

**C-5969**

**Sub. Code**

**80632**

**B.B.A DEGREE EXAMINATION, NOVEMBER 2025.**

**Third Semester**

**Logistics And Shipping**

**BUSINESS COMMUNICATION**

**(2019 onwards)**

Duration : 3 Hours

Maximum : 75 Marks

**Part A**

(10 × 2 = 20)

Answer **all** questions.

1. What is business communication?
2. State the different functions of a business letters.
3. What is business letter?
4. What is drafting of business letter?
5. Who are travelling salesmen?
6. What are the kinds of agents?
7. What do you mean by business report?
8. What is market report?
9. Write a short note on telex and telephone.
10. List down the functions of internet.

**Part B**

(5 × 5 = 25)

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

11. (a) Discuss the importance of communication.

Or

- (b) Distinguish between formal and informal communication.

12. (a) Explain the functions of business letters.

Or

- (b) Describe the needs of business letter.

13. (a) Discuss the stages of agency correspondence.

Or

- (b) Explain about the functions of a modern banker.

14. (a) Describe the key components of a standard business report.

Or

- (b) Explain the features of business report.

15. (a) Explain the advantages of superiors.

Or

- (b) Write in brief about the memo and circulars.

**Part C**

(3 × 10 = 30)

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

16. (a) Enumerate the various functions of business letters.

Or

- (b) Elaborate the offer and quotations of business letter.

17. (a) Briefly explain about the types of banking correspondence.

Or

(b) Explain in detail about the annual report and its components.

18. (a) Discuss the role of internal communication.

Or

(b) Illustrate the application for employment and resume.

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**C-5970**

**Sub. Code**

**80633**

**B.B.A. DEGREE EXAMINATION, NOVEMBER 2025**

**Third Semester**

**Shipping and Logistics**

**PRODUCTION AND MATERIALS MANAGEMENT**

**(2019 onwards)**

Duration : 3 Hours

Maximum : 75 Marks

**Part A**

(10 × 2 = 20)

Answer **all** the questions

1. What is meant by Site Location?
2. Define: Scheduling.
3. What are the different material handling equipments?
4. What is Motion Study?
5. What are the principles of purchasing?
6. What is known as Vendor Rating?
7. Define: ABC Analysis?
8. What is Stores Ledger?
9. Mention the types of Inspection
10. Define : TQM.

**Part B**

(5 × 5 = 25)

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

11. (a) Distinguish between Plant Location and Site Location briefly.

Or

- (b) Discuss briefly about Product Layout for Production Planning and control.

12. (a) Explain in short about the criteria for selection of material handling equipments.

Or

- (b) Explain briefly about Preventive Maintenance.

13. (a) Elucidate about Integrated Materials Management briefly.

Or

- (b) Illustrate in short about Import Purchase Procedure.

14. (a) Explain briefly about Lead Time Analysis.

Or

- (b) Explain briefly about the functions of Store Keeping.

15. (a) Explain about Quality Control in short.

Or

- (b) Explain in short about the objectives of Bench Marking.

**Part C**

(3 × 10 = 30)

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

16. (a) Explain in detail about the factors influencing Plant Location.

Or

- (b) Illustrate in detail about the Breakdown and Routine Maintenance.

17. (a) Explain in detail about the principles of Organization of Materials Management.

Or

- (b) Illustrate in details about Recorder Point.

18. (a) Elaborate about the duties and responsibilities of a Store Keeper in detail.

Or

- (b) Elucidate in detail about the elements and benefits of TQM.
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**C-5971**

**Sub. Code**

**80636**

**B.B.A. DEGREE EXAMINATION, NOVEMBER 2025.**

**Third Semester**

**Logistics and Shipping**

**TAXATION LAW AND PRACTICE**

**(2019 onwards)**

Duration : 3 Hours

Maximum : 75 Marks

**Part A**

(10 × 2 = 20)

Answer **all** questions.

1. Write a short note on “HUF”.
2. Who are Income Tax Authorities?
3. Mention any three powers of Income tax officer.
4. Define the term ‘Gross total income’.
5. What is “Self-assessment”?
6. What is refund of Tax under income tax Act?
7. What is revised return?
8. What do mean by ‘Tax deducted at source’?
9. What are indirect Taxes?
10. Expand VAT.

**Part B**

(5 × 5 = 25)

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

11. (a) Write a note on Tax Avoidance.

Or

- (b) How tax acts as a Source of Revenue to Government?

12. (a) How will you decide the Residential Status of an Individual?

Or

- (b) From the following, Calculate Taxable Portion of HRA of Ms. Mithran working in Chennai

Basic salary           Rs. 10,000 pm

DA (forming part)   Rs. 3,000 pm

HRA                       Rs. 2,000 pm

Actual Rent Paid   Rs. 3,000 pm

13. (a) Discuss the procedure for computation of capital gain.

Or

- (b) Mr. Sankaralingam left India for the first time on 15<sup>th</sup> December 2018 and returned back to India on 2<sup>nd</sup> February 2019. Determine his Residential Status for the AY 2019-20.

14. (a) Explain the modes of charging VAT.

Or

- (b) Explain the Advantages and Disadvantages of VAT.

15. (a) Distinction between Advalorum and specific duties.

Or

- (b) Explain the objectives of excise duty in total revenue.

**Part C**

(3 × 10 = 30)

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

16. (a) Explain various offences and prosecutions under the Income Tax Act 1961.

Or

- (b) Discuss about the Income Authorities and their power.

17. (a) Describe powers and functions of the Central Board of Direct Taxes.

Or

- (b) Mr. Rohan is employed as an Engine Driver in Southern Railway. He is getting Rs. 7,500 p.m. as Basic Pay, Rs. 2,500 p.m. as Dearness Pay and Rs. 2,500 as Dearness Allowance.

He received the following allowance also.

- (i) Rs. 1,650 as Running Allowance.
- (ii) Rs. 200 p.m per Child as Education Allowance for the education of his Two Sons.
- (iii) one of these sons is living in Hostel on whom Mr. John is spending Rs. 800 p.m. he is getting Rs. 500 p.m as Hostel Allowance to meet his son's hostel expenses.
- (iv) Rs. 250 p.m. as City Compensatory Allowance.
- (v) Rs. 400 p.m. as Uniform, Allowance whole of it is spent for official purpose.

- (vi) Rs. 1,250 p.m. as House Rent Allowance. Mr. John has taken a house for his residence at Coimbatore and pays Rs. 1,550 p.m. as rent.
- (vii) He contributes 10% of his Basic Pay and Dearness Pay to his statutory provident fund and the southern railway also contributes a similar amount.

Compute the Salary Income of Mr. Rohan for the Assessment Year 2019-20.

18. (a) What are the incomes that can be taxed under the head Other Sources? Explain briefly.

Or

- (b) Mr. Z discloses the following incomes from business or profession for the previous year 2018-19.

| Particulars                          | Rs.       |
|--------------------------------------|-----------|
| Profit from A' business              | 5, 00,000 |
| Loss from 'B' business               | 1, 00,000 |
| Loss from Profession 'C'             | 1, 50,000 |
| Profit from speculation business 'D' | 2, 00,000 |
| Loss from speculation business 'E'   | 3, 00,000 |

Determine the income from business or profession for the assessment year 2019-20.

**C-5972**

**Sub. Code**

**80637**

**B.B.A. DEGREE EXAMINATION, NOVEMBER 2025**

**Third Semester**

**Logistics and Shipping**

**RETAIL ENVIRONMENT**

**(2019 onwards)**

Duration : 3 Hours

Maximum : 75 Marks

**Part A**

(10 × 2 = 20)

Answer **all** questions

1. Define the term retail environment
2. How retailing is different from marketing?
3. What are the types of organised retail formats?
4. Why studying retailing is important?
5. What is customer driven organization?
6. Mention the techniques of acquiring customer on the web?
7. What is the role of FDI in retail?
8. Specify any two challenges faced by Retail industry in India.
9. State any two examples for global retailing
10. Compare global retailing and national retailing

**Part B**

(5 × 5 = 25)

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

11. (a) Explain the concept of retailing with relevant examples

Or

- (b) Describe the various career opportunities available in retailing

12. (a) Discuss the phases of Retail markets with necessary diagram

Or

- (b) Highlight the characteristic and types of service retailing

13. (a) What are the different retail site selection checklists to be considered while setting up a retail store?

Or

- (b) What are the various methods used to interact with customers by a retailer?

14. (a) “Location of a warehouse is a vital one for retail business”. Discuss

Or

- (b) ‘FDI in retail is Boon or Bane’ - Support your answer with examples

15. (a) What are the different factors that affect the success of a global retailing strategy?

Or

- (b) Do you think Strategic planning process is the essential key to succeed in global retailing?

**Part C**

(3 × 10 = 30)

Answer **all** questions choose wither (a) or (b)

16. (a) Discuss the recent trends in retailing

Or

(b) Explain the different stages in retail lifecycle

17. (a) Describe the strategic planning in retailing business

Or

(b) Discuss the role of Foreign Direct investment in retailing business

18. (a) Elaborate the challenges faced by global retailers

Or

(b) Identify the factors influences the growth of the Indian Retail Sector

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**C-5973**

**Sub. Code**

**80643**

**B.B.A. DEGREE EXAMINATION, NOVEMBER 2025.**

**Fourth Semester**

**Logistics And Shipping**

**FINANCIAL MANAGEMENT**

**(2019 onwards)**

Duration : 3 Hours

Maximum : 75 Marks

**Part A**

(10 × 2 = 20)

Answer **all** questions.

1. What is financial management?
2. What is profit maximization?
3. What is cost of capital?
4. What is meant by operating leverages?
5. What is optimal capital structure?
6. Define dividend.
7. Define working capital.
8. What is meant by cash management?
9. Define the term capital budgeting.
10. What is cut-off point?

**Part B**

(5 × 5 = 25)

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

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

Or

- (b) What are the objectives of financial management?

12. (a) Explain the concept of cost of capital.

Or

- (b) The operating and cost data of ABC Ltd. are:

Sales                      Rs. 20,00,000

Variable cost      Rs. 14,00,000

Fixed cost              Rs. 4,00,000(including 15%  
interest on Rs, 10,00,000)

Calculate the operating, financial and combined leverages.

13. (a) What are the characteristics of the balanced capital structure?

Or

- (b) What are the different forms of dividend?

14. (a) Explain the concept of working capital.

Or

- (b) What are the motives for holding cash?

15. (a) What is the need and significance of capital budgeting?

Or

- (b) Determine the pay – back for a project which requires a cash outlay of Rs. 10,000 and generates cash inflows of Rs. 2,000, Rs. 4,000, Rs. 3,000 and Rs.2,000 in the first, second, third and fourth year respectively.

**Part C**

(3 × 10 = 30)

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

16. (a) Examine the traditional role of the financial manager and elucidate his present role.

Or

- (b) Explain the different types of cost.

17. (a) What factors should be considered in determining the capital structure of a company?

Or

- (b) Enumerate the various costs of receivables.

18. (a) Explain the various kinds of capital investment proposals.

Or

- (b) Explain the factors affecting capital investment decision.

**C-5974**

**Sub. Code**

**80644**

**B.B.A. DEGREE EXAMINATION, NOVEMBER 2025.**

**Fourth Semester**

**Logistics And Shipping**

**ADVERTISING AND SALES PROMOTION**

**(2019 onwards)**

Duration : 3 Hours

Maximum : 75 Marks

**Part A**

(10 × 2 = 20)

Answer **ALL** questions.

1. What is media?
2. What is transportation advertising?
3. What is advertising budget?
4. Define advertising copy.
5. What is advertising layout?
6. What is repeat advertising?
7. What is sales force?
8. What is sales territory?
9. Define sales promotion.
10. Define salesmanship.

**Part B**

(5 × 5 = 25)

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

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

Or

- (b) Explain about outdoor advertising.

12. (a) Explain the importance of advertising agencies.

Or

- (b) Explain the essentials of advertising copy.

13. (a) State the design of advertising layout.

Or

- (b) Discuss the importance of repeat advertising.

14. (a) List the various compensation and incentives given to salesman.

Or

- (b) Explain the importance of salesforce management.

15. (a) Explain the objectives of personal selling.

Or

- (b) Explain the various types of salesman.

**Part C**

(3 × 10 = 30)

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

16. (a) Discuss in detail about television advertising.

Or

- (b) Explain the elements of copy writing.

17. (a) Explain the functions of advertising layout

Or

(b) Explain the various training methods given to salesman.

18. (a) Discuss market communication.

Or

(b) Discuss about the after sales service and its importance.

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**C-5976**

**Sub. Code**

**80645**

**B.B.A. DEGREE EXAMINATION, NOVEMBER – 2025**

**Fourth Semester**

**Logistics and Shipping**

**IT SKILLS**

**(2019 onwards)**

Duration : 3 Hours

Maximum : 75 Marks

**Part A**

(10 × 2 = 20)

Answer **all** questions.

1. Point out any two examples of Windows.
2. Summarize the term 'Windows 2000'.
3. What are the basic units of MS Word?
4. Write the shortcut key for find and replace.
5. Summarize the term 'Worksheet'.
6. What do you mean by Worksheet?
7. State the functions of power point presentation.
8. How to insert slide number in power point?
9. Summarize any two disadvantages of using MS Access.
10. Define Query.

**Part B**

(5 × 5 = 25)

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

11. (a) Write the steps for entering and selecting a text in MS Office.

Or

- (b) How to saving a windows setting? Explain.

12. (a) Write the steps for formatting a text document.

Or

- (b) Describe the Commands used in Microsoft Word.

13. (a) How do you copying entries between workbooks?

Or

- (b) Explain the steps for formatting entries in excel.

14. (a) Describe the steps in import a template into PowerPoint.

Or

- (b) Write the steps for merging a presentation in slides.

15. (a) How to changing a structure in MS-Access?

Or

- (b) How do you establish relationship using queries to extract information?

**Part C**

(3 × 10 = 30)

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

16. (a) Classify the various functions of MS Office.

Or

- (b) Write the steps for create a table in MS Word.

17. (a) How do you copying entries between workbooks?

Or

- (b) Describe the steps in import a template into PowerPoint.

18. (a) Explain the features of MS Access.

Or

- (b) Describe the steps for merging a presentation in slides.

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**C-5977**

**Sub. Code**

**80646**

**B.B.A. DEGREE EXAMINATION, NOVEMBER 2025**

**Fourth Semester**

**Logistics and Shipping**

**SUPPLY CHAIN AND DISTRIBUTION MANAGEMENT**

**(2019 onwards)**

Duration : 3 Hours

Maximum : 75 Marks

**Part A**

(10 × 2 = 20)

Answer **all** questions.

1. What are the fundamentals of logistics and value chain in SCM?
2. Describe the role of distribution channels in SCM and types of channel members.
3. How are distribution networks classified and planned?
4. What optimization techniques are used in distribution network planning?
5. What factors influence transportation decisions in SCM?
6. How do performance characteristics affect transportation mode selection?
7. How are transportation performance and value measured in SCM?
8. What drives transportation costs and how are they categorized?

9. Describe the features of advanced fleet management systems.
10. How does technology enhance transportation operations and security?

**Part B**

(5 × 5 = 25)

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

11. (a) What are the thrust areas of SCM, and how do they contribute to enhancing organizational efficiency?

Or

- (b) Differentiate between traditional SCM approaches and integrated SCM approaches.

12. (a) Classify distribution networks based on different criteria and discuss the significance of each classification.

Or

- (b) Discuss the strategies employed in optimizing distribution networks, highlighting key techniques for enhancing efficiency.

13. (a) Discuss the various modes of transportation available in SCM and outline the selection process for choosing the appropriate mode.

Or

- (b) Explain the principles governing transportation in SCM and discuss the key participants involved in the transportation process.

14. (a) Categorize transportation costs in SCM and discuss their impact on overall logistics expenditure.

Or

- (b) Explain the importance of transportation routing decisions in optimizing supply chain efficiency and responsiveness.

15. (a) Discuss the role of intermodal freight technology in enhancing transportation efficiency and reducing supply chain costs.

Or

- (b) Analyze the impact of transportation software on supply chain visibility, agility, and decision-making capabilities.

**Part C**

(3 × 10 = 30)

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

16. (a) Develop a comprehensive SCM strategy for a hypothetical company, including considerations for distribution channel design and member types.

Or

- (b) Evaluate the planning phase of distribution network design, considering various factors such as demand variability, lead times, and geographical considerations.

17. (a) Critically assess different classification schemes for distribution networks, highlighting their strengths and weaknesses in addressing diverse business needs.

Or

- (b) Compare and contrast different modes of transportation in terms of their cost, speed, reliability, and environmental impact, recommending strategies for mode selection based on specific supply chain requirements.
18. (a) Analyze the factors affecting transportation performance in SCM, providing examples to illustrate their impact on service levels, cost control, and customer satisfaction.

Or

- (b) Assess the features of advanced fleet management systems, comparing different software solutions and recommending best practices for implementation.
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**C-5978**

**Sub. Code**

**80651**

**B.B.A. DEGREE EXAMINATION, NOVEMBER 2025.**

**Fifth Semester**

**Logistics And Shipping**

**SHIPPING LAW**

**(2019 onwards)**

Duration : 3 Hours

Maximum : 75 Marks

**Part A**

(10 × 2 = 20)

Answer **all** the questions.

1. Define the Ship's Husband.
2. What is the aim of ship arrest?
3. Differentiate between maritime liens and general possessory liens.
4. What are "Both to Blame Collision Clauses"?
5. What is the purpose of the Fund Convention in oil pollution cases?
6. State the scope of CLC.
7. What is Bill of lading?
8. What is the significance of the New Jason Clause in maritime law?
9. What is the principle of insurable interest in marine insurance?
10. Name two types of marine losses covered under marine insurance policies.

**Part B**

(5 × 5 = 25)

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

11. (a) Discuss the roles and responsibilities of a Ship's Manager.

Or

- (b) Explain the difference between the in personam action and the in-rem procedure in Admiralty Jurisdiction.

12. (a) Describe the particulars of other liens.

Or

- (b) Write in brief about the damages and collision regulation.

13. (a) Evaluate the concept of limitation of liability in maritime law.

Or

- (b) Describe the different types of claims.

14. (a) Discuss the reasons for salvage.

Or

- (b) Explain the role of arbitration in resolving disputes in maritime law.

15. (a) Outline the principle involved in marine insurance as per the Marine Insurance Act of 1906, focusing on insurable interest and policy signing.

Or

- (b) Describe the types of marine losses covered under Time and Voyage Insurances, and the procedure for claiming insurance.

**Part C**

(3 × 10 = 30)

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

16. (a) Discuss the registration and various aspects of vessel ownership.

Or

- (b) Describe the enforcement of maritime liens and factors affecting those liens.

17. (a) Discuss the shipowner's liability under the Civil Liability Convention (CLC) for oil pollution.

Or

- (b) Discuss the principles of General Average and Towage in maritime law.

18. (a) Analyze the structure and functioning of the international marine insurance market, with a focus on Lloyd's, P&I Clubs, and the Salvage Association.

Or

- (b) Write in detail about cargo interest and hull interest.

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**C-5979**

**Sub. Code**

**80652**

**B.B.A. DEGREE EXAMINATION, NOVEMBER 2025**

**Fifth Semester**

**Logistics and Shipping**

**SHIPPING MANAGEMENT**

**(2019 onwards)**

Duration : 3 Hours

Maximum : 75 Marks

**Part A**

(10 × 2 = 20)

Answer **all** questions.

1. What is Sea transport?
2. What do you mean by Protectionism?
3. Define Tonnage.
4. What is chartering?
5. State the meaning for liners.
6. Define Bill of Lading.
7. Who is ship broker?
8. What do you meant for Maritime Geography?
9. What is Cash flow?
10. What is an arbitration?

**Part B**

(5 × 5 = 25)

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

11. (a) Mention the different shipping markets.

Or

- (b) Explain about ship registration.

12. (a) Explain the different types of ships.

Or

- (b) Write short note about Dry cargo chartering market.

13. (a) State about development of Tankers.

Or

- (b) Explain brief history of Liners.

14. (a) Explain about the Institute of chartered ship brokers.

Or

- (b) Write short note about ocean and seas.

15. (a) Explain the fundamentals of English Law.

Or

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

**Part C**

(3 × 10 = 30)

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

16. (a) Discuss the classification of ships.

Or

- (b) Explain briefly about Chartering negotiations.

17. (a) Discuss the types of Tankers.

Or

- (b) Briefly explain about Bill of lading terms and conditions.

18. (a) Write in detail about the ship sale and purchase.

Or

- (b) Explain the contracts relating to the carriage of goods by sea.
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**C-5980**

**Sub. Code**

**80653**

**B.B.A. DEGREE EXAMINATION, NOVEMBER 2025**

**Fifth Semester**

**Logistics and Shipping**

**WAREHOUSING AND INVENTORY MANAGEMENT**

**(2019 onwards)**

Duration : 3 Hours

Maximum : 75 Marks

**Part A**

(10 × 2 = 20)

Answer **all** questions.

1. Define warehouse.
2. Mention any two types of warehouse.
3. What are the important factors affecting the operation of warehouse?
4. How do warehouses contribute to inventory management?
5. What is the centralized storage system?
6. What are the disadvantages of decentralized storage system?
7. Define inventory control.
8. What is EOQ?
9. What is master production scheduling?
10. What is RFID?

**Part B**

(5 × 5 = 25)

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

11. (a) State the need for warehousing.

Or

- (b) Mention factors determining location of warehouse.

12. (a) Explain the function of warehouse.

Or

- (b) Explain how market coverage affects the number of warehouses a company.

13. (a) State the advantages of centralized storage system.

Or

- (b) Explain about decentralized storage system.

14. (a) State the functions of inventory.

Or

- (b) Explain about just in time system.

15. (a) Explain about ABC Inventory control.

Or

- (b) Describe about material requirement planning.

**Part C**

(3 × 10 = 30)

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

16. (a) Discuss the types of warehouse.

Or

- (b) Brief explain warehouse operation.

17. (a) Explain the palletized storage system.

Or

(b) Explain about the mechanics of inventory control.

18. (a) Discuss in detail about warehouse management system.

Or

(b) Explain about the process of tracking and benefits of bar coding.

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**C-5981**

**Sub. Code**

**80654**

**B.B.A. DEGREE EXAMINATION, NOVEMBER 2025.**

**Fifth Semester**

**Shipping And Logistics**

**MULTIMODAL TRANSPORTATION**

**(2019 onwards)**

Duration : 3 Hours

Maximum : 75 Marks

**Part A**

(10 × 2 = 20)

Answer **all** questions.

1. Define Unitisation.
2. Define LCL.
3. Explain JIT and its significance.
4. Define freight rate.
5. What are the types of inventory?, -
6. Mention fleet size standardization procedures.
7. What are way bills?
8. List out any two national restrictions on the movement of goods.
9. Expand ISPS.
10. Differentiate multi-modal and inter-modal transportation.

**Part B**

(5 × 5 = 25)

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

11. (a) Discuss about Multimodal Trade Routes.

Or

- (b) Explain in detail about operators of multi-modal transport and logistics.

12. (a) Explain the importance of Supply Chain Management.

Or

- (b) Discuss the Modern freight tariffs and pricing.

13. (a) Describe the procedures involved in sales contracts and documentation.

Or

- (b) Explain the factors influencing the pricing and tariffs.

14. (a) Write a note on Bill of Lading.

Or

- (b) Discuss about Cargo Liability Conventions.

15. (a) Explain the functions of Road transport organizations.

Or

- (b) Describe a detailed note on IATA and International shipping owning organizations.

**Part C**

(3 × 10 = 30)

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

16. (a) Explain the role of Logistics in International Distribution.

Or

- (b) Explain the factors affecting mode and route choices.

17. (a) Discuss about Corporate structure in Multi-Modal Transport.

Or

- (b) Enumerate the Convention relating to Multimodal Transport.

18. (a) Describe the functions of JIT in integrating supply chain inventory management.

Or

- (b) Explain in detail about the customs duties and free trade areas.

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**C-5982**

**Sub. Code**

**80655**

**B.B.A. DEGREE EXAMINATION, NOVEMBER 2025**

**Fifth Semester**

**Logistics and Shipping**

**STEVEDORING AND PORT OPERATIONS**

**(2019 onwards)**

Duration : 3 Hours

Maximum : 75 Marks

**Part A**

(10 × 2 = 20)

Answer **all** questions.

1. What is pilfering in the context of cargo shipping?
2. What are Stulcken derricks?
3. Why is dunnage used when transporting cotton?
4. What does the term 'broken stowage' refer to?
5. Why is marking and labeling important for dangerous goods?
6. Name two types of containers commonly used in shipping.
7. Mention the precaution should be taken when loading sugar onto a ship
8. What is the Dock Laborers Act, 1934?

9. Why is channelization important for the return of empty containers?
10. What are main steps involved in the destuffing formalities of a container?

**Part B**

(5 × 5 = 25)

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

11. (a) Discuss the various methods of cargo separation and their importance in preventing contamination and damage.

Or

- (b) Evaluate the importance of regular inspection and maintenance of lifting gear in ensuring safe cargo operations.

12. (a) Identify and analyze the hazards associated with the transportation of bulk cargoes.

Or

- (b) Discuss the impact of broken stowage on cargo operations and strategies to minimize it.

13. (a) Explain the importance of marking, labeling, and placarding dangerous goods.

Or

- (b) Describe the process and benefits of crude oil washing (COW) in tanker operations.

14. (a) What is the role of dunnage in cargo stowage, and how does it contribute to the safety of the ship and cargo?

Or

- (b) Describe the purpose and benefits of using a spar ceiling in cargo holds

15. (a) Compare and contrast the advantages and disadvantages of the concepts of LCL (Less than Container Load) and FCL (Full Container Load) shipping.

Or

- (b) Discuss the impact of containerization on global trade.

**Part C**

(3 × 10 = 30)

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

16. (a) Evaluate the significance of the Safe Working Load (SWL) in cargo handling operations

Or

- (b) Discuss the role and importance of container tracking in shipping operations

17. (a) Evaluate the process of palletization in cargo operations and its impact on the efficiency and safety of handling, storage, and transport.

Or

- (b) Evaluate the various properties of different common cargoes such as cotton, rice, sugar, rubber, and iron and steel.

18. (a) Examine the need of IMDG Code in the transportation of dangerous goods by sea

Or

(b) Discuss the regulatory and practical challenges associated with pre-stuffing procedures for different types of cargo.

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**C-5983**

**Sub. Code**

**80656**

**B.B.A. DEGREE EXAMINATION, NOVEMBER 2025**

**Fifth Semester**

**Logistics and Shipping**

**LINER TRADE**

**(2019 onwards)**

Duration : 3 Hours

Maximum : 75 Marks

**Part A**

(10 × 2 = 20)

Answer **all** questions.

1. Define liner trade.
2. What is involved in vessel loading and discharging?
3. Define dangerous goods in the context of maritime transport.
4. What does independent ship management entail?
5. What is intermodalism in the transportation of goods?
6. Why is insurance important in the container trade?
7. What is a Bill of Lading?
8. What is meant by the term “printed clauses” on a Bill of Lading?
9. Name two common methods of payment in international trade.
10. How do INCO terms facilitate international trade?

**Part B**

(5 × 5 = 25)

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

11. (a) Discuss the key differences between liner trade and tramp trade.

Or

- (b) Outline the basic layout of a cargo ship and the functions of its main components.

12. (a) Discuss the key aspects of effective port and terminal management.

Or

- (b) Evaluate the role of accounting in the financial management of a shipping company.

13. (a) Explain the process and advantages of containerization in global shipping.

Or

- (b) Discuss the significance of the Twenty-foot Equivalent Unit (TEU) in container shipping

14. (a) Explain the legal significance of a Bill of Lading in maritime trade.

Or

- (b) Discuss the benefits and challenges of paperless trading in the context of maritime shipping documentation.

15. (a) Evaluate the advantages and disadvantages of different methods of payment in international trade.

Or

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

**Part C**

(3 × 10 = 30)

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

16. (a) Investigate future vessel developments and their potential impact on the shipping industry.

Or

- (b) Examine the legal and insurance implications in the container trade, focusing on risk management and compliance.

17. (a) Discuss the challenges and regulations associated with the transport of IMO special goods.

Or

- (b) Discuss the impact of INCO terms on international trade contracts and the allocation of risks and costs between buyers and sellers.

18. (a) Identify and describe three types of specialized containers used in shipping.

Or

- (b) Evaluate the key components of effective port and terminal management and their impact on operational success.

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