  - (a) Premium
  - (b) Cost
  - (c) Freight
  - (d) Loss

4. "Shut out Cargo" means a cargo which is
- (a) Not loaded on to the ship due to late arrival
  - (b) Thrown out of the ship
  - (c) Shut in the bounded warehouse
  - (d) Rejected by the buyer
5. PPI in marine cargo policy means
- (a) Pre and Post Inspections
  - (b) Policy proof of interest
  - (c) Cost parcel Identification
  - (d) Rejected by the buyer
6. Subrogation in marine insurance refers to transfer of
- (a) Right of recovery
  - (b) Right of possession
  - (c) Right of ownership
  - (d) None of the above
7. In overseas Transit claim the proof of shipment is
- (a) Bill of lading      (b) Bill of Exchange
  - (c) Bill of Treasury    (d) None of the above
8. Marine Policy offers
- (a) Pure Indemnity
  - (b) Strict Indemnity
  - (c) Adequate Indemnity
  - (d) Modified form of indemnity
9. In marine policy when recovery rights are prejudiced the claim is payable maximum to the extent of
- (a) 100%                      (b) 75%
  - (c) 50%                        (d) 25%



10. Survey fee reimbursable to the insured in a marine policy to the extent of
- (a) 25%                      (b) 50%
- (c) 75%                      (d) 100%

**Part B**

(5 × 5 = 25)

Answer **all** questions choosing either (a) or (b).

11. (a) Explain International Marine Insurance Market.

Or

- (b) Illustrate P and I clubs

12. (a) Determine change of Voyage.

Or

- (b) Infer forms of policy in detail.

13. (a) Identify the measurement of Indemnity.

Or

- (b) Explain Labour charges in detail.

14. (a) Explain the Average disbursement.

Or

- (b) Explain General Averages.

15. (a) Write on Cargo clauses.

Or

- (b) Infer transit clauses in detail.

**Part C**

(5 × 8 = 40)

Answer **all** questions choosing either (a) or (b).

16. (a) Explain the Marine Insurance act 1906.

Or

- (b) Illustrate the principles of insurable interest.

17. (a) Determine the principles involved in marine insurance.

Or

- (b) Explain the time and voyage insurance policy.

18. (a) Determine Contributory values.

Or

- (b) Demonstrate Subrogation.

19. (a) Sketch the cargo insurance.

Or

- (b) Explain Certificate of Insurance

20. (a) Narrate the General Average Clauses.

Or

- (b) Elaborate the change of Voyage Clause.

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