

C-7283

Sub. Code

80811

DIPLOMA EXAMINATION, NOVEMBER 2025.

First Semester

Logistics and Shipping

**INTRODUCTION TO PRINCIPLES OF
MANAGEMENT**

(2023 onwards)

Duration : 3 Hours

Maximum : 75 Marks

Part A

(10 × 1 = 10)

Answer **all** questions.

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

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

3. While practicing principles of management _____ Cannot be neglected as business has to fulfill social and ethical responsibility towards society.
 - (a) Values
 - (b) Techniques
 - (c) Programmes
 - (d) Actions

4. Derivation of Principles of Management is a matter of
(i) _____ and their application is a matter of
(ii) _____.
- (a) (i) art (ii) science
(b) (i) science (ii) art
(c) (i) art (ii) discipline
(d) (i) discipline (ii) science
5. “Principles help managers to take decisions while performing functions of management”
- (a) True, Principles are guidelines to take actions.
(b) False, Functions of management are not related with Principles of Management
(c) Partly True, Principles denotes cause and effect relationship which may help functions
(d) False, Functions of management are just actions.
6. Which of following statement justifies understanding of Principles of Management helps in taking scientific decisions?
- (a) Adherence to these principles and add to knowledge and understanding of managerial situations.
(b) Principles emphasis logic rather than blind faith.
(c) Principles of management are at the core of the management theory
(d) Principles are guidelines that can be modified as per the changing environment
7. In the words of _____ , “_____means knowing exactly what you want men to do and seeing that they do it in the best and cheapest way”. Find the above blank with right option
- (a) Henry Fayol, Management
(b) W. Taylor, Scientific Management
(c) Harold Koontz, Administrative Management
(d) W.Taylor Management

8. As per Cooperation, Not individualism principle of management, Competition should be replaced with _____.
- (a) Coordination (b) Cooperation
(c) Management (d) Harmony
9. _____ among the following was the first to identify four functions of management.
- (a) Henry Fayol (b) W. Taylor
(c) Max Weber (d) Harold Koontz
10. How are principles of management are formed?
- (a) By rule of Thumb
(b) By observation and experimentation
(c) By experiences of customers
(d) By experiments in Science laboratory

Part B

(5 × 5 = 25)

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

11. (a) Explain the characteristics of Management.

Or

- (b) Discuss the functions of Management.

12. (a) Explain the ethics of managers.

Or

- (b) What are the principles of Planning?

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

Or

- (b) Discuss about the Delegation of Authority.

14. (a) Write the importance of Motivation.

Or

- (b) Discuss about the principles of Leader.

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

Or

- (b) Write about the elements of control.

Part C

(5 × 8 = 40)

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

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

Or

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

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

Or

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

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

Or

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

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

Or

- (b) Discuss about the theories of motivation.

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

Or

- (b) Explain the concept of International Management.

C-7284

Sub. Code

80812

DIPLOMA EXAMINATION, NOVEMBER 2025

First Semester

Logistics and Shipping

FUNDAMENTALS OF LOGISTICS

(2023 onwards)

Duration : 3 Hours

Maximum : 75 Marks

Part A

(10 × 1 = 10)

Answer **all** questions.

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

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

Part B

(5 × 5 = 25)

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

11. (a) Define Logistics. Write the objectives of logistics.
Or
(b) Explain the core elements of excellent customer service.
12. (a) Explain the role of inventory in the supply chain.
Or
(b) Discuss the different types of inventory and write its importance in manufacturing.
13. (a) Explain the primary functions of warehouse in the supply chain.
Or
(b) Explain the role of packaging in protecting products during transportation and storage.
14. (a) Discuss the challenges of managing global supply chain risks.
Or
(b) Explain the strategic issues that impact global logistics.
15. (a) Compare and Contrast Centralized and Decentralized logistics structures.
Or
(b) Explain the need of integration in the global logistics and trade compliance.

Part C

(5 × 8 = 40)

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

16. (a) Discuss the merits and demerits of Logistics outsourcing.
Or
(b) Examine the various phases in the customer service process and their significance in building customer relationships.

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

Or

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

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

Or

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

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

Or

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

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

Or

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

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Sub. Code

80813

DIPLOMA EXAMINATION, NOVEMBER 2025

First Semester

Logistics and Shipping

INTRODUCTION TO SHIPPING

(2023 onwards)

Duration : 3 Hours

Maximum : 75 Marks

Part A

(10 × 1 = 10)

Answer **all** questions.

1. What is the primary function of a Bill of Lading (BOL)?
 - (a) To provide the recipient's address
 - (b) To list the shipment's inventory
 - (c) To serve as a receipt and contract between the shipper and carrier
 - (d) To calculate the shipping cost

2. Which of the following is a commonly used term in international shipping?
 - (a) Free on Board (FOB)
 - (b) First in, First out (FIFO)
 - (c) Point of Sale (POS)
 - (d) Just-in-Time (JIT)

3. What does the term "freight forwarding" refer to?
 - (a) Delivering goods to the end consumer
 - (b) Managing and organizing the transportation of goods on behalf of shippers
 - (c) Storing goods in a warehouse for a prolonged period
 - (d) Increasing the speed of delivery for urgent shipments

4. What is the meaning of “Incoterms” in shipping?
 - (a) International trade regulations set by the United Nations
 - (b) Standardized terms defining responsibilities of buyers and sellers in international shipping
 - (c) Insurance terms for shipping companies
 - (d) A method of calculating customs duties

5. What is the purpose of a packing list in shipping?
 - (a) To provide the weight of the shipment
 - (b) To detail the contents of a shipment for customs clearance
 - (c) To estimate the shipping cost
 - (d) To confirm the delivery address

6. Which transportation method is considered the fastest for international shipping?
 - (a) Ocean freight (b) Air freight
 - (c) Rail freight (d) Road freight

7. What does the term “last mile delivery” refer to?
 - (a) The final leg of the transportation process where goods reach the consumer
 - (b) Transporting goods to a central distribution hub
 - (c) Tracking the shipment in real-time
 - (d) Reducing shipping costs for local deliveries

8. Which document is required for customs clearance during international shipping?
 - (a) Warranty card (b) Commercial invoice
 - (c) Packing slip (d) Return label

9. What is the primary difference between LCL (Less than Container Load) and FCL (Full Container Load)?
- (a) LCL is used for perishable goods, and FCL is not
 - (b) LCL shares container space with other shipments, while FCL uses an entire container
 - (c) LCL is for domestic shipments, and FCL is for international shipments
 - (d) LCL is faster than FCL
10. What is the role of a customs broker in shipping?
- (a) To load and unload goods at the port
 - (b) To handle the payment of freight charges
 - (c) To assist in clearing goods through customs by managing documentation and compliance
 - (d) To monitor the shipment's progress

Part B

(5 × 5 = 25)

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

11. (a) What are the reasons for sea transport?

Or

- (b) Discuss the registration of ship.

12. (a) Why to operate ships?

Or

- (b) Write a short note on chartering.

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

Or

- (b) Write a short note on bill of lading.

14. (a) Explain the institute of chartered ship brokers.
Or
(b) What do you mean by geography of trade?
15. (a) Discuss the concept of accounting.
Or
(b) Write a brief note on hamburg rules.

Part C

(5 × 8 = 40)

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

16. (a) Explain in detail about different shipping markets.
Or
(b) Discuss in detail about classification of ships.
17. (a) Describe about history of ships
Or
(b) Write in detail about dry cargo chartering market.
18. (a) Explain the development of tankers and the tanker market.
Or
(b) Discuss briefly about liner documentation.
19. (a) Write in detail about the practitioners in shipping business.
Or
(b) Explain the concept of ship management.
20. (a) Describe in detail about management accounting.
Or
(b) Explain the remedies for breach of contract.

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Sub. Code

80814

DIPLOMA EXAMINATION, NOVEMBER 2025

First Semester

Shipping and Logistics

BASIC CUSTOMS PROCEDURES

(2023 onwards)

Duration : 3 Hours

Maximum : 75 Marks

Part A

(10 × 1 = 10)

Answer **all** questions.

1. As per section 14 of customs act 1962 transaction value shall not include the following
 - (a) Handling charges at exporter's port
 - (b) Loading and unloading charges at exporter's port
 - (c) Insurance
 - (d) Buying agent's commission

2. As per section 14 of customs act, 1962 transaction value will not apply in which of the following cases
 - (a) The price actually paid or payable for the goods
 - (b) Where the buyer and seller of the goods are related
 - (c) Price is the sole consideration for the sale
 - (d) none of the above

3. For imported goods, the conversion in value shall be done with reference to the rate of exchange prevalent on the date of filing of _____.
 - (a) bill of entry under section 46
 - (b) shipping bill (vessel or aircraft) under section 50.
 - (c) bill of export (vehicle) under section 50.
 - (d) either (b) or (c)

4. For the purpose of customs valuation, “rate of exchange” means the rate of exchange notified by _____ shall be taken into account.
- (a) The Foreign Exchange Dealers’ Association of India
 - (b) CBIC
 - (c) The Reserve Bank of India
 - (d) None of the above
5. “Goods of the same class or kind”, means imported goods that are within a group or range of imported goods produced by a particular industry or industrial sector and includes _____.
- (a) identical goods
 - (b) similar goods
 - (c) both (a) and (b)
 - (d) either (a) or (b)
6. “Identical goods” means imported goods which are same in all respects, including as the goods being valued except for minor differences in appearance that do not affect the value of the goods _____.
- (a) physical characteristics
 - (b) quality
 - (c) reputation
 - (d) all of the above
7. The term “produced” includes _____.
- (a) Grown
 - (b) Manufactured
 - (c) Mined
 - (d) All of the above
8. For the purpose of these customs valuation (determination of value of imported goods) rules, 2007, persons shall be deemed to be “related” only if _____.
- (a) one of them directly or indirectly controls the other
 - (b) both of them are directly or indirectly controlled by a third person
 - (c) together they directly or indirectly control a third person
 - (d) all of the above

9. The value of imported goods shall be based on a computed value, which shall consist of the sum of _____.
- (a) expenses under sub-rule (2) of rule 10
 - (b) cost of fabrication
 - (c) other processing employed in production
 - (d) all of the above
10. The value of export goods shall be the
- (a) Transaction value
 - (b) Market value
 - (c) MRP
 - (d) None of the above

Part B

(5 × 5 = 25)

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

11. (a) Explain Precautions to be taken by person acquiring notified Goods.
- Or
- (b) Describe Power to declare places to be Warehousing Stations.
12. (a) Explain Detection of illegally imported goods and Prevention of the disposal.
- Or
- (b) Discuss Persons possessing notified goods to intimate the place of Storage.
13. (a) Describe Customs Duties and Duty on Pilfered goods.
- Or
- (b) Explain Provisional Attachment to protect revenue in certain cases.
14. (a) Describe Arrival of Vessels and Aircraft in India.
- Or
- (b) Explain Power to exempt in detail.

15. (a) Describe Authority for Advance Rulings.

Or

(b) Explain the Powers of Authority.

Part C

(5 × 8 = 40)

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

16. (a) Write a detail note on private warehouse licensing.

Or

(b) Explain the various types of Warehousing.

17. (a) Explain in detail about duty on pilfered goods.

Or

(b) Explain the interest on delayed funds in detail.

18. (a) Explain the liability on goods transited.

Or

(b) Explain the procedures on return of warehousing bond.

19. (a) Discuss the clearance of goods for home consumption in detail.

Or

(b) Write the procedures for clearance of imported goods.

20. (a) Explain in detail the prohibition and regulation of drawback.

Or

(b) Discuss the procedures for licensing of private warehouses.