

C-7118

Sub. Code

84811

M.B.A. DEGREE EXAMINATION, NOVEMBER 2025

First Semester

Shipping and Logistics Management

PRINCIPLES OF MANAGEMENT

(2023 onwards)

Duration : 3 Hours

Maximum : 75 Marks

Part A

(10 × 1 = 10)

Answer **all** questions.

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

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

3. While practicing principles of management _____ cannot be neglected as business has to fulfill social and ethical responsibility towards society.
- (a) Values (b) Techniques
- (c) Programmes (d) Actions
4. Derivation of Principles of Management is a matter of
- (i) _____ and their application is a matter of
- (ii) _____
- (a) (i) art (ii) science
- (b) (i) science (ii) art
- (c) (i) art (ii) discipline
- (d) (i) discipline (ii) science
5. “Principles help managers to take decisions while performing functions of management”
- (a) True, Principles are guidelines to take actions
- (b) False, Functions of management are not related with Principles of Management
- (c) Partly True, Principles denotes cause and effect relationship which may help functions
- (d) False, Functions of management are just actions

6. Which of following statement justifies understanding of Principles of Management helps in taking scientific decisions?
- (a) Adherence to these principles and add to knowledge and understanding of managerial situations
 - (b) Principles emphasis logic rather than blind faith
 - (c) Principles of management are at the core of the management theory
 - (d) Principles are guidelines that can be modified as per the changing environment
7. In the words of _____ ,“_____ means knowing exactly what you want men to do and seeing that they do it in the best and cheapest way”. Find the above blank with right option.
- (a) Henry Fayol, Management
 - (b) W. Taylor, Scientific Management
 - (c) Haraold Koontz, Administrative Management
 - (d) W.Taylor Management
8. As per Cooperation, Not individualism principle of management, Competition should be replaced with _____
- (a) Coordination
 - (b) Cooperation
 - (c) Management
 - (d) Harmony

9. _____ among the following was the first to identify four functions of management.
- (a) Henry Fayol (b) W. Taylor
(c) Max Weber (d) Harold Koontz
10. How are principles of management are formed?
- (a) By rule of Thumb
(b) By observation and experimentation
(c) By experiences of customers
(d) By experiments in Science laboratory

Part B

(5 × 5 = 25)

Answer **all** 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-7119

Sub. Code

84812

M.B.A. DEGREE EXAMINATION, NOVEMBER 2025

First Semester

Shipping and Logistics Management

FUNDAMENTALS OF LOGISTICS

(2023 onwards)

Duration : 3 Hours

Maximum : 75 Marks

Part A

(10 × 1 = 10)

Answer **all** questions.

1. What is the primary objective of logistics?
 - (a) Maximizing production
 - (b) Minimizing transportation costs
 - (c) Delivering the right product to the right place at the right time
 - (d) Increasing inventory level

2. Which of the following is NOT a key component of logistics management?
 - (a) Inventory management
 - (b) Order fulfillment
 - (c) Marketing and advertising
 - (d) Transportation management

3. Which mode of transportation is typically the most cost-effective for long-distance shipping?
 - (a) Air freight
 - (b) Rail transport
 - (c) Trucking
 - (d) Ocean shipping

4. Which of the following is an example of a logistics activity?
 - (a) Developing a product design
 - (b) Managing a sales campaign
 - (c) Storing products in a warehouse
 - (d) Creating advertising content

5. What is the term for the process of moving goods from one location to another?
 - (a) Warehousing (b) Distribution
 - (c) Procurement (d) Transportation

6. Which of the following best describes 'Just-in-Time' (JIT) inventory management?
 - (a) Maintaining large stock levels to avoid stock outs
 - (b) Ordering inventory in advance for seasonal sales
 - (c) Receiving goods only when they are needed in the production process
 - (d) Using automated systems to track inventory levels

7. Which of the following is a key performance indicator (KPI) in logistics?
 - (a) Gross profit margin
 - (b) Inventory turnover
 - (c) Sales growth rate
 - (d) Employee satisfaction

8. What does "lead time" refer to in logistics?
 - (a) The time it takes for a product to be manufactured
 - (b) The time it takes for goods to move through customs
 - (c) The time from when an order is placed to when it is received
 - (d) The time it takes to transport goods from one warehouse to another

9. Which of the following is a benefit of third-party logistics (3PL)?
- (a) Full control over logistics operations
 - (b) Reduced risk of damaged goods
 - (c) Access to specialized expertise and resources
 - (d) Direct management of all transportation modes
10. What is a “hub-and-spoke” distribution system?
- (a) A system where products are stored at a central hub and shipped to regional hubs
 - (b) A system where products are distributed directly from suppliers to customers
 - (c) A system where inventory is shipped from one central location to multiple smaller destinations
 - (d) A system that utilizes multiple transportation methods for one shipment

Part B

(5 × 5 = 25)

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

11. (a) What are the objectives of logistics?

Or

- (b) Write a short note on procurement.

12. (a) Discuss the importance of inventory.

Or

- (b) Write the objectives of materials management.

13. (a) Explain the participants in transportation decisions.

Or

- (b) What are the types of packaging material?

14. (a) Write a brief note on global logistics

Or

- (b) Discuss about strategic logistics planning.

15. (a) Explain the steps in ABC costing.

Or

(b) Discuss the principles of LIS.

Part C

(5 × 8 = 40)

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

16. (a) Write in detail about logistics role in economy.

Or

(b) Discuss the critical issues in logistics outsourcing

17. (a) Explain in detail about functions of inventory.

Or

(b) Describe in detail about types of material handling equipment.

18. (a) Briefly discuss the modes of transportation.

Or

(b) Discuss in detail about functions of warehouse.

19. (a) Explain the forces driving globalization.

Or

(b) Discuss the functions of logistics information system.

20. (a) Write in detail about stages of functional aggregation in organization.

Or

(b) Explain in detail about the role of 3PL and 4PL.

C-7120

Sub. Code

84813

M.B.A. DEGREE EXAMINATION, NOVEMBER 2025

First Semester

Shipping and Logistics Management

INTRODUCTION TO SHIPPING

(2023 onwards)

Duration : 3 Hours

Maximum : 75 Marks

Part A

(10 × 1 = 10)

Answer **all** the questions.

1. _____ is the best option for time sensitive cargo.
(a) Airfreight (b) Maritime transport
(c) Road transport (d) None of the above
2. LASH also known as _____
(a) RORO (b) SD14
(c) Kangaroo ship (d) None of these
3. _____ advises ship owner on various port details.
(a) Ship agent (b) Stevedores
(c) Freight forwarder (d) Captain
4. _____ is a planned space for the storage and handling of goods and material.
(a) Depot (b) Warehouse
(c) Storage place (d) Container

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

Part B

(5 × 5 = 25)

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

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

Or

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

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

Or

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

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

Or

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

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

Or

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

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

Or

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

Part C

(5 × 8 = 40)

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

16. (a) Discuss the historical evolution of sea transport and its impact on global shipping.
Or
(b) Explain the factors that influence the supply of ships in the maritime industry.
17. (a) Discuss the advancements in ship design and technology impact the efficiency and capabilities of modern vessels.
Or
(b) Explain the role of charter parties in regulating the relationship between ship owners and charters in shipping contracts.
18. (a) Describe the historical development of tankers and their significance in the transportation of liquid cargo.
Or
(b) What is Bill of Lading? Write the components involved in Bill of Lading.
19. (a) Describe the role and significance of the Institute of chartered ship brokers in the maritime industry.
Or
(b) Explain the relationship between the geography of trade and the selection of ports for cargo loading and unloading in International trade.
20. (a) Explain the key steps involved in the process of buying and selling ships.
Or
(b) Define Breach of Contract. Discuss when a breach of contract occurs.

C-7121

Sub. Code

84815

M.B.A. DEGREE EXAMINATION, NOVEMBER 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. Which of the following is the primary purpose of accounting in business?
 - (a) To prepare tax returns
 - (b) To record transactions only
 - (c) To provide financial information for decision-making
 - (d) To comply with legal requirements

2. Accounting is often referred to as:
 - (a) The language of business
 - (b) A legal obligation
 - (c) A managerial tool
 - (d) A scientific study

3. Which model is commonly used in cash management to determine the optimal cash balance?
 - (a) EOQ model
 - (b) Baumol model
 - (c) CAPM model
 - (d) Porter model

4. What type of account is “Purchases”?
 - (a) Asset account
 - (b) Expense account
 - (c) Income account
 - (d) Liability account

5. The current ratio is classified as which type of ratio?
 - (a) Liquidity Ratio
 - (b) Profitability Ratio
 - (c) Efficiency Ratio
 - (d) Solvency Ratio

6. The debt-to-equity ratio is an example of a:
 - (a) Liquidity ratio
 - (b) Efficiency ratio
 - (c) Solvency ratio
 - (d) Profitability ratio

7. A trade discount is:
 - (a) Offered for prompt payment
 - (b) A reduction in the listed price of goods
 - (c) Recorded in the accounting books
 - (d) None of the above

8. Cash discounts are recorded in the:
 - (a) Journal and ledger accounts
 - (b) Balance sheet
 - (c) Income statement as expenses
 - (d) Trading account

9. A PDA is issued by:
- (a) The shipping company
 - (b) The port authority
 - (c) The vessel's agent
 - (d) The customs department
10. Which of the following is NOT typically included in a port disbursement account?
- (a) Port dues
 - (b) Bunker fuel costs
 - (c) Crew salaries
 - (d) Pilotage fees

Part B

(5 × 5 = 25)

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

11. (a) Define and explain the importance of the accrual concept in accounting.

Or

- (b) What is the difference between accounting concepts and conventions? Give examples.

12. (a) Record the following transactions in the journal:
- (i) Purchased goods worth \$5,000 on credit from M/s ABC Ltd
 - (ii) Paid rent \$2,000 through a bank transfer
 - (iii) Sold goods for \$3,000, cash received
 - (iv) Paid \$500 for electricity charges

Or

- (b) What is a ledger? Explain its importance in the bookkeeping process.

13. (a) What is working capital management, and why is it important for businesses?

Or

- (b) What is a trade discount, and how does it differ from a cash discount?

14. (a) What are the risks of making excessive capital expenditures for a business?

Or

- (b) How does competition influence a company's pricing policy?

15. (a) Define NPV and explain its significance in investment decision-making.

Or

- (b) Explain the difference between short-term and long-term financing.

Part C

(5 × 8 = 40)

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

16. (a) Elaborate on the importance of accounting in modern business environments. Discuss how it facilitates transparency and accountability.

Or

- (b) Explain the sources from which a large sized industrial enterprise can raise capital for its various requirements.

17. (a) Define a journal and explain its role in the accounting process.

Or

- (b) The followings are the balances of R.Ragav sethupathy as on 30th june, 2007:

	Rs.		Rs.
Cash in hand	540	Freehold land	10,000
Cash at bank	2,630	Machinery	20,000
Purchases	40,675	Investment	10,000
Returns inward	680	Patents	7,500
Wages	8,480	Salaries	15,000
Fuel and power	4,730	General Expenses	3,000
Carriage on sales	3,200	Insurance	600
Carriage on purchases	2,040	Drawings	5,245
Stock	5,760	Sundry Debtors	14,500
Buildings	22,000	Sales	98,780
Returns outwards	500	Capital	62,000
Sundry Creditors	6,300	Rent	9,000

Taking in to account the following adjustments, prepare the Trading and Profit Loss Account and Balance Sheet as on 30th June, 2007.

- (i) Stock on hand on 30th June, 2007 was valued at Rs. 6,800
- (ii) Machinery is to be depreciated @10% and patents @20%
- (iii) Salaries for the month for June, 2007 amounting to Rs. 1,500 were unpaid

(iv) Insurance includes the premium of Rs. 170 on a policy expiring on 31st December 2007.

(v) The rent received in advance Rs. 1,000

(vi) Interest on investment of Rs.2,000 is occurred

18. (a) Discuss three strategies a business can use to reduce its debtor days without affecting customer relationships.

Or

- (b) A company has the following age analysis of its debtors:

0–30 days: \$50,000

31–60 days: \$20,000

61–90 days: \$10,000

Over 90 days: \$5,000

Analyze the data and recommend measures to reduce overdue debts.

19. (a) How do fixed and variable costs influence a company's decision to increase production or introduce new products? Provide an example.

Or

- (b) Critically Examine the various methods of evaluating capital budgeting proposals.

20. (a) Explain the differences between capital and revenue costs with examples. How does their treatment in accounting affect the financial statements?

Or

- (b) Explain present value method. How does it evaluate profitability of various capital projects?

C-7122

Sub. Code

84816

M.B.A. DEGREE EXAMINATION, NOVEMBER 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. Organization structure primarily refers to
 - (a) How activities are coordinated & controlled
 - (b) How resources are allocated
 - (c) The location of departments and office space
 - (d) The policy statements developed by the firm
2. The purpose of job enrichment is to
 - (a) Expand the number of tasks an individual can do
 - (b) Increase job efficiency
 - (c) Increase job effectiveness
 - (d) Increase job satisfaction of middle management
3. Strategic planning as a broad concept consists of
 - (a) Corporate strategy and business strategy
 - (b) Strategy formulation and strategy implementation
 - (c) Inputs and outputs
 - (d) Environmental analysis and internal analysis

4. According to Herzberg, which of the following is a maintenance factor?
 - (a) Salary
 - (b) Work itself
 - (c) Responsibility
 - (d) Recognition

5. A major problem with a task force type of management is
 - (a) There is no logical basis for task force information
 - (b) Its status is too inflexible
 - (c) Accountability
 - (d) Lack of planning

6. Individuals such as Albert Einstein, Edwin Land and Steven Jobs lead through which type of power?
 - (a) Legitimate
 - (b) Reward
 - (c) Expert
 - (d) Charismatic

7. Communication begins with
 - (a) Encoding
 - (b) Idea origination
 - (c) Decoding
 - (d) Channel selection

8. Functional managers are responsible
 - (a) For a single area of activity
 - (b) To the upper level of management and staff
 - (c) For complex organizational sub-units
 - (d) For obtaining copyrights and patents for newly developed processes and equipment

9. Policies are sometimes defined as a(n)
 - (a) Shortcut for thinking
 - (b) Action plan
 - (c) Substitute for strategy
 - (d) Substitute for management authority

10. The problem-solving process begins with
- (a) Clarification of the situation
 - (b) Establishment of alternatives
 - (c) Identification of the difficulty
 - (d) Isolation of the cause

Part B

(5 × 5 = 25)

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

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

Or

- (b) Describe the foundations of Individual Behavior.

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

Or

- (b) Explain the barriers in Communication process.

13. (a) Explain the characteristics of Leadership.

Or

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

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

Or

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

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

Or

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

Part C

(5 × 8 = 40)

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

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

Or

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

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

Or

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

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

Or

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

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

Or

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

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

Or

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

C-7123

Sub. Code

84817

M.B.A. DEGREE EXAMINATION, NOVEMBER 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. The term “communis” derived from _____ word.
 - (a) Greek
 - (b) Latin
 - (c) Chinese
 - (d) English
2. Communication means _____ Information, feeling and thoughts, with others.
 - (a) To receive
 - (b) Exchange of
 - (c) Conveying.
 - (d) All the above.
3. Grapevine communication is associated with _____ communication.
 - (a) Formal
 - (b) Informal
 - (c) Horizontal
 - (d) Vertical

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

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

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

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

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

9. Functional coordination is one important reason for communicating with:
- (a) Superiors
 - (b) Peers
 - (c) Subordinates
 - (d) Employees' unions
10. Communication with superiors involves:
- (a) Directions
 - (b) Orders
 - (c) Complaints
 - (d) Instructions

Part B

(5 × 5 = 25)

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

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

Or

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

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

Or

- (b) Discuss the functions of Business Communication.

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

Or

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

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

Or

- (b) Explain the Structure of Business proposals.

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

Or

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

Part C (5 × 8 = 40)

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

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

Or

- (b) Discuss the Paradox of Communication.

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

Or

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

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

Or

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

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

Or

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

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

Or

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

C-7124

Sub. Code

84821

M.B.A. DEGREE EXAMINATION, NOVEMBER 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 is the purpose of establishing Customs ports and airports?
 - (a) To facilitate tourism
 - (b) To regulate the entry and exit of goods
 - (c) To provide transportation services
 - (d) To conduct military operations

2. What measure is taken to combat illegal importation and exportation of goods?
 - (a) Public awareness campaigns
 - (b) Detection and prevention of illegal activities
 - (c) Offering tax incentives
 - (d) Reducing public spending

3. What is the primary basis for the valuation of imported goods under the Customs Act, 1962?
- (a) The retail price of the goods in the importing country
 - (b) The wholesale price of the goods in the importing country
 - (c) The transaction value of the goods
 - (d) The cost of manufacturing the goods
4. Which of the following components is NOT included in the transaction value of imported goods under the Customs Valuation Rules, 2007?
- (a) Cost of transportation to the port of importation
 - (b) Charges for loading, unloading, and handling associated with the transport of the goods
 - (c) Customs duties payable on the goods in the importing country
 - (d) The price actually paid or payable for the goods when sold for export to India
5. Which section outlines the procedure for the Authority of Advance Rulings?
- (a) Section 15 (b) Section 20B
 - (c) Section 28E (d) Section 43
6. What is required for a conveyance carrying imported or exported goods to board in India?
- (a) Special permit from the customs
 - (b) Arrival of vessels and aircraft
 - (c) Export license
 - (d) Import license

7. Under the Indian Customs Act, 1962, which of the following is considered a customs duty?
- (a) Income Tax
 - (b) Excise Duty
 - (c) Service Tax
 - (d) Countervailing Duty (CVD)
8. Under Indian customs laws, what is the primary function of the Customs Act, 1962?
- (a) To regulate foreign exchange rates
 - (b) To levy and collect customs duties on goods imported into and exported from India
 - (c) To manage the inland transportation of goods
 - (d) To monitor and control air travel
9. What aspect of goods in transit is covered?
- (a) Storage of goods in transit
 - (b) Clearance of goods in transit
 - (c) Transit and transshipment of certain goods without payment
 - (d) Inspection of goods in transit
10. What is the liability of duty mentioned for goods?
- (a) Goods exported
 - (b) Goods imported
 - (c) Goods stored in warehouse
 - (d) Goods transited or transshipped

Part B

(5 × 5 = 25)

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

11. (a) Evaluate the prohibitions on the importation and exportation of goods

Or

- (b) Examine the strategies implemented to prevent and detect illegal exports.

12. (a) What is the purpose of the Advance Rulings Authority in the context of trade?

Or

- (b) Discuss the importance of transparency in the assessment of duty and the claiming of refunds.

13. (a) What are the key provisions related to conveyances carrying imported or exported goods according to the text?

Or

- (b) Critically assess how advance rulings can serve as a preventive measure against legal disputes in international trade

14. (a) Discuss the liability of duty on goods that are transited or transhipped.

Or

- (b) Review the legislative framework that governs the clearance of goods

15. (a) What is vessel carrying coastal goods? Explain.

Or

- (b) Write a brief note on special provisions related to baggages.

Part C (5 × 8 = 40)

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

16. (a) Explore the various powers and functions granted to Customs Officers

Or

- (b) Describe the procedure and criteria for the appointment of customs ports and airports

17. (a) Discuss the challenges faced in the administration of trade laws and propose solutions or improvements that could be made.

Or

- (b) Analyze these specific sections of the trade agreement. What are their implications for trade policy, and how do they affect international business operations?

18. (a) Discuss the procedure of the Authority for Advance Rulings

Or

- (b) Analyse the legal and practical implications of Section 28E to 43 as it relates to the control of conveyances.

19. (a) Examine the significance of the clearance of goods for home consumption. How does this differ from clearance procedures for exported goods?

Or

- (b) Analyze the role of the Electronic Cash Ledger in facilitating payments for import and export duties.

20. (a) Explain the process and regulations involved in the licensing of warehouses under different classifications such as public, private, and special warehouses.

Or

- (b) Examine the concept of drawback, its purpose in trade policies, and the impact of interest on drawbacks on exporters and manufacturers.
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C-7125

Sub. Code

84822

M.B.A. DEGREE EXAMINATION, NOVEMBER 2025

Second Semester

Shipping and Logistics Management

**TRANSPORTATION AND DISTRIBUTION
MANAGEMENT**

(2023 onwards)

Duration : 3 Hours

Maximum : 75 Marks

Part A

(10 × 1 = 10)

Answer **all** questions.

1. Transportation and storage of goods is a part of which of the following marketing channel functions?
 - (a) Promotion
 - (b) Contact
 - (c) Matching
 - (d) Physical distribution

2. One of the primary supply chain decisions is _____.
 - (a) Communication
 - (b) Location of the supplier
 - (c) Cost of the product
 - (d) Publicity

3. Identify the channels of distribution.
 - (a) Direct and indirect
 - (b) Online and offline
 - (c) Retailers and distributors
 - (d) Retailers and wholesalers

4. _____ is the time between when an order is placed and when it is delivered.
- (a) Maritime (b) Primetime
(c) Flexitime (d) Delivery lead time
5. Which of the following methods of facility location is based on minimizing the total transportation cost?
- (a) Centroid method
(b) Break even analysis
(c) Transportation method
(d) Modified gravity model
6. Barge is a type of
- (a) Ship (b) Aero plane
(c) Motor vehicle (d) Express train
7. _____ routing policies are the rules and guidelines that define how your company plans, executes, and monitors the movement of goods from one location to another.
- (a) Static (b) Transportation
(c) Default (d) Dynamic
8. Reveal the latest trend in transportation.
- (a) Intelligent road
(b) Electric transportation
(c) Self driving car
(d) All of these
9. Who is the father of GIS?
- (a) Roger F. Tomlinson
(b) Fayol
(c) Adam Smith
(d) Philip Kotler

10. _____ involves managing all these vehicles, planning the routes, and organizing pick up and drop points.
- (a) Materials management
 - (b) Disaster management
 - (c) Fleet management
 - (d) Time management

Part B

(5 × 5 = 25)

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

11. (a) State the functions of Transportation Management.

Or

- (b) What are distribution costs? Give examples.

12. (a) Draw the process of Material Management.

Or

- (b) Who are the participants in Transportation?

13. (a) How do you measure transport costs?

Or

- (b) Find out the elements of transportation cost.

14. (a) Examine the challenges of freight consolidation.

Or

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

15. (a) Infer the components of Geographic Information Systems.

Or

- (b) Enlist the benefits of advanced fleet management system.

Part C

(5 × 8 = 40)

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

16. (a) Analyze the steps in designing distribution channel.

Or

- (b) Sketch out the different types of warehouses.

17. (a) Create a distribution network plan.

Or

- (b) Illustrate some of the Optimization Techniques.

18. (a) Identify the characteristics of different transportation modes.

Or

- (b) How do you choose a particular mode of transport?

19. (a) Exemplify the different methods of transport operations.

Or

- (b) Interpret the applications of Information Technology in Transportation.

20. (a) Discuss the benefits of Intermodal Transportation.

Or

- (b) Name and explain the different transportation security initiatives.

C-7126

Sub. Code

84823

M.B.A. DEGREE EXAMINATION, NOVEMBER 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. Concept is similar to the concept of unitization and has the similar objective of space reduction
 - (a) Logistical Packaging
 - (b) Cube Minimization
 - (c) Building block
 - (d) Palletizing
2. The major decision areas in supply chain management are
 - (a) location, production, distribution, inventory
 - (b) planning, production, distribution, inventory
 - (c) location, production, scheduling, inventory
 - (d) location, production, distribution, marketing
3. _____ is concerned with a firm's ability to satisfy customer's requirement in timely manner.
 - (a) Minimum Inventory
 - (b) Price stabilization
 - (c) Quality
 - (d) Rapid Responses

4. Buying according to the requirements is called _____
- (a) Seasonal Buying
 - (b) Scheduled Buying
 - (c) Tender Buying
 - (d) Hand to mouth buying
5. Special purpose material handling equipment are used in.
- (a) Line layout (b) Process layout
 - (c) In-land layout (d) Warehousing
6. The _____ system should be designed after analyzing the needs for the organization.
- (a) Warehousing (b) Logistics
 - (c) Materialhandling (d) Distribution
7. EOQ is that order quantity which result in _____ total inventory cost.
- (a) Maximum (b) Minimum
 - (c) Carrying (d) Average
8. Re-order level depends upon two factors, lead time and _____
- (a) Inventory (b) Warehouse
 - (c) Procurement (d) Safety stock
9. _____ is developed to identify marketing and financial objectives of the firm.
- (a) LIS
 - (b) Strategy
 - (c) Plan
 - (d) Information System

10. _____ are used for vertical movement of materials, generally from one floor to another.
- (a) Conveyor belts (b) Cranes
(c) Elevators (d) Towlines

Part B

(5 × 5 = 25)

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

11. (a) Write the need for warehousing.
- Or
- (b) Discuss about the various facilities adopted in the warehouse.
12. (a) Discuss about the importance of Inventory management.
- Or
- (b) Explain the benefits of WIP Inventory.
13. (a) Write a short note on Warehouse management systems.
- Or
- (b) Explain the logics of determining locations and sequences.
14. (a) Discuss about the purpose of ABC inventory control.
- Or
- (b) Explain the need of the true multi echelon approach.
15. (a) Explain in detail the performance measures of material handling systems.
- Or
- (b) Write a short note on RFID technology.

Part C

(5 × 8 = 40)

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

16. (a) Discuss about the various types of material handling systems.

Or

- (b) Explain the automated storage and retrieval systems bar coding technology.

17. (a) Discuss about the different types of ware houses.

Or

- (b) Discuss the major issues affecting the warehousing.

18. (a) Discuss about the various types of inventory.

Or

- (b) Explain in detail the importance of MRO Inventories.

19. (a) Explain the key factors of Distribution resource planning.

Or

- (b) Write a short note on dependent demand systems.

20. (a) Write the characteristics of ideal warehouses.

Or

- (b) Discuss the role in competitive strategy role of inventory and its functions.

C-7127

Sub. Code

84824

M.B.A. DEGREE EXAMINATION, NOVEMBER 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 should be monitored to prevent cargo damage due to moisture?
 - (a) Ballasting
 - (b) Cargo Sweat and Ventilation
 - (c) Dunnage
 - (d) Load Density

2. What is an example of cargo handling equipment mentioned?
 - (a) Jumbo Derrick
 - (b) Cargo Document
 - (c) Cargo Sweat
 - (d) Chafing Material

3. Which of the following is NOT listed as a hazard in the document?
 - (a) Moisture Limit
 - (b) Flow Moisture Point
 - (c) Fire outbreak
 - (d) Repose

4. What precaution is necessary when carrying concentrates according to the document?
 - (a) Regular inspection
 - (b) Use of high-quality bags
 - (c) Constant temperature
 - (d) Ventilation

5. Which type of ship is designed for both container and roll-on/roll-off cargo?
 - (a) LASH Ships (b) RO-RO Ships
 - (c) Tanker Ships (d) Cargo Ships

6. What does the document list as important when handling containers?
 - (a) Lifting procedures
 - (b) Painting methods
 - (c) Repairing schedules
 - (d) Hiring practices

7. What is essential in the preparation of a cargo hold according to the text?
 - (a) Temperature control
 - (b) Humidity measurement
 - (c) Ventilation
 - (d) Light exposure

8. Which year is associated with the Dock Labourers Act mentioned in the text?
 - (a) 1920 (b) 1934
 - (c) 1950 (d) 1975

9. What is LCL in the context of shipping?
 - (a) Less Container Load
 - (b) Large Container Load
 - (c) Local Container Lease
 - (d) Long-term Container Lease

10. What does FCL stand for?
- (a) Full Container Load
 - (b) Freight Container Logistics
 - (c) Fixed Cost Logistics
 - (d) Final Container Line

Part B

(5 × 5 = 25)

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

11. (a) Analyze the role of 'Ventilation' and 'Cargo Sweat' in maintaining cargo integrity during transit.
- Or
- (b) Evaluate the various types of lifting gear mentioned, such as 'Jumbo Derrick' and 'Stocklein Derricks.
12. (a) Identify and analyze the different hazards associated with bulk cargoes as mentioned in the document.
- Or
- (b) Evaluate the precautions necessary when carrying concentrates.
13. (a) Analyze the role of containers in modern shipping and describe the various forms of unitization.
- Or
- (b) Evaluate the impact of physical characteristics of containers on their stowage and securing on ships.
14. (a) Evaluate the implications of the Dock Labourers Act, 1934 on modern shipping practices.
- Or
- (b) Explore the role of inspectors in the safety of cargo handling.
15. (a) Analyze the differences between Less than Container Load and Full Container Load shipments.
- Or
- (b) Describe the various sectors of the container market. What are the unique challenges and opportunities in each?

Part C

(5 × 8 = 40)

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

16. (a) Detail the prevention measures against 'Chafing/Crushing' damage.
Or
(b) Discuss the significance of proper 'Lashing' and 'Securing' of cargo on board ships.
17. (a) Describe the purpose and use of 'Dunnage' in shipping.
Or
(b) Explore the specific requirements and preparations necessary for handling cargoes like cotton and rice as mentioned in the document.
18. (a) Outline the methods of crude oil washing and their environmental impact.
Or
(b) Investigate the challenges and solutions associated with lifting and securing containers on cargo ships.
19. (a) Discuss the significance of the Safety of Ship and Crew in the logistics industry.
Or
(b) Outline the responsibilities and challenges faced by dock labourers under the Dock Labourers Act, 1934.
20. (a) Discuss the channelization of return and empty containers.
Or
(b) Explain the significance of the 'reverse process' in container handling.

C-7128

Sub. Code

84826

M.B.A. DEGREE EXAMINATION, NOVEMBER 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. Trade Related Investment Measures(TRIMS) doesn't apply for
 - (a) Measures that affect trade in goods
 - (b) Measures that lead to restrictions on quantities
 - (c) Discouraging measures that limit a company's imports
 - (d) Discouraging measures that limit a company's exports

2. General Agreement on Trade in Services will not be applicable to
 - (a) Services supplied from one country to another-cross border supply
 - (b) Transaction of goods across the border-Export Import
 - (c) Individuals traveling from own country to supply services in another-presence of natural persons
 - (d) Consumer/firms making use of service in another country consumption a broad

3. As a part of WTO guidelines, Agreement on Agriculture (AOA) doesn't consider
 - (a) Direct payments to farmers are permitted
 - (b) Indirect assistance and support to farmers including R & D support by govt. are not permitted
 - (c) Domestic policies which directly effect on production and trade have to be cut back
 - (d) Least developed countries do not need to make any cuts

4. Quantitative restrictions refer to limit set by countries to curb
 - (a) Imports
 - (b) Exports
 - (c) Imports and exports
 - (d) None of the above

5. A Most favored nation status doesn't necessarily refer to
 - (a) Same and equal economic treatment
 - (b) Non-discriminatory Treatment
 - (c) Same tariff rates applicable
 - (d) Uniform civil code

6. Power distance Index (PDI) of 77 compared to a world average of 56.5 for India indicates
 - (a) High level of inequality of power and wealth within the society
 - (b) Low level of inequality of power and wealth within the society
 - (c) High level of Political corruption
 - (d) Low level of Human development Index

7. Specific cultural dimensions that does not have a significant impact on cross-national business interactions is
 - (a) Hofstede's five cultural dimensions
 - (b) Mono chromatic vs poly chromatic tune
 - (c) Communication
 - (d) Geography

8. Professional culture refers to
- (a) Shared belief of top managers about how they should manage themselves and their employee
 - (b) Shared code of ethics and other commonalities shared by members of a given group
 - (c) Both (a) and (b)
 - (d) None of the above
9. An attribute that doesn't contribute to Porter's Diamond model is
- (a) Government
 - (b) Organized Trade union
 - (c) Factor Conditions
 - (d) Demand conditions
10. Indian companies can route their foreign investment through
- (a) Only the automatic route
 - (b) Only the government route
 - (c) Both the automatic and government routes
 - (d) Through the reserve bank of India only

Part B

(5 × 5 = 25)

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

11. (a) Explain Merchandise trade.

Or

- (b) Write about global sourcing.

12. (a) Determine SAPTA.

Or

- (b) Identify non-tariff barriers.

13. (a) Explain the EMS in detail.

Or

- (b) Illustrate features of Market.

14. (a) Determine Asian Development Bank.

Or

(b) Explain Growth of FDI.

15. (a) Infer the Stages of globalization.

Or

(b) Demonstrate foreign trade policy 2004-09.

Part C

(5 × 8 = 40)

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

16. (a) Explain the theories of international trade.

Or

(b) Narrate about product life cycle.

17. (a) Determine Indo Lanka free trade agreement.

Or

(b) Demonstrate international monetary system.

18. (a) Draw IMF and international liquidity.

Or

(b) Illustrate world bank.

19. (a) Determine WTO.

Or

(b) Explain UNIDO.

20. (a) Infer types of foreign investment

Or

(b) Elaborate the determinants of imports.

C-7129

Sub. Code

84827

M.B.A. DEGREE EXAMINATION, NOVEMBER 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 is emphasized in the modernization of liner trades?
 - (a) Unitization and containerization
 - (b) Decreasing port operations
 - (c) Using older shipping technologies
 - (d) Reducing trade routes

2. What operations are critical in liner trades?
 - (a) Only vessel loading
 - (b) Only vessel discharging
 - (c) Vessel loading and discharging
 - (d) None of the above

3. What is the role of ships' officers in relation to cargo?
 - (a) Marketing and sales
 - (b) Accounting principles
 - (c) Management and policy
 - (d) Supervision of cargo operations

4. What aspect of shipping operations does "crew management" fall under?
 - (a) Ship design
 - (b) Marketing
 - (c) Operations services
 - (d) Insurance

5. Which of the following is a key aspect of managing a container fleet?
 - (a) Designing container ships
 - (b) Tracking the container fleet
 - (c) Building containers
 - (d) Repairing containers

6. What are FCLS and LCLS in the context of container shipping?
 - (a) Types of container ships
 - (b) Container loading systems
 - (c) Legal terms in shipping contracts
 - (d) Types of container insurance

7. What purpose does the Bill of Lading serve in liner trades?
- (a) To certify product quality
 - (b) To act as evidence of contract
 - (c) To provide insurance
 - (d) None of the above
8. Which of the following is NOT related to the Bill of Lading?
- (a) Documentary credits
 - (b) Clauses
 - (c) Liner documents
 - (d) Warehousing agreements
9. What does the carrier's liability for cargo involve?
- (a) The cost of cargo
 - (b) The delivery timeline
 - (c) The security of the goods during transport
 - (d) Legal responsibilities for any damage or loss
10. What does the term 'General Average (GA)' refer to in shipping?
- (a) Average weight of cargo
 - (b) Shared financial liability in case of cargo loss
 - (c) Average number of shipments per route
 - (d) General security terms

Part B

(5 × 5 = 25)

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

11. (a) Describe the significance of major ports in the liner trade routes.

Or

- (b) Assess the impact of cargo measurements and capacities on the layout of ships used in liner trades.

12. (a) Examine the duties and responsibilities of ship officers in managing cargo operations.

Or

- (b) Evaluate the impact of crew management on the safety and efficiency of shipping operations.

13. (a) Analyze the role of the Bill of Lading as evidence of the contract in shipping transactions.

Or

- (b) Explain the purpose and impact of using standardized printed clauses in Bills of Lading.

14. (a) Discuss the impact of containerization on global trade and how it has facilitated the growth of inter-modal transport systems.

Or

- (b) Evaluate the various dimensions and types of containers used in international shipping, explaining their specific applications and benefits.

15. (a) Analyze the legal aspects of liner trades.

Or

(b) Evaluate the carrier's liability for cargo under maritime law.

Part C

(5 × 8 = 40)

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

16. (a) Describe the significance of major ports in the liner trade routes.

Or

(b) Examine the role of refrigerated cargo ships in liner trades.

17. (a) Explore the relationship between marine insurance and risk management in shipping operations.

Or

(b) Examine the role and impact of marketing and sales functions in liner operations.

18. (a) Examine the challenges and benefits of owning versus leasing containers in the shipping industry.

Or

(b) Evaluate the importance of container control systems such as FCLS, LCLS and ICDS in the logistics sector.

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) Discuss the security measures mandated by the ISPS Code for international shipping.

Or

- (b) Examine the legal responsibilities of agents in international trade.
-

C-7130

Sub. Code

84831

M.B.A. DEGREE EXAMINATION, NOVEMBER 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. What is a bulk carrier primarily used for?
 - (a) Transporting liquids
 - (b) Transporting bulk cargo such as grain or coal
 - (c) Transporting passengers
 - (d) Fishing

2. What is a tweendecker known for in the shipping industry?
 - (a) Its speed
 - (b) Its ability to carry dry and liquid cargo
 - (c) Its multiple deck configuration
 - (d) Its luxury accommodations

3. What is the purpose of a Safety Certificate in maritime operations?
 - (a) To certify that the ship is unsuitable for sailing
 - (b) To certify that the ship has passed necessary safety inspections
 - (c) To ensure that the ship carries extra cargo
 - (d) None of the above

4. What does a Load Line Certificate signify?
 - (a) Maximum cargo that can be carried
 - (b) Minimum crew required on board
 - (c) Designates waterline marking correlating to ships safety and stability
 - (d) Permission to sail internationally

5. What is the significance of time counting in shipping operations?
 - (a) It helps in predicting weather conditions.
 - (b) It is crucial for maintaining a schedule.
 - (c) It assists in navigation.
 - (d) It is used for tracking crew work hours.

6. What is meant by 'Notice of Readiness' in shipping?
 - (a) Notice that the cargo is ready.
 - (b) Notice that the ship is ready to load or discharge cargo.
 - (c) Notice that the crew is ready.
 - (d) Notice that the ship has arrived at port.

7. What is a Letter of Indemnity commonly used for in cargo documentation?
- (a) To ensure timely delivery of goods
 - (b) To protect against legal action in case of non-compliance
 - (c) To guarantee payment from the buyer
 - (d) To allow delivery without presenting the original bill of lading
8. Which of the following is a function of a Bill of Lading?
- (a) Acts as a contract for the carriage of goods
 - (b) Indicates ownership of the port
 - (c) Details the ship's previous voyages
 - (d) Lists the employees on the ship
9. What role does the text suggest is responsible for taking sensible precautions?
- (a) Shipping Manager
 - (b) Prudent Port Agent
 - (c) Logistics Coordinator
 - (d) Cargo Supervisor
10. Which of the following is a responsibility of a Port Agent as suggested in the text?
- (a) Noting Protest
 - (b) Auditing
 - (c) Sales Analysis
 - (d) Product Development

Part B

(5 × 5 = 25)

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

11. (a) Discuss the evolution and various sizes of ships used in maritime transport.

Or

- (b) Analyse the significance and roles of bulk carriers in global trade.

12. (a) Discuss the importance of Safety Certificates and Surveys in maritime operations.

Or

- (b) Explain the significance of a Load Line Certificate in ensuring the safe loading and stability of ships.

13. (a) Discuss the importance of 'Time Counting' in maritime operations.

Or

- (b) Explain the concept of 'Notice of Readiness' in the shipping industry.

14. (a) Discuss the importance of a Letter of Indemnity in international trade.

Or

- (b) Explain the various functions of a Bill of Lading in maritime shipping.

15. (a) Discuss the practical duties and obligations of Port Agents in maritime operations.

Or

- (b) Explain the significance of 'Noting Protest' in maritime law.

Part C

(5 × 8 = 40)

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

16. (a) Explain the process and importance of ship registration and classification in the maritime industry.

Or

- (b) Discuss the concept of “flags of convenience.”

17. (a) Evaluate the process of conducting maritime surveys and inspections.

Or

- (b) Discuss the role of the Owner’s Agent in the context of a Time Charter.

18. (a) Discuss the challenges and solutions related to ‘Stoppage and Operations’ in the shipping industry.

Or

- (b) Elaborate on the processes involved in the ‘Arrangement and Supplying of Service Upon Behalf of Principal’.

19. (a) Evaluate the role of political factors in shaping international trade policies.

Or

- (b) Explain the significance of the Mate’s Receipt in the chain of cargo handling.

20. (a) Evaluate the measures and sensible precautions that a Prudent Port Agent must take to ensure the safety and legality of shipping operations.

Or

- (b) Discuss the importance of establishing strong relationships with principals in the shipping industry.
-

C-7131

Sub. Code

84832

M.B.A. DEGREE EXAMINATION, NOVEMBER 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. What is a detailed list of all the cargo loaded aboard a vessel?
(a) Waybill (b) Cargo Manifest
(c) Shipping Permit (d) Cargo Plan
2. Which of the following is NOT typically considered dry bulk cargo?
(a) Coal (b) Grain
(c) Crude oil (d) Iron ore
3. In a time charter, who is responsible for providing and paying for the fuel (bunkers)?
(a) Shipowner (b) Charterer
(c) Cargo owner (d) Port authority
4. Which document serves as evidence of the contract of carriage and receipt of goods by the carrier?
(a) Charter Party (b) Bill of Lading
(c) Freight Invoice (d) Mate's Receipt

5. What does the term 'laytime' refer to in a charter party agreement?
- (a) The time a vessel spends at sea
 - (b) The time allowed for loading and unloading cargo
 - (c) The time taken for vessel maintenance
 - (d) The time a vessel waits for berth availability
6. If a vessel fails to arrive at the agreed loading port on time, it is said to be in:
- (a) Laytime
 - (b) Demurrage
 - (c) Off-hire
 - (d) Default
7. Which clause in a charter party specifies the amount payable to the shipowner if the charterer exceeds the agreed laytime?
- (a) Demurrage clause
 - (b) Force majeure clause
 - (c) Arbitration clause
 - (d) Indemnity clause
8. In the context of dry cargo chartering, what does 'NOR' stand for?
- (a) Notice of Readiness
 - (b) Notice of Receipt
 - (c) Notice of Rejection
 - (d) Notice of Release
9. Which type of charter involves hiring a vessel for a specific voyage between a load port and a discharge port?
- (a) Time charter
 - (b) Voyage charter
 - (c) Bareboat charter
 - (d) Demise charter

10. What is the primary responsibility of a shipbroker in the dry cargo market?
- (a) operating and managing vessels
 - (b) Acting as an intermediary between ship owners and charterers
 - (c) Loading and unloading cargo
 - (d) Inspecting vessels for safety compliance

Part B

(5 × 5 = 25)

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

11. (a) Define dry cargo chartering and explain its importance in global trade.

Or

- (b) List and explain any two types of dry cargo ships

12. (a) Define the term freight markets and explain its significance in maritime trade

Or

- (b) Briefly describe the purpose of a convenience-agency agreement

13. (a) Explain the significance of dead freight in charter parties

Or

- (b) Discuss the role of bunkers in shipping

14. (a) Explain the purpose of voyage estimating in maritime trade

Or

- (b) What is demurrage and how does it differ from despatch in chartering

15. (a) What are tramp trades and how do they differ from liner trades?

Or

- (b) Explain the significance of handy size ships in dry cargo transportation

Part C (5 × 8 = 40)

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

16. (a) Discuss the structure and organization dry cargo chartering in international trade

Or

- (b) Compare and contrast the various cargo gear used in dry cargo operations with examples

17. (a) Explain the process of reporting methods for ship employment and its impact on maritime efficiency

Or

- (b) Discuss the difference between voyage charter clauses and time charter clauses with examples

18. (a) Explain the financial elements of charter parties including their importance in shipping operations

Or

- (b) Discuss the importance of calculating lay time in charter parties

19. (a) Write briefly about the significance of bill of lading at both loading and discharging ports

Or

- (b) Explain the impact of port charges and cargo quantity on voyage profitability

20. (a) Discuss the relationship between ship sizes and the types of cargoes they transport

Or

- (b) Explain the impact of navigation restrictions on international trade and shipping operations.

C-7132

Sub. Code

84833

M.B.A. DEGREE EXAMINATION, NOVEMBER 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. Micro marketing environment refers to
 - (a) internal to the company
 - (b) employees and shareholders of a company
 - (c) external to the company
 - (d) stakeholders

2. Product mix refers to _____.
 - (a) the ingredients used for making a product
 - (b) features of a product
 - (c) marketing mix elements
 - (d) a group of products

3. How do you distinguish marketing and selling?
 - (a) They are one and the same
 - (b) Marketing is a part of selling
 - (c) Selling is a part of marketing
 - (d) No relationship between selling and marketing

4. Decentralization is a process of
 - (a) Responsibility
 - (b) Authority
 - (c) Coordination
 - (d) None of the above

5. Under which concept of marketing customer remains focused?
 - (a) Marketing
 - (b) Production
 - (c) Product
 - (d) Selling

6. Which concept of marketing maintains that the company aggressively promotes and pushes its products?
 - (a) Marketing
 - (b) Product
 - (c) Production
 - (d) Selling

7. Which of the following is the sole vehicle for creating and delivering customer value?
 - (a) Marketing channel
 - (b) Marketing communication
 - (c) Marketing mix
 - (d) Marketing research

8. Marketing myopia is based upon
 - (a) Current product offerings
 - (b) Forecasting the future product offering
 - (c) Dropping a product
 - (d) Adding a product

9. Marketing information system is the system of information that flows to assist
 - (a) Promotional programmes
 - (b) Sales personnels development
 - (c) Marketing planning and decision-making
 - (d) Marketing mix

10. SWOT analysis is analytical tool for having
- (a) Comperative advantage
 - (b) Competitive advantage
 - (c) Comprehension of current overall situation of a firm
 - (d) None of the above

Part B

(5 × 5 = 25)

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

11. (a) Explain the functions of marketing strategy.

Or

- (b) Explain the human needs and need satisfaction processes in detail.

12. (a) What are the objectives of marketing mix.

Or

- (b) Write the purpose of portfolio mapping.

13. (a) Write a short note on distribution opportunities.

Or

- (b) Explain the importance of promotion techniques.

14. (a) Write the steps involved in branding.

Or

- (b) Explain briefly on understanding buyer choice behavior.

15. (a) Write the importance of positioning strategy.

Or

- (b) Explain briefly the growth opportunity analysis demand.

Part C

(5 × 8 = 40)

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

16. (a) Explain the social responsibility and marketing ethic in detail.

Or

- (b) Write the marketing ethics on economic and social perspective.

17. (a) Explain in detail phases in product life cycle.

Or

- (b) Write a short note on elements of price.

18. (a) Write a short note on electronic commerce promotion strategy.

Or

- (b) Explain in detail the consumer sales promotion techniques.

19. (a) Discuss the importance of market targeting.

Or

- (b) Write the key factors in understanding buyer choice behavior.

20. (a) What is B2B marketing? Explain.

Or

- (b) Discuss on building and managing customer relationships.

C-7133

Sub. Code

84834

M.B.A. DEGREE EXAMINATION, NOVEMBER 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 organizations are:
 - (a) Management-level system
 - (b) Operational-level system
 - (c) Knowledge-level system
 - (d) Strategic level system

2. In an information system which one is not a technology driver for an information system?
 - (a) knowledge asset management
 - (b) networks and the Internet
 - (c) object technologies
 - (d) enterprise applications

3. In a formal system development process which of the following
 - (a) statement of the system users' business requirements
 - (b) business problem statement.
 - (c) software and technical hardware solution for the business problem
 - (d) specification and technical blueprints for a solution that fulfills the business requirements

4. Which of the following information system supports planning and assessment needs of executive management?
 - (a) TPS
 - (b) DSS
 - (c) MIS
 - (d) None of these

5. Who have concerned with tactical (short-term) operational problems and decision making?
 - (a) supervisors
 - (b) mobile managers
 - (c) middle managers
 - (d) executive managers

6. Which of the following application of information is used to scan an organization's environment?
 - (a) world wide
 - (b) internal communication
 - (c) external communication
 - (d) sensing

7. Management information systems (MIS)
 - (a) Development and share documents that support day-today office activities.
 - (b) process business transactions (e.g., time cards, payments, orders, Recapture and reproduce the knowledge of an expert problem solver
 - (c) use the transaction data to produce information needed by managers to run the business
 - (d) none of the above

8. Which one is the organization Back Bone?
(a) capital (b) employee
(c) management (d) information
9. Which of the following is responsible for the systems development, budget, on-time development and with acceptable quality?
(a) systems owner (b) systems designer
(c) project manager (d) user systems builder
10. Short form of AI
(a) Artificial information
(b) Artificial intelligence
(c) Artificial integration
(d) None of the above

Part B

(5 × 5 = 25)

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

11. (a) Explain the framework for business users.
Or
(b) Explain the role of information systems.
12. (a) Explain the IS for operations and decision making.
Or
(b) Explain in detail the information reporting system.
13. (a) Explain in detail the decision making process.
Or
(b) Write a short note on fuzzy logic systems.
14. (a) Write the features of IS architecture and management.
Or
(b) Write a short note on EDI.

15. (a) Distinguish between facility control and procedural control.

Or

- (b) Write a short note on Risks to online.

Part C

(5 × 8 = 40)

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

16. (a) Explain the components of Information System.

Or

- (b) What the types of IS?

17. (a) Explain in detail the Human Resource Information system.

Or

- (b) Write the importance of Transaction processing system.

18. (a) Write a short note on neural networks.

Or

- (b) Explain in detail the key factors of expert system.

19. (a) Discuss the importance of Supply chain management.

Or

- (b) Write a short note on global information technology management.

20. (a) Write a short note on spoofing.

Or

- (b) Discuss about the societal challenges of information technology.

C-7134

Sub. Code

84835

M.B.A. DEGREE EXAMINATION, NOVEMBER 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. F.W.Taylor is generally accepted as the founder of
 - (a) Scientific management
 - (b) Stores management
 - (c) Personal management
 - (d) None of the above
2. Supervision has an important place today since it _____
 - (a) Guides the subordinates
 - (b) Creates groupism
 - (c) Creates unity among workers
 - (d) None of the above
3. Success of management is largely a matter of _____
 - (a) Leadership
 - (b) Supervision
 - (c) Effective direction and leadership
 - (d) None of the above

4. The human relations theory rejects
- (a) Human motivation
 - (b) People
 - (c) Formal institutionalization
 - (d) Informal functioning
5. Training adds to _____
- (a) Practical efficiency
 - (b) Knowledge
 - (c) Irregular work habits
 - (d) None of the above
6. _____ organization exercises a powerful influence on the attitude and performance of employees.
- (a) Normal
 - (b) Formal
 - (c) Informal
 - (d) None of the above
7. The type of leader who welcomes the participation of the group in the formulation of policies and decision-making is
- (a) Democratic leader
 - (b) Laissez-faire leader
 - (c) Autocratic leader
 - (d) None of the above
8. The practice of placing a candidate at the right job is _____
- (a) Placement
 - (b) Interview
 - (c) Selection
 - (d) none of the above
9. Behavioural factors consist of
- (a) Physical fitness and personal attitude
 - (b) Personal attitudes and work habits
 - (c) Behavior patterns and work habits
 - (d) None of the above

10. One who does too much work is called
- (a) A squealer (b) A rate buster
(c) A chiseller (d) None of the above

Part B

(5 × 5 = 25)

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

11. (a) Explain the functions of HR.

Or

- (b) What are the Qualities of HR? Explain.

12. (a) What are the objectives of HR planning?

Or

- (b) What are the applications of job analysis?

13. (a) Write a short note on Job Rotation and career planning.

Or

- (b) Explain the importance of performance appraisal.

14. (a) Write the importance of learning.

Or

- (b) Explain briefly on employee training methods.

15. (a) Write the importance of health problems at the work place.

Or

- (b) Explain briefly the provisions to prevent accidents in the work place.

Part C

(5 × 8 = 40)

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

16. (a) Explain briefly the role of HR executives in international human resource management.

Or

- (b) What are the factors affecting IHRM.

17. (a) Explain in detail the process of job analysis.

Or

- (b) Write the importance of Recruitment.

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

Or

- (b) Explain in detail the 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 a short note on grievance handling.

Or

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

C-7135

Sub. Code

84836

M.B.A. DEGREE EXAMINATION, NOVEMBER 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 research design studies the same group over time?
(a) Cross-sectional (b) Case study
(c) Longitudinal (d) Ethnographic
2. Empirical research relies on:
(a) Theoretical assumptions
(b) Observable and measurable evidence
(c) Speculative reasoning
(d) Intuition
3. What is the primary purpose of a literature review?
(a) To finalize research findings
(b) To identify gaps in existing research
(c) To collect data
(d) To prove a hypothesis
4. Which of the following is a probability sampling method?
(a) Convenience sampling
(b) Judgmental sampling
(c) Stratified Sampling
(d) Snowball Sampling

5. The sample size should ideally be:
 - (a) Large enough to represent the population
 - (b) Equal to the population size
 - (c) Larger than the population
 - (d) Small to minimize costs

6. Data collected directly from respondents is called:
 - (a) Secondary data
 - (b) Primary data
 - (c) Tertiary data
 - (d) Derived data

7. Coding in data processing refers to:
 - (a) Checking for errors in data collection
 - (b) Assigning numerical or symbolic values to responses
 - (c) Dividing data into different tables
 - (d) Interpreting data to find patterns

8. What is the primary purpose of a report?
 - (a) To narrate a story
 - (b) To present information in a structured manner
 - (c) To entertain the reader
 - (d) To express personal opinions

9. Which section of a report lists all the tables and figures?
 - (a) Bibliography
 - (b) Table of Contents
 - (c) List of Tables and Figures
 - (d) Preface

10. Which of the following is NOT a type of research based on methodology?
 - (a) Qualitative
 - (b) Quantitative
 - (c) Experimental
 - (d) Mixed-Methods

Part B

(5 × 5 = 25)

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

11. (a) Define research and explain its key characteristics.

Or

- (b) Differentiate between qualitative and quantitative research.

12. (a) What are the main sources of a literature review, and why is it crucial for research?

Or

- (b) Differentiate between questionnaires, interviews, and observation methods.

13. (a) Explain the steps involved in selecting a sample using stratified random sampling.

Or

- (b) Define sample error. What are the factors that contribute to sampling errors?

14. (a) Define primary and secondary data with examples.

Or

- (b) Differentiate between a questionnaire and an interview schedule.

15. (a) Explain the importance of research methodology in a report.

Or

- (b) Explain the difference between a preface and an introduction in a report.

Part C

(5 × 8 = 40)

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

16. (a) Analyze the significance of marketing research in today's business environment.

Or

- (b) Elaborate on the steps involved in designing a research methodology for a specific problem.
17. (a) Define a hypothesis and elaborate on the types of hypotheses used in research, providing suitable examples.

Or

- (b) Explain the significance of research in academic and practical fields. How does it contribute to societal development?
18. (a) Discuss the types of sampling methods in detail, with examples for each type.

Or

- (b) Explain the relationship between sample size, sampling error, and confidence level.
19. (a) Describe various tools of data collection in detail.

Or

- (b) Explain the types of data with examples.
20. (a) What are the essential components of a report? Provide examples of each.

Or

- (b) Explain how to effectively present data using diagrams, and provide a detailed comparison of bar graphs and pie charts.