

C-6237

Sub. Code

84713

B.B.A. DEGREE EXAMINATION, NOVEMBER 2025

First Semester

Shipping and Logistics Management

MANAGEMENT PROCESS

(2023 onwards)

Duration : 3 Hours

Maximum : 75 Marks

Part A

(10 × 1 = 10)

Answer **all** questions.

1. A Joint Hindu Family Firm is governed by which law?
 - (a) Companies Act, 2013
 - (b) Hindu Succession Act
 - (c) Partnership Act, 1932
 - (d) Cooperative Societies Act

2. Public enterprises are owned by:
 - (a) Private Individuals
 - (b) Government
 - (c) Foreign Investors
 - (d) Charitable Trusts

3. Who is considered the 'Father of Modern Management'?
 - (a) Henry Fayol
 - (b) F.W. Taylor
 - (c) Elton Mayo
 - (d) Peter Drucker

4. The evolution of management thought includes all of the following EXCEPT:
 - (a) Classical Approach
 - (b) Behavioural Approach
 - (c) Scientific Approach
 - (d) Personal Opinion Approach

5. Which of the following is NOT a type of planning?
 - (a) Strategic Planning
 - (b) Tactical Planning
 - (c) Operational Planning
 - (d) Random Planning

6. A good decision-making process should include:
 - (a) Ignoring alternatives
 - (b) Evaluating all possible options
 - (c) Making impulsive choices
 - (d) Following emotions only

7. Delegation of authority means:
 - (a) Transferring all responsibilities to employees
 - (b) Assigning tasks along with authority
 - (c) Giving orders without responsibility
 - (d) Making employees work independently without guidance

8. Line and Staff relationship refers to:
 - (a) The relationship between superior and subordinate
 - (b) The interaction between production and marketing teams
 - (c) The structure where staff assists line managers
 - (d) The direct control of operations by employees

9. Budgetary control is used for:
- (a) Planning only
 - (b) Monitoring financial performance
 - (c) Increasing employee morale
 - (d) Expanding company size
10. Which of the following is a characteristic of effective control systems?
- (a) Flexible and adaptable
 - (b) Rigid and unchangeable
 - (c) Focused only on past performance
 - (d) Not aligned with company objectives

Part B

(5 × 5 = 25)

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

11. (a) Explain the different forms of business organisation.
- Or
- (b) Give an account on sole traders and partnership.
12. (a) List the managerial functions and roles.
- Or
- (b) Explain the contributions of scientific management.
13. (a) Explain the steps in planning process.
- Or
- (b) Discuss the different types of decisions.
14. (a) Describe the span of control and its impact on organisational effectiveness.
- Or
- (b) Explain the line and staff relationship.

15. (a) Discuss the nature and purpose of directing.

Or

(b) Explain the modern trends in management process.

Part C

(5 × 8 = 40)

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

16. (a) Explain the importance of business organisation in economic development.

Or

(b) Compare and contrast Joint Stock Companies and Cooperative Organisations.

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

Or

(b) Describe the evolution of Management theory.

18. (a) Describe the steps involved in decision-making in an organisation.

Or

(b) Explain the different types of planning with examples.

19. (a) Explain the concept of delegation and centralisation in an organisation.

Or

(b) Explain the different types of organizational structure.

20. (a) Explain the control process in detail.

Or

(b) Explain budgetary and non-budgetary control techniques with examples.

C-6240

Sub. Code

84714

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

First Semester

Shipping and Logistics Management

FINANCIAL ACCOUNTING

(2023 onwards)

Duration : 3 Hours

Maximum : 75 Marks

Part A

(10 × 1 = 10)

Answer **all** questions.

1. Which of the following is NOT a type of subsidiary book?
(a) Cash Book (b) Journal Proper
(c) Trial Balance (d) Purchase Book

2. Which type of cash book records only cash payments and receipts?
(a) Single Column Cash Book
(b) Double Column Cash Book
(c) Triple Column Cash Book
(d) Petty Cash Book

3. Which of the following errors will NOT affect the trial balance?
(a) Error of Omission
(b) Error of Commission
(c) Error of Principle
(d) All of the above

4. Which of the following items is NOT considered while preparing a bank reconciliation statement?
- (a) Cheques issued but not presented for payment
 - (b) Interest credited by the bank
 - (c) Depreciation charged in the books
 - (d) Direct deposits by customers into the bank account
5. Which of the following is included in a manufacturing account?
- (a) Direct materials, direct labor, and factory overheads
 - (b) Sales and purchases
 - (c) Operating expenses and taxes
 - (d) Capital and reserves
6. Adjustments for outstanding expenses are recorded in which financial statement(s)?
- (a) Only in the Trading Account
 - (b) Only in the Profit and Loss Account
 - (c) Both the Profit and Loss Account and the Balance Sheet
 - (d) Only in the Balance Sheet
7. Receipts and Payment Account is a:
- (a) Nominal Account
 - (b) Personal Account
 - (c) Real Account
 - (d) Summary of cash transactions

8. Income and Expenditure Account is prepared by:
- (a) Non-trading institutions to ascertain net income or loss for a period
 - (b) Trading firms to calculate gross profit or loss
 - (c) Companies to prepare their balance sheet
 - (d) Individuals for tax purposes
9. In the absence of a proper set of accounts, which of the following methods is used to calculate the profit?
- (a) Single Entry System
 - (b) Double Entry System
 - (c) Net Worth Method
 - (d) Accrual System
10. Which of the following is NOT a feature of the Single Entry System?
- (a) It records only cash and personal accounts
 - (b) It is a scientific and systematic system of accounting
 - (c) It is suitable for small businesses
 - (d) It does not follow the double-entry principle

Part B

(5 × 5 = 25)

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

11. (a) Define the basic accounting concepts and explain the significance of any two concepts with examples.

Or

- (b) What is a subsidiary book? Explain the purpose of a purchase book and a sales book.

12. (a) What is a trial balance? Explain its importance in the accounting process.

Or

- (b) Which types of errors affect the agreement of a trial balance? Give examples.

13. (a) Differentiate between a Trading Account and a Manufacturing Account in terms of their objectives and structure.

Or

- (b) Outline the basic format of a balance sheet and explain the significance of the accounting equation.

14. (a) Provide two examples and explain how their accounting differs from that of trading organizations.

Or

- (b) Briefly explain the Straight Line Method and Written Down Value Method of depreciation. Highlight one advantage of each method.

15. (a) What are incomplete records in accounting? Explain how they differ from complete accounting records.

Or

- (b) Discuss two limitations of using incomplete records for financial reporting.

Part C

(5 × 8 = 40)

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

16. (a) Compare Financial Accounting with Cost Accounting on the basis of objectives, scope, users, and focus areas.

Or

- (b) Prepare journal entries and ledger accounts for the following transactions:

Jan 1: Commenced business with cash Rs. 1,00,000 and bank balance Rs. 50,000.

Jan 5: Purchased furniture for Rs. 20,000 in cash.

Jan 10: Purchased goods from ABC Ltd. on credit for Rs. 30,000.

Jan 15: Sold goods for cash Rs. 40,000 (cost price Rs. 25,000).

Jan 20: Paid Rs. 10,000 to ABC Ltd. via cheque.

Jan 25: Paid salary Rs. 5,000 in cash.

Prepare ledger accounts for Cash, Bank, Purchases, Sales, ABC Ltd., and Salary.

17. (a) Explain the common causes for discrepancies between the cash book and bank passbook balances with examples.

Or

- (b) Prepare a trial balance as of 31st December 2025, from the following information:

Capital Rs. 1,00,000

Machinery Rs. 40,000

Cash in hand Rs. 12,000

Purchases Rs. 60,000

Sales Rs. 80,000

Wages Rs. 15,000

Rent Rs. 5,000

Creditors Rs. 10,000

Debtors Rs. 25,000.

18. (a) Differentiate between a Trading Account and a Profit and Loss Account.

Or

- (b) Prepare a Manufacturing Account for the year ending December 31, 2025, from the following information:

Opening Stock of Raw Materials: Rs. 12,000

Purchases of Raw Materials: Rs. 70,000

Direct Labor: Rs. 25,000

Factory Overheads: Rs. 15,000

Closing Stock of Raw Materials: Rs. 8,000

Opening Work-in-Progress: Rs. 4,000

Closing Work-in-Progress: Rs. 6,000.

19. (a) Prepare an Income and Expenditure Account for the year ending December 31, 2025, from the following information:

Subscription received: Rs. 50,000

Donations received: Rs. 20,000

Rent paid: Rs. 10,000

Expenses on events: Rs. 15,000

Salary expenses: Rs. 25,000

Depreciation on furniture (cost Rs. 30,000, estimated life 10 years): Rs. 3,000.

Or

- (b) A company purchased equipment for Rs. 1,00,000 on January 1, 2023, with an estimated life of 10 years and a residual value of Rs. 10,000. Calculate the annual depreciation expense using the Straight Line Method for the first three years.

20. (a) Describe the steps involved in preparing financial statements from incomplete records.

Or

- (b) A business has the following incomplete records:

Cash Sales: Rs. 50,000

Credit Sales: Rs. 30,000

Total Expenses: Rs. 40,000

Closing Capital: Rs. 80,000

Opening Capital: Rs. 60,000

Determine the missing figure for the total purchases for the year.

C-6241

Sub. Code

84715

B.B.A. DEGREE EXAMINATION, NOVEMBER 2025

First Semester

Shipping and Logistics Management

MATHEMATICS FOR MANAGEMENT – I

(2023 onwards)

Duration : 3 Hours

Maximum : 75 Marks

Part A

(10 × 1 = 10)

Answer **all** questions.

- In a Venn Diagram representing two sets A and B , the area that represents the union of A and B is shown by:
 - Only the area covered by A
 - Only the area covered by B
 - The area covered by A or B or both
 - The area covered by neither A nor B
- What is the result of multiplying a 2×3 matrix by a 3×2 matrix?
 - 2×2 matrix
 - 3×3 matrix
 - 2×3 matrix
 - 3×2 matrix
- What is the formula for calculating the amount AAA in compound interest after nnn years?
 - $A = P(1 + r/n)nt$
 $A = P(1 + r/n)^{nt}$
 $A = P(1 + r/n)nt$
 - $A = P(1 + r)n$
 $A = P(1 + r)^n$
 $A = P(1 + r)n$
 - $A = P(1 + r/n)nt - 1$
 $A = P(1 + r/n)^{nt} - 1$
 $A = P(1 + r/n)nt - 1$
 - $A = P + Prt$
 $A = P + Prt$
 $A = P + Prt$

9. What is the primary purpose of analyzing time series data?
- (a) To predict future trends and patterns
 - (b) To compare different datasets
 - (c) To summarize large datasets
 - (d) To calculate averages
10. Which of the following index numbers is calculated using the current price and base price of a commodity?
- (a) Laspeyres Index (b) Paasche Index
 - (c) Fisher Index (d) Value Index

Part B

(5 × 5 = 25)

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

11. (a) Define a set and explain the basic operations on sets (union, intersection, and complement) with suitable examples.

Or

- (b) Draw a Venn diagram for two sets, A and B , where $A = \{1,2,3,4\}$ and $B = \{3,4,5,6\}$.

Indicate the regions representing $A \cup B$, $A \cap B$ and A' (the complement of A).

12. (a) Explain the concept of simple interest and provide the formula for calculating it. If a principal amount of Rs. 8,000 is invested at an interest rate of 5% per annum for 3 years, calculate the simple interest earned.

Or

- (b) Explain the difference between simple interest and compound interest.

13. (a) Define statistics and explain its significance in research.

Or

- (b) Explain the importance of graphical methods in data presentation.

14. (a) Define measures of central tendency and list the three most commonly used measures.

Or

- (b) Explain the concept of standard deviation and its significance in statistics.

15. (a) Define a time series and explain its significance in statistical analysis.

Or

- (b) Outline index numbers and explain their purpose in statistics.

Part C

(5 × 8 = 40)

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

16. (a) Solve the following system of equations using matrix methods:

$$2x + 3y = 5 \quad 2x + 3y = 5 \quad 2x + 3y = 5$$

$$4x - y = 14 \quad 4x - y = 14 \quad 4x - y = 1$$

Show the steps of your solution, including the matrix representation and the calculation of the inverse if applicable.

Or

(b) Given matrices

$$A = \begin{bmatrix} 1 & 2 & 3 \\ 4 & 5 & 6 \end{bmatrix} \text{ and } B = \begin{bmatrix} 7 & 8 \\ 9 & 10 \\ 11 & 12 \end{bmatrix} \text{ perform the matrix}$$

multiplication. AB and provide the resulting matrix.

17. (a) A sum of money is invested at an annual interest rate of 10% compounded semiannually. If the principal amount is Rs. 15,000, calculate the amount accumulated after 3 years. Show all calculations involved.

Or

- (b) A certain sum of money is invested in an account that earns 5% interest compounded annually. If the account earns Rs. 500 in the first year, and the interest earned increases by Rs. 50 each year, calculate the amount in the account at the end of 5 years. Show your calculations for both the arithmetic progression of interest earned and the total amount.

18. (a) Compare and contrast diagrammatic and graphical methods of data presentation. Illustrate your answer with examples

Or

- (b) Given the following set of data representing the ages of a group of people: 23, 25, 30, 32, 28, 22, 29, 34, 31, 35, 26, 27, 28, 29, 30, 32, 25, 24, 30, 31. Construct a frequency distribution table with appropriate age intervals.

19. (a) Compare and contrast the arithmetic mean, median, and mode. Discuss their advantages and disadvantages with examples.

Or

- (b) Calculate Karl Pearson's coefficient of correlation for the following data:

$X: 2, 4, 6, 8, 10$

$Y: 3, 5, 7, 9, 11$

Show all calculations and interpret the result in terms of correlation strength and direction.

20. (a) Discuss two methods for analyzing trends in time series data with suitable examples.

Or

- (b) A company has the following quarterly revenue data (in thousands) over two years:

Q1: 150, Q2: 180, Q3: 210, Q4: 240 (Year 1)

Q1: 170, Q2: 200, Q3: 230, Q4: 260 (Year 2)

- (i) Calculate the trend using the method of moving averages.
- (ii) Discuss the seasonal variations based on the calculated trend.
- (iii) Create a suitable index number to compare the revenue between the two years and interpret your findings.
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C-6242

Sub. Code

84723

B.B.A. DEGREE EXAMINATION, NOVEMBER 2025

Second Semester

Shipping and Logistics Management

FINANCIAL MANAGEMENT

(2023 onwards)

Duration : 3 Hours

Maximum : 75 Marks

Part A

(10 × 1 = 10)

Answer **all** questions.

1. The ultimate concern of financial management is
 - (a) To arrange the funds
 - (b) Effective management is all business
 - (c) Receiving the maximum profit
 - (d) To acquire and utilize every aspect of financial resources in order to maintain the firm activities.

2. The ultimate purpose of financial management is
 - (a) To get maximum return
 - (b) To increase the wealth of owners
 - (c) To have a maximum risk factor
 - (d) To get a maximum profit

3. Any company's average cost of capital is the average of
- (a) Cost of equity preference shares
 - (b) Cost of short term funds
 - (c) Cost of shares and all sources of long term funds
 - (d) Cost of equity shares and debentures
4. What does present value take?
- (a) Compounding rate
 - (b) Inflation rate
 - (c) Deflation rate
 - (d) Discounting rate
5. Earnings per share (EPS) is equal to
- (a) Profit before tax/no of outstanding shares
 - (b) Profit after tax No of outstanding shares
 - (c) Profit after tax/Amount of equity share capital
 - (d) Profit after tax less equity dividends/No of outstanding shares.
6. The Arbitrage process in M-M hypothesis refers to
- (a) An act of buying assets/securities
 - (b) An act of buying Asset a lower price and selling it in higher price
 - (c) An act of selling securities
 - (d) All the Above

7. The value of a firm is independent of its capital structure under
- (a) Traditional Approach
 - (b) NOI Approach
 - (c) MM-Approach
 - (d) NI Approach
8. What does working capital management, manage?
- (a) Long term Asset
 - (b) Long term Liabilities
 - (c) Short term Asset and Liabilities
 - (d) Only short term liabilities
9. CAPM stands for
- (a) Capital Asset pricing Model
 - (b) Capital Asset printing Model
 - (c) Capital Amount pricing Model
 - (d) Capital Amount printing Model
10. What is capital budgeting related to
- (a) Short term Assets
 - (b) Long term Assets
 - (c) Long term as well as short term assets
 - (d) Fixed Assets

Part B

(5 × 5 = 25)

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

11. (a) State the merits and demerits of debentures.

Or

- (b) What are the main elements of financial system?

12. (a) Distinguish between operating leverage and financial leverage.

Or

- (b) ABC Ltd. Issues 10 years 8% debentures at Rs.90 (Face value Rs.100). The marginal rate of tax applicable to the company is 50%. Calculate the cost of debt after tax.

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

Or

- (b) What are the factors which influence the dividend policy of a firm?

14. (a) Write down the objectives of cash management.

Or

- (b) Given the importance of working capital management.

15. (a) What are the objectives of capital expenditure budget?

Or

- (b) Determine the pay-back period for a project which requires a cash outlay of Rs. 10,000 and generate cash inflow 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

(5 × 8 = 40)

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 sources from which a large sized industrial enterprise can raise capital for its various requirements.

17. (a) Discuss briefly the difference approaches to the computation of the cost of the equity capital.

Or

- (b) Determine the EPS of a textile company which has EBIT of Rs. 1,60,000. Its capital Structure consists of the following securities:

10% Debentures Rs. 5,00,000

12% preference shares Rs. 1,00,000

Equity shares of Rs.100 each Rs. 4,00,000

The Company is in the 55% tax bracket. Determine:

- (i) The firm's EPS
 - (ii) The percentage changes in EPS associated with 30% increase and 30% decrease in EBIT.
 - (iii) The Degree of financial leverage.
18. (a) Critically examine the Net Income and Net operating Income approach to capital Structure.

Or

- (b) Explain fully Walter's formulation on dividend policy. How far does it explain the dividend practices of companies?

19. (a) Explain the various cash management models.

Or

- (b) Explain the various factors influencing working capital.

20. (a) Critically Examine the various methods of evaluating capital budgeting proposals.

Or

- (b) Explain present value method. How does it evaluate profitability of various capital projects?
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C-6243

Sub. Code

84724

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

Second Semester

Shipping and Logistics Management

ECONOMIC FOR EXECUTIVES

(2023 onwards)

Duration : 3 Hours

Maximum : 75 Marks

Part A

(10 × 1 = 10)

Answer **all** questions.

1. In economics, desire backed by purchasing power is known as
 - (a) Utility
 - (b) Demand
 - (c) Consumption
 - (d) Scarcity

2. Basic assumptions of law of demand include
 - (a) Prices of other goods should change.
 - (b) There should be substitute for the commodity.
 - (c) The commodity should not confer any distinction.
 - (d) The demand for the commodity should not be continuous

3. Production refers to
 - (a) Destruction of utility
 - (b) Creation of utility
 - (c) Exchange value
 - (d) None of the above

4. The long run average cost curve is also called as
 - (a) Budget line
 - (b) Planning curve
 - (c) Indifference curve
 - (d) None of the above

5. The main characteristic of monopoly market structure is
 - (a) Single buyer
 - (b) Single seller
 - (c) Many sellers
 - (d) Many buyers

6. Few sellers is the feature of
 - (a) Monopoly
 - (b) Oligopoly
 - (c) Perfect competition
 - (d) Monopolistic competition

7. A Firm's profitability depends much on its of production.
 - (a) Price
 - (b) Charge
 - (c) Cost
 - (d) All the above

8. Consumer's surplus is also known as
 - (a) Indifference surplus
 - (b) Elasticity of supply
 - (c) Buyer's surplus
 - (d) Indifference surplus

9. Deals with the behavior of individual decision makings units such as consumers, resource owners and so on.
 - (a) Macro economics
 - (b) Micro economics
 - (c) Mini economics
 - (d) None of these

10. MRTP Act related to
 - (a) Protection of investors only
 - (b) Regulation of Foreign exchange
 - (c) Control of capital issues
 - (d) Control of Monopolies and unfair trade practices

Part B

(5 × 5 = 25)

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

11. (a) What is the meaning of Business Firm ? Explain.

Or

- (b) Explain the objectives of demand analysis.

12. (a) What are the factors of Production? Explain.

Or

- (b) What is cost and revenue curves? Explain.

13. (a) What are the types of market structure? Explain.

Or

- (b) Why is monopoly important in India? Explain.

14. (a) What are the types of wages? Explain.

Or

- (b) Explain the risk theory in economics.

15. (a) What are the main objectives of pricing policy? Explain.

Or

- (b) Explain the important provision of Monopolistic and Restrictive Trade Practices(MRTP)Act.

Part C

(5 × 8 = 40)

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

16. (a) Briefly explain the advantages and disadvantages of Profit Maximization.

Or

- (b) Elaborate the features of Law of Demand in Economics.

17. (a) Why are Economies of Scale important? Explain.

Or

(b) Elaborate the assumptions of break-even analysis in economics.

18. (a) How are prices determined under monopolistic competition? Explain.

Or

(b) Briefly explain the main objectives of an oligopoly.

19. (a) Briefly explain the marginal productivity theory suggest to the business firm.

Or

(b) Briefly explain the uncertainly principle in economics.

20. (a) Describe the performance of public sector in Indian economy.

Or

(b) Briefly explain the main features of Monopolistic and Restrictive Trade Practices (MRTP) MRTP act.

C-6244

Sub. Code

84725

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

Second Semester

Shipping and Logistics Management

MATHEMATICS FOR MANAGEMENT – II

(2023 onwards)

Duration : 3 Hours

Maximum : 75 Marks

Part A

(10 × 1 = 10)

Answer **all** questions.

1. Operation research approach is_____
 - (a) Multidisciplinary
 - (b) Scientific
 - (c) Intuitive
 - (d) Collect essential data

2. A feasible solution to a linear programming problem_____
 - (a) must satisfy all the constraints of the problem simultaneously
 - (b) need not satisfy all of the constraints only some of them
 - (c) must be a corner point of the feasible region
 - (d) must optimize the value of the objective function

3. For any primal problem and its dual _____
 - (a) optimal value of objective function is same
 - (b) dual will have an optimal solution if primal does too
 - (c) primal will have an optimal solution if dual does too
 - (d) both primal and dual cannot be infeasible

4. The difference between total float and head event slack is
(a) Free float (b) Independent float
(c) Interference float (d) Linear float
5. An optimal assignment requires that the maximum number of lines which can be drawn through squares with zero opportunity cost should be equal to the number of _____
(a) rows or columns (b) rows and columns
(c) rows+ columns (d) rows-columns
6. To proceed with the modified distribution method algorithm for solving an transportation problem, the number of dummy allocations need to be added are _____
(a) n (b) n-1
(c) 2n-1 (d) n-2
7. Select the correct statement
(a) EOQ is that quantity at which price paid by the buyer is minimum
(b) If annual demand doubles with all other parameters remaining constant
(c) Total ordering cost equals holding cost
(d) Stock out cost is never permitted
8. Service mechanism in a queuing system is characterized by _____
(a) Customers behaviour
(b) Servers behaviour
(c) Customers in the system
(d) Servers in the system

9. The objective of network analysis is to_____
- (a) minimize total project duration
 - (b) minimize total project cost
 - (c) minimize production delays, interruptions and conflict
 - (d) maximize total project duration
10. In program evaluation review technique network each activity time assume a beta distribution because_____
- (a) It is a unimodal distribution that provides information regarding the uncertainty of time estimates of activities
 - (b) it has got finite non- negative error
 - (c) it need not be a symmetrical about model value
 - (d) the project is progressing well

Part B

(5 × 5 = 25)

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

11. (a) What are the scope of OR in management?
- Or
- (b) Write a short note on linear programming.
12. (a) Discuss the types of transportation problem.
- Or
- (b) Write a short note on assignment problem.
13. (a) What do you understand by queuing theory?
- Or
- (b) Write a short note on replacement problem.

14. (a) What do you mean by CPM?
Or
(b) What are the types of floats?
15. (a) Write a short note on Time scale analysis.
Or
(b) What are the advantages of PERT?

Part C

(5 × 8 = 40)

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

16. (a) Explain various types of mathematical models of operation research.
Or
(b) Discuss the application in management decision making.
17. (a) Discuss the different practical applications of transportation problem.
Or
(b) Write in detail about Hungarian method.
18. (a) Discuss the applications areas of queueing theory.
Or
(b) Explain the graphical solution of $m \times 2$ type.
19. (a) Explain in detail about the principle of CPM.
Or
(b) Describe in detail about crash programme.
20. (a) Discuss in detail about Critical path method.
Or
(b) Write the probability of completion of project.

C-6245

Sub. Code

84733

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

Third 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. Which of the following is not an area to responsibilities for a logistics manager?
 - (a) Inventory
 - (b) Marketing
 - (c) Warehousing
 - (d) Purchasing

2. _____ production control and physical distribution are the three major operations of logistics
 - (a) Supply chain Management
 - (b) Materials Management
 - (c) Logistics Management
 - (d) Personal Management

3. DRP stands for _____.
 - (a) distribution requirement planning
 - (b) dividend requirement planning
 - (c) distribution resource planning
 - (d) distribution reverse planning

4. In Railway transportation the ownership is with_____.
 - (a) Manufacturer
 - (b) Third Party
 - (c) Buyer
 - (d) Government

5. _____ is a part of development of facility structures
 - (a) Transportation
 - (b) Warehousing
 - (c) Sorting
 - (d) Logistics

6. The first thing that the consumer will notice about the product is the _____ of the product
 - (a) Price
 - (b) Packaging
 - (c) Expiry date
 - (d) Bar code

7. RO-RO concept means.
 - (a) Roll on – Ride Off
 - (b) Ride on- Ride off
 - (c) Roll Off- Roll on
 - (d) Roll on- Roll off

8. The objective of outbound supply chain is to make the product available to the
 - (a) Demand
 - (b) Trend
 - (c) Bottom up
 - (d) Supply

9. The _____ Forecasting approach is a decentralized approach
 - (a) Export and e-commerce
 - (b) To assess industry attractiveness
 - (c) To identify a company's mission
 - (d) To analyse organizational structure

10. Intermediaries play an important role in matching_____.
 - (a) product to region
 - (b) demand and supply
 - (c) information and promotion
 - (d) dealer with customer

Part B

(5 × 5 = 25)

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

11. (a) Explain the concepts of logistics.

Or

- (b) What are the advantages and drawbacks of containerization?

12. (a) What is the importance of warehousing in a logistics system?

Or

- (b) List out different types of warehouses.

13. (a) Describe the impact of risk sharing on supplier performance and information distortion.

Or

- (b) Explain how to manage supply chain cycle inventory.

14. (a) Explain customer service relationship results from managing all activities in the logistics.

Or

- (b) Compare between the Third party and fourth party logistics.

15. (a) Identify the Industrial packaging and discuss about its significance.

Or

- (b) How will you use optimization techniques in Transportation? Illustrate with an example.

Part C

(5 × 8 = 40)

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

16. (a) Discuss the functions and objectives of logistics, in today's techno-world.
Or
(b) Explain the five elements of logistics in detail.
17. (a) Discuss the basic principles in good product packaging design.
Or
(b) Discuss the importance and benefits of 3PL and 4PL.
18. (a) Write short notes for the following:
(i) Modal characteristics.
(ii) Inter model operators.
(iii) Transport economics.
(iv) Containerization.
Or
(b) How will you measure the performance? Explain the need, system, levels and dimensions in the performance measurement.
19. (a) Explain the various financial issues in logistics performance.
Or
(b) Discuss the challenges and Issues in global logistics.
20. (a) Explain the types of infrastructure needed for logistics services providers.
Or
(b) Elucidate the major steps in ABC system implementation, in detail.

C-6246

Sub. Code

84734

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

Third Semester

Shipping and Logistics Management

INTRODUCTION TO SHIPPING

(2023 onwards)

Duration : 3 Hours

Maximum : 75 Marks

Part A

(10 × 1 = 10)

Answer **all** questions.

1. What does IMO stand for?
 - (a) International Maritime Officers
 - (b) International Maritime Organization
 - (c) International Maritime Operations
 - (d) International Maritime Oversight

2. Which type of container is best suited for transporting perishable goods such as fruits and vegetables?
 - (a) Dry container
 - (b) Flat rack container
 - (c) Reefer container
 - (d) Open-top container

3. Which document serves as a contract between the shipper and the carrier, specifying the terms and conditions of cargo transportation?
 - (a) Bill of Lading
 - (b) Packing List
 - (c) Certificate of Origin
 - (d) Commercial Invoice

4. What is the primary function of shipping in the global economy?
 - (a) Manufacturing goods for local markets
 - (b) Regulating international tariffs and taxes
 - (c) Facilitating international trade by transporting goods
 - (d) Providing entertainment for passengers

5. Which of the following is NOT a characteristic of the shipping industry?
 - (a) Transport of various cargo types
 - (b) Waterborne trade of cargo
 - (c) Containerized cargo handling
 - (d) High-speed transport of goods

6. What type of vessels are referred to as 'bulk carriers'?
 - (a) Vessels that transport liquid cargoes
 - (b) Vessels that carry refrigerated goods
 - (c) Vessels used for passenger transport
 - (d) Vessels that carry dry bulk cargoes

7. What is the average age of a ship in the Indian shipping industry?
- (a) 10 to 12 years
 - (b) 15 to 18 years
 - (c) 20 to 25 years
 - (d) 5 to 7 years
8. What is the primary function of a ballast tank in a ship?
- (a) To hold water for stability and balance
 - (b) To provide living quarters for the crew
 - (c) To store cargo and supplies
 - (d) To serve as a fuel storage area
9. What does Gross Tonnage (GT) measure in a ship?
- (a) The amount of fuel the ship can carry
 - (b) The total weight of the ship's cargo
 - (c) The volume of all enclosed spaces in a ship
 - (d) The weight of the ship when fully loaded
10. What is one of the functions of a liner operator?
- (a) Only carry bulk commodities.
 - (b) Only offer container loads of space.
 - (c) Operate vessels without a schedule.
 - (d) Set the time and place of sailing

Part B

(5 × 5 = 25)

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

11. (a) Discuss the pros and cons of sea transport.

Or

- (b) Explain the roles of ship managers and characters.

12. (a) Distinguish between two different types of ships and comment on their suitability for specific operations.

Or

- (b) Discuss the main differences between a voyage charter and a time charter.

13. (a) Describe the duties and responsibilities of different crew members.

Or

- (b) Explain the types of tankers in shipping.

14. (a) What are the voyage costs and who is responsible for which costs in case of each charter party?

Or

- (b) Explain the functions of the Institute of chartered shipbrokers.

15. (a) What are the rights and duties of the agent and the principal?

Or

- (b) Give a note on Hague visby rules and hamburg rules.

Part C

(5 × 8 = 40)

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

16. (a) Examine the evolution and growth of shipping businesses in India.

Or

- (b) Outline the ways in which efficient sea transport and port management can be enhanced in India.

17. (a) Explain the types of containers available to a shipper, and the type of cargo each would be used for.

Or

- (b) Elucidate the requirements for efficient and safe transportation of dangerous cargo.

18. (a) Discuss the main operations of liner and tramp shipping organisations with examples.

Or

- (b) Highlight the ways in which increased demand for cargo space can be dealt in a liner shipping company.

19. (a) Explain the services that chartered shipbrokers provide to the shipping industry and comment on their overall importance within the industry.

Or

- (b) Discuss the facilities and services that a port needs to provide to be competitive for a country's trade.

20. (a) Explain the reasons why a ship owner may choose to appoint a third-party ship management company?

Or

- (b) Elaborate on the rights and powers of the parties in breach of warranty of authority in shipping?
Explain the role of indemnity associations.
-

C-6247

Sub. Code

84735

B.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. The external environment affecting marketing can include factors such as:
 - (a) Company employee's preferences
 - (b) Competitors' pricing strategies
 - (c) Distribution costs
 - (d) All of the above

2. The marketing environment is influenced by all of the following EXCEPT:
 - (a) Technological changes
 - (b) Cultural trends
 - (c) Organizational financial goals
 - (d) Political and legal factors

3. Channel selection involves:
 - (a) Choosing the right advertising strategy
 - (b) Deciding which channels will distribute a product or service
 - (c) Developing the right pricing strategy
 - (d) Choosing the target market
4. One of the common problems in channel selection is:
 - (a) High production costs
 - (b) Conflicting channel members' objectives
 - (c) Limited customer demand
 - (d) Excess inventory
5. Industrial goods are typically purchased for:
 - (a) Personal use
 - (b) Resale or further processing
 - (c) Household consumption
 - (d) Display purposes
6. A production policy focuses on decisions related to:
 - (a) Marketing mix elements
 - (b) Product design, quality, and manufacturing
 - (c) Sales channels
 - (d) Customer loyalty programs

7. The primary objective of pricing is to ensure that a company achieves _____ without alienating customers.
- (a) Market share
 - (b) Profitability
 - (c) Customer loyalty
 - (d) Brand recognition
8. Factors such as production costs, competition, and customer demand influence _____ decisions.
- (a) Marketing
 - (b) Sales
 - (c) Pricing
 - (d) Distribution
9. Brand identity is best described as:
- (a) The emotional connection customers feel toward a brand
 - (b) The visual elements and values that define a brand
 - (c) The financial value of a brand
 - (d) The personality traits associated with a brand
10. A strong brand image often results in:
- (a) Lower consumer loyalty
 - (b) Reduced product quality
 - (c) Increased customer loyalty and premium pricing
 - (d) More frequent product recalls

Part B

(5 × 5 = 25)

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

11. (a) Explain the marketing concept and its importance in achieving organizational goals.

Or

- (b) Discuss the role of marketing in developing countries. How does marketing contribute to economic growth and job creation in these regions?

12. (a) Explain the different types of buying motives that influence consumer purchase decisions.

Or

- (b) Describe the process of market segmentation.

13. (a) Explain the difference between consumer goods and industrial goods.

Or

- (b) What is the Product Life Cycle (PLC)? Describe the key stages in the PLC

14. (a) Explain the concept of pricing from both the buyer's and seller's perspectives.

Or

- (b) Discuss the various objective factors that influence pricing decisions.

15. (a) Define brand image and explain its importance in building customer loyalty and competitive advantage.

Or

- (b) What is brand personality? Discuss how it influences customer perception and purchase decisions with examples.

Part C (5 × 8 = 40)

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

16. (a) Explain the marketing concept in detail. How does it emphasize customer satisfaction, and why is it important for businesses to adopt this concept in today's competitive market?

Or

- (b) Marketing plays a crucial role in the economic development of developing countries. Discuss the importance of marketing in these countries and how it supports infrastructure development, employment, and the standard of living.
17. (a) Explain the concept of buyer behavior and discuss the various buying motives that influence consumer decisions.

Or

- (b) Describe the process of market segmentation and explain the different bases of segmentation, such as demographic, geographic, psychographic, and behavioral.
18. (a) Discuss the concept of product mix. How does a company determine the optimal product mix?

Or

- (b) Explain the role of packaging in product marketing. How does packaging affect consumer behavior, brand image, and product differentiation?

19. (a) Explain the concept of pricing from the perspectives of both buyers and sellers. How do their different views on pricing influence the strategies adopted by companies in setting prices for products and services?

Or

- (b) Discuss the various objective factors that influence pricing decisions. How do factors like production costs, competition, customer demand, and market conditions interact to shape pricing strategies?
20. (a) What is brand identity, and how does it differ from brand image? Discuss the key elements of brand identity

Or

- (b) What is meant by brand equity? How to build and measure success of brand equity?
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C-6251

Sub. Code

84736B

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

Third Semester

(Shipping And Logistics Management)

TAXATION LAW AND PRACTICE

(2023 onwards)

Duration : 3 Hours

Maximum : 75 Marks

Part A

(10 × 1 = 10)

Answer **all** questions.

1. Which of the following is a direct tax?
 - (a) Goods and Services Tax (GST)
 - (b) Income Tax
 - (c) Custom Duty
 - (d) Excise Duty

2. Which section of the Income Tax Act defines "Income"?
 - (a) Section 2(24)
 - (b) Section 10(5)
 - (c) Section 80C
 - (d) Section 45

3. Which of the following incomes is exempt from tax?
 - (a) Salary income
 - (b) Income from winning lotteries
 - (c) Agricultural income
 - (d) Capital gains from sale of property

4. What is the tax treatment of income from “House Property” if the property is self-occupied?
 - (a) Exempted from tax
 - (b) Taxed under income from business
 - (c) Considered as capital gains
 - (d) Taxed under other sources

5. Which of the following is an allowable deduction under Section 80C?
 - (a) Donation to political parties
 - (b) Life insurance premium
 - (c) Lottery winnings
 - (d) Club membership fees

6. Capital gains arise from which of the following transactions?
 - (a) Sale of a house property
 - (b) Salary received from employment
 - (c) Interest income from bank deposits
 - (d) Rent received from a building

7. Which tax is levied by the Central Government under GST?
- (a) SGST
 - (b) CGST
 - (c) IGST
 - (d) VAT
8. What is the full form of IGST?
- (a) Internal Goods and Services Tax
 - (b) Integrated Goods and Services Tax
 - (c) International Goods and Services Tax
 - (d) Indian Goods and Services Tax
9. Which of the following is an objective of Excise Duty?
- (a) Regulating imports
 - (b) Encouraging exports
 - (c) Generating revenue from manufactured goods
 - (d) Controlling foreign exchange
10. Customs duty is levied on which of the following transactions?
- (a) Sale of goods within a state
 - (b) Import and export of goods
 - (c) Online purchases
 - (d) Cash withdrawals

Part B

(5 × 5 = 25)

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

11. (a) Explain the Income Tax Act 1961.

Or

- (b) What are the different types of tax evasion, and how can they be prevented?

12. (a) Discuss the residential status of an individual and its impact on tax liability.

Or

- (b) Explain the concept of 'Income from Salary'.

13. (a) Explain the concept of Capital Gains and its classification under the Income Tax Act.

Or

- (b) What are the different types of deductions available under Section 80C of the Income Tax Act?

14. (a) Explain the structure of GST in India and differentiate between CGST, SGST, and IGST.

Or

- (b) Explain the concept of e-way bill.

15. (a) Discuss the role of Custom duties.

Or

- (b) Describe the exemptions of Ad Valorem Duty and Specific Duty.

Part C

(5 × 8 = 40)

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

16. (a) Discuss the various types of taxes in India, highlighting the differences between direct and indirect taxes.

Or

- (b) Explain the causes of tax evasion and tax avoidance. What remedies can be taken to prevent them?
17. (a) Explain the concept of “residential status” under the Income Tax Act. How does it impact tax liability?

Or

- (b) Discuss the five heads of income under the Income Tax Act, 1961, with relevant examples.
18. (a) Explain the major deductions available under Section 80D for medical insurance.

Or

- (b) Mr. Rajesh, a resident of India, has the following details of his income for the financial year 2023-24:
- (i) Salary received: Rs.6,00,000
 - (ii) Rent received from a house property: Rs.2,40,000
(Municipal taxes paid: Rs.40,000)
 - (iii) Interest from bank deposits: Rs.25,000
 - (iv) Short-term capital gain from the sale of shares: Rs.50,000
 - (v) Long-term capital gain from the sale of land Rs.1,20,000
 - (vi) Life insurance premium paid: Rs.40,000

- (vii) Medical insurance premium paid for self and family:
Rs.25,000
- (viii) Interest on home loan (self-occupied property):
Rs.1,80,000.

Questions:

1. Compute the total taxable income of Mr. Rajesh for the financial year 2023-24.
 2. Identify the applicable deductions under the Income Tax Act, 1961.
 3. Calculate his net taxable income after deductions.
19. (a) Explain the structure and working mechanism of GST in India How does it eliminate the cascading effect of taxes?

Or

- (b) What is Input Tax Credit (ITC) under GST? Explain the eligibility criteria and conditions for claiming ITC.
20. (a) Explain the importance of Excise Duty in India's taxation system. What are its objectives and impacts?

Or

- (b) Differentiate between Ad Valorem Duty and Specific Duty. Discuss their impact on pricing and taxation.

C-6252

Sub. Code

84738A

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

Third Semester

Shipping and Logistics Management

SMALL BUSINESS MANAGEMENT

(2023 onwards)

Duration : 3 Hours

Maximum : 75 Marks

Part A

(10 × 1 = 10)

Answer **all** questions.

1. Which era is considered the beginning of modern entrepreneurship in India?
 - (a) Vedic era
 - (b) Mughal period
 - (c) British period
 - (d) Post-independence period

2. Which of the following institutions provides training and development support to entrepreneurs in India?
 - (a) DRDO
 - (b) NIESBUD
 - (c) ISRO
 - (d) UPSC

3. Which of the following is a policy measure for promoting small enterprises in India?
 - (a) National Manufacturing Policy
 - (b) National Policy for Skill Development
 - (c) MSME Development Act, 2006
 - (d) Industrial Relations Code

4. Which of the following is not an environment factor affecting the growth of small enterprises?
 - (a) Technological changes
 - (b) Government policy
 - (c) Internal HR practices
 - (d) Global economic trends

5. A well-prepared business plan helps in:
 - (a) Increasing staff turnover
 - (b) Misleading investors
 - (c) Attracting investors and organizing operations
 - (d) Reducing product quality

6. Which of the following is least important while selecting a site for a small enterprise?
 - (a) Proximity to raw materials
 - (b) Proximity to friends
 - (c) Access to transportation
 - (d) Availability of labour

7. Which of the following is NOT a type of ownership security?
- (a) Equity shares (b) Preference shares
(c) Debentures (d) Sweat equity
8. Which financial institution primarily supports small-scale industries in India with loans and assistance?
- (a) SEBI (b) RBI
(c) SIDBI (d) TRAI
9. One key issue in managing family enterprises is:
- (a) Access to global markets
(b) Tax regulations
(c) Succession planning
(d) Employee training
10. Which of the following is an example of a harvesting strategy?
- (a) Initial Public Offering (IPO)
(b) Budget forecasting
(c) Team building
(d) Product bundling

Part B

(5 × 5 = 25)

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

11. (a) Assess the impact of globalization and liberalization on Small Scale Enterprises.

Or

- (b) Highlight the role of financial institutions in supporting Small Scale Enterprises.

12. (a) Examine how socio-economic and political environments affect small business growth.

Or

- (b) Critically assess the effectiveness of development agencies in addressing the needs of small enterprises.

13. (a) Explain the process involved in establishing a small-scale enterprise (SSE) in India.

Or

- (b) Discuss the importance of opportunity scanning in the success of a small-scale enterprise.

14. (a) How can a small enterprise determine the ideal debt-equity mix? What factors should be considered?

Or

- (b) Compare and contrast the advantages and disadvantages of debt financing versus equity financing for SSEs.

15. (a) Discuss the objectives and methods of performance appraisal in organizations. How does it contribute to employee development and organizational growth?

Or

- (b) Explain various performance assessment techniques used in management. What are the challenges in implementing effective performance assessment systems?

Part C

(5 × 8 = 40)

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

16. (a) Examine the challenges faced by Small Scale Enterprises in India.

Or

- (b) Analyze the contribution of Small Scale Enterprises towards employment generation and balanced regional development.

17. (a) Discuss the various stages involved in the entrepreneurial decision-making process.

Or

- (b) Evaluate the role of institutional finance in the growth and development of small businesses.

18. (a) Discuss the role of creativity and innovation in generating business ideas and opportunities.

Or

- (b) Evaluate the challenges faced by entrepreneurs in selecting the right business idea and converting it into an opportunity.

19. (a) Examine the various types of debt securities available to SSEs and their implications on financial stability.

Or

- (b) Discuss the role of financial institutions and banks in supporting small-scale enterprises. What are the major schemes or services provided?

20. (a) Analyze the role of control mechanisms in management performance assessment. How do these mechanisms influence organizational efficiency?

Or

(b) Describe the different growth and stabilization strategies available to small enterprises. How can these strategies help ensure long-term survival?

C-6253

Sub. Code

84743

B.B.A. DEGREE EXAMINATION, NOVEMBER 2025

Fourth 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. Which of the following is a function of the personnel department?
 - (a) Financial auditing
 - (b) Recruitment and selection
 - (c) Product design
 - (d) Customer service

2. What is the focus of job specification?
 - (a) Listing the tasks of a job
 - (b) Defining the qualifications needed
 - (c) Analyzing job performance
 - (d) Setting wage levels

3. Which of the following is an essential part of manpower planning?
 - (a) Inventory management
 - (b) Job analysis
 - (c) Product marketing
 - (d) Financial planning

4. What is the purpose of training and development?
 - (a) To increase salaries
 - (b) To enhance employee skills
 - (c) To reduce working hours
 - (d) To increase production

5. Which method is commonly used for performance appraisal?
 - (a) Interviewing
 - (b) 360-degree feedback
 - (c) Cost analysis
 - (d) Sales tracking

6. What does merit rating evaluate?
 - (a) Company profits
 - (b) Employee performance
 - (c) Customer satisfaction
 - (d) Product quality

7. Which of the following is a key aspect of wage administration?
- (a) Job satisfaction
 - (b) Job analysis
 - (c) Pay structure design
 - (d) Performance evaluation
8. What is the main goal of social security in the workplace?
- (a) Increase profits
 - (b) Provide employee benefits
 - (c) Reduce costs
 - (d) Improve customer service
9. What is the focus of grievance handling?
- (a) Resolving employee complaints
 - (b) Increasing sales
 - (c) Product quality control
 - (d) Customer satisfaction
10. What is the primary role of a worker's participation in management?
- (a) Decision-making involvement
 - (b) Marketing strategies
 - (c) Financial planning
 - (d) Product development

Part B

(5 × 5 = 25)

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

11. (a) What are the objectives of personnel management?

Or

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

12. (a) Define manpower planning and discuss its significance.

Or

- (b) What is the role of job analysis in recruitment?

13. (a) Explain the process of job evaluation.

Or

- (b) Discuss the significance of human relations in the workplace.

14. (a) What are the different types of incentive systems?

Or

- (b) Explain the concept of labour welfare and its importance.

15. (a) What are the challenges in grievance handling?

Or

- (b) Discuss the importance of collective bargaining in industrial relations.

Part C

(5 × 8 = 40)

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

16. (a) Explain the organization of a personnel department and its functions.

Or

- (b) Discuss the role and responsibilities of a personnel manager in an organization.

17. (a) What are the key elements of job description and job specification?

Or

- (b) Discuss the importance of training and development in employee growth.

18. (a) Explain the concepts of promotion, transfer, and demotion with examples.

Or

- (b) Discuss the approaches to maintaining good human relations in an organization.

19. (a) What are the components of wages and salary administration?

Or

- (b) Discuss the importance of safety, health, and security in the workplace.

20. (a) Explain the concept of trade unionism and its impact on industrial relations.

Or

(b) Discuss the role of workers' participation in management and its benefits to the organization.

C-6254

Sub. Code

84744

B.B.A. DEGREE EXAMINATION, NOVEMBER 2025

Fourth 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 does Grain Capacity refer to?
 - (a) Space required for dry bulk cargo
 - (b) Volume of the cargo hold
 - (c) Weight of the grain cargo
 - (d) Maximum load capacity of a ship
2. Which of the following is a key function of cargo ventilation?
 - (a) Increase cargo weight
 - (b) Prevent cargo theft
 - (c) Control moisture levels
 - (d) Enhance cargo appearance
3. What is a Mate's Receipt?
 - (a) Receipt of cargo by the consignee
 - (b) Acknowledgment of cargo receipt by the ship's officer
 - (c) Invoice for cargo services
 - (d) Legal document for cargo ownership transfer

4. Which term refers to the space wasted due to irregular stowage of cargo?
(a) Bale Capacity (b) Grain Capacity
(c) Broken Stowage (d) Stowage Factor
5. What is the primary goal of the IMDG Code?
(a) Speed up cargo loading
(b) Standardize cargo documents
(c) Ensure safe transport of dangerous goods
(d) Reduce shipping costs
6. Which cargo requires special handling due to flammability?
(a) Cotton (b) Sugar
(c) Rice (d) Iron
7. What is the main advantage of using palletization in cargo handling?
(a) Reduce cargo weight
(b) Facilitate easy handling and storage
(c) Increase cargo volume
(d) Improve cargo quality
8. Which type of ship is specially designed for transporting containers?
(a) Tanker (b) Bulk carrier
(c) Ro-Ro ship (d) Container ship
9. What is a critical safety measure during tanker operations?
(a) Gas freeing
(b) Lashing cargo
(c) Moisture monitoring
(d) Container stacking
10. What does LCL stand for in freight forwarding?
(a) Less Cargo Load
(b) Limited Cargo Load
(c) Less Container Load
(d) Long Container Load

Part B

(5 × 5 = 25)

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

11. (a) Explain the concept of Grain Capacity and its application in port operations.

Or

- (b) What are the key safety precautions to be taken when loading bulk cargoes?

12. (a) Discuss the importance of cargo documents such as Bill of Lading and Mate's Receipt.

Or

- (b) Explain the role of moisture content in the safe transportation of solid bulk cargoes.

13. (a) Describe the different types of segregation used in the transport of dangerous goods.

Or

- (b) What are the challenges associated with handling of refrigerated and deck cargoes?

14. (a) What are the common hazards associated with cargoes like rice and cotton?

Or

- (b) Discuss the principles of stowing cargo to ensure safety and efficiency.

15. (a) Explain the significance of containerization in modern freight forwarding.

Or

- (b) What are the procedures involved in the channelization of return and empty containers?

Part C

(5 × 8 = 40)

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

16. (a) Discuss the factors to be considered in the safe handling of heavy lift cargoes.

Or

- (b) Explain the importance of the Code of Safe Practice for Solid Bulk Cargoes in ensuring maritime safety.

17. (a) What are the key considerations in the handling and stowage of dangerous goods?

Or

- (b) Discuss the safety and operational procedures required in tanker operations.

18. (a) Explain the importance of ventilation and dunnage in the safe transportation of cargo.

Or

- (b) Describe the various types of lifting gear used in ports and their safety precautions.

19. (a) What are the key properties and handling precautions for cargoes like iron and steel?

Or

- (b) Discuss the role of the Dock Labourers Act, 1934 in ensuring the safety of port workers.

20. (a) Explain the process of containerization and its impact on global trade.

Or

- (b) Discuss the challenges and benefits of managing return and empty containers in port operations.

C-6255

Sub. Code

84745

B.B.A. DEGREE EXAMINATION, NOVEMBER 2025

Fourth Semester

Shipping and Logistics Management

LINER TRADE

(2023 onwards)

Duration : 3 Hours

Maximum : 75 Marks

Part A

(10 × 1 = 10)

Answer **all** questions.

1. Liner shipping firms deploy bigger vessels for
 - (a) High frequency trade
 - (b) Short sea trade
 - (c) Deep sea trade
 - (d) None of these

2. Pick the liner service type that is offered between hub port and gateway port
 - (a) Hub and spoke
 - (b) Pendulum service
 - (c) End to end service
 - (d) Round the world service

3. What do carriers achieve by deploying mega ships for container shipping under liner shipping?
 - (a) higher carrying capacity
 - (b) cost efficiency
 - (c) more length of route
 - (d) none of these

4. Identify the liner term which does not include THCD
 - a) Gate in freight rate
 - b) Free in freight rate
 - c) Gate out freight rate
 - d) Free out freight rate

5. Which type of service option of liner trade has independent freight rate
 - (a) Shareholder consortia
 - (b) Independent services
 - (c) Tonnage pool consortia
 - (d) Liner conferences

6. Which of the following can be a liner vessel
 - (a) Tankers
 - (b) Bulk carriers
 - (c) Container ships
 - (d) All of these

7. What characterizes a break bulk or multipurpose vessel
 - (a) Cargoes belong to various customers
 - (b) No dedicated berth or terminal required
 - (c) Can operate from free berth
 - (d) All of these

8. Which of the following does liner shipping applies to
 - (a) RoRo
 - (b) Break bulk cargo
 - (c) bulk
 - (d) All of these

9. Which shipping container type are used to ship dry materials, normally in 10ft, 20ft and 40ft length
 - (a) Flat rack container
 - (b) Open top container
 - (c) Dry storage container
 - (d) Open side container

10. Choose the type of service option in liner trade which worked on the principle of member lines being simple shareholder with the joint venture company being the actual owner or charter of the ships
- (a) Independent services
 - (b) Tonnage pool consortia
 - (c) Share holder consortia
 - (d) Liner conferences

Part B

(5 × 5 = 25)

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

11. (a) Write a short note on Liner trade.

Or

- (b) Explain about Ro-Ro barge carrying vessels.

12. (a) Discuss about dangerous goods.

Or

- (b) Explain the concept of ship management.

13. (a) What do you understand by inter-modalism?

Or

- (b) Write a short note on container control.

14. (a) Explain about bill of lading.

Or

- (b) Discuss about paperless trading.

15. (a) Write a short note on exchange of goods transfer.

Or

- (b) Discuss about cargo claims general average.

Part C

(5 × 8 = 40)

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

16. (a) Explain in detail about containerization.

Or

(b) Discuss the refrigerated cargo ship conventional vessels.

17. (a) Write in detail about handling of cargo.

Or

(b) Explain in detail about independent ship management.

18. (a) Discuss about growth in world trade unitization.

Or

(b) Explain the legal and insurance implications in container trade.

19. (a) Discuss briefly about UK bill of lading Act 1855.

Or

(b) Explain the international conventions relating to Bill of lading.

20. (a) Discuss the transfer of funds from country to country.

Or

(b) Explain the legal aspects of liner trade.

C-6256

Sub. Code

84747A

B.B.A. DEGREE EXAMINATION, NOVEMBER 2025

Fourth Semester

Shipping and Logistics Management

RETAIL LOGISTICS

(2023 onwards)

Duration : 3 Hours

Maximum : 75 Marks

Part A

(10 × 1 = 10)

Answer **all** questions.

1. A multi-channel retailer sells merchandise
 - (a) over telephone
 - (b) through retail stores
 - (c) over internet
 - (d) over more than one channel

2. E-retailing refers to
 - (a) sales of electronic items
 - (b) catalogue shopping
 - (c) computerized store
 - (d) retailing and shopping through internet

3. What is the full form of VAT?
 - (a) value added tax
 - (b) very important additional tax
 - (c) value additional tax
 - (d) value added theory

4. Mail order retailing is the same as:
- (a) Direct selling
 - (b) In Home retailing
 - (c) E-tailing
 - (d) Catalogue retailing
5. All of the following are types of non-store retailing, except
- (a) Catalogue retailing
 - (b) Vending Machines
 - (c) Chain store
 - (d) Direct Mail
6. Person to person interaction between a retailer and a prospective customer is :
- (a) Direct marketing
 - (b) Automatic selling
 - (c) Direct selling
 - (d) Buying service
7. Independent retailers who use a central buying organization and joint promotional efforts are called a
- (a) merchandising conglomerate
 - (b) corporate chain store
 - (c) retailer cooperative
 - (d) voluntary chain
8. The oldest and most heavily trafficked city area is called
- (a) regional shopping centre
 - (b) prime location
 - (c) urban district
 - (d) central business district
9. Giant retailers called _____ concentrate on one product category such as toys or home improvement.
- (a) Category killers
 - (b) Variety stores
 - (c) supercentres
 - (d) box stores
10. Retailers such as Benetton, The Body Shop, and Marks and Spencercarry mostly own-brand merchandise. These are called _____ brands
- (a) creative label
 - (b) private label
 - (c) house
 - (d) retail label

Part B

(5 × 5 = 25)

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

11. (a) Explain the importance of retailing in India.
Or
(b) Briefly explain the characteristics of supermarket.
12. (a) Explain the retail business model.
Or
(b) What is the retail theory cycle?
13. (a) What is strategic planning explain with examples?
Or
(b) What is scenario planning in strategic planning?
14. (a) Explain the Role of FDI in Retail Industry.
Or
(b) Explain the Advantages and Disadvantages of FDI in Retail Industry.
15. (a) What are the process of Strategic planning in global Retailing?
Or
(b) What are the challenges faced by global retailers?

Part C

(5 × 8 = 40)

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

16. (a) Enumerate the marketing concept Applied to Retailing.
Or
(b) How to establish a successful career in the retail industry?

17. (a) What is retail life cycle theory? Discuss the various stages of the retail life cycle.

Or

- (b) Enumerate the retail theories of retail development.
18. (a) Detail about the role of feedback in the strategic planning process.

Or

- (b) Discuss about the consumer decision making process in retail industry.
19. (a) Which type of challenges retailers in India are facing?

Or

- (b) Growth Drivers for Indian retail industry. Discuss.
20. (a) Explain the overview of Retail Sector in global market.

Or

- (b) Discuss about Indian Global Retail industry : Growth, Challenges and opportunities.
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C-6257

Sub. Code

84747B

B.B.A. DEGREE EXAMINATION, NOVEMBER 2025

Fourth 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. The mode of entry into international business with least risk to the firm is
 - (a) Indirect Export
 - (b) Direct Export
 - (c) Management Contract
 - (d) Contract Manufacturing

2. Ultimately _____ was replaced by _____ on 1st January 1995.
 - (a) GATS, WTO
 - (b) WTO, GATS
 - (c) GATT, WTO
 - (d) IMF, GATT

3. Global companies can _____ its experience to expand its global operations.
 - (a) Contract
 - (b) Expand
 - (c) Minimize
 - (d) Leverage

4. Which of the following is not an international finance Institution?
- (a) ICICI (b) IMF
(c) IDA (d) World Bank
5. The world Trade organization was formed in the year _____ with GATT as its basis
- (a) 1993 (b) 1994
(c) 1995 (d) 1996
6. The country that attracts the largest FDI inflow is
- (a) India (b) China
(c) USA (d) Brazil
7. What one of the following is not the advantage of MNC'S to the host country?
- (a) Increase in social activities
(b) Increase in economic activities
(c) Utilization of natural resources
(d) Research and development efforts enhanced.
8. Which of the following constitutes FDI?
- (a) A Speculator trying to make a profit by buying company shares on a foreign stock exchange
(b) A UK energy company buying territory abroad where it expects to find oil reserves
(c) A tourist purchasing foreign currency to spend on a holiday abroad
(d) A company signing an agreement with a wholesaler to distribute its products in foreign markets

9. Trade related Investment Measures (TRIMS) doesn't apply for:
- (a) Measure that affect trade in goods
 - (b) Measures that lead to restrictions in quantities
 - (c) Discouraging measures that limit a company's imports
 - (d) Discouraging measures that limit a company's Exports
10. _____ Typically offer more flexibility in international market
- (a) SME's
 - (b) LSE's
 - (c) MNE's
 - (d) None of the above

Part B

(5 × 5 = 25)

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

11. (a) Write about the nature and importance of international business.
- Or
- (b) What are the benefits of going international for the business?
12. (a) Analyze the Regional Economic Integration and the role of EU in International business.
- Or
- (b) What is the role of IBRD in international Business?
13. (a) Evaluate the benefits of globalization.
- Or
- (b) How does global trade help developing countries?
14. (a) Explain the functions of Foreign Exchange Market.
- Or
- (b) What are the different sources dimensions of globalization?

15. (a) Identify the concept of Foreign Direct Investment.

Or

(b) What are the major determinants of export performance?

Part C

(5 × 8 = 40)

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

16. (a) Enumerate the problems in international business.

Or

(b) Detail about the Nature and important of international business.

17. (a) Discuss about the role of IBRD in international trade.

Or

(b) Classify the different types of international commodity agreements.

18. (a) Analyse the role of opportunity cost theory of international trade.

Or

(b) How does deglobalization works?

19. (a) Explain the foreign exchange market functions.

Or

(b) Outline various types of Exchange rate classification.

20. (a) Enumerate the highlights of India's trade performance.

Or

(b) Examine the major problems of India's export sector.

C-6258

Sub. Code

84754

B.B.A. DEGREE EXAMINATION, NOVEMBER 2025

Fifth Semester

Shipping and Logistics Management

ORGANISATIONAL BEHAVIOUR

(2023 onwards)

Duration : 3 Hours

Maximum : 75 Marks

Part A

(10 × 1 = 10)

Answer **all** questions.

1. Which of the following is NOT a factor of individual differences in an organisation?
 - (a) Personality
 - (b) Intelligence
 - (c) Motivation
 - (d) Salary

2. Intelligence tests are used to measure an individual's _____.
 - (a) Emotional Quotient
 - (b) Cognitive Abilities
 - (c) Physical Strength
 - (d) Leadership Traits

3. Perception is the process of _____.
 - (a) Gaining experience through trial and error
 - (b) Selecting, organizing, and interpreting information
 - (c) Reacting to environmental stimuli instinctively
 - (d) Controlling employee behavior

4. Which motivation theory divides motivation into financial and non-financial factors?
 - (a) Herzberg's Two-Factor Theory
 - (b) Maslow's Hierarchy of Needs
 - (c) McGregor's Theory X and Theory Y
 - (d) Equity Theory
5. Employee morale is closely linked with _____.
 - (a) Job Satisfaction
 - (b) Financial Rewards Only
 - (c) External Market Competition
 - (d) Performance Appraisal Systems
6. Job enrichment refers to
 - (a) Increasing an employee's salary
 - (b) Redesigning jobs to make them more challenging and fulfilling
 - (c) Reducing work hours
 - (d) Assigning more routine tasks
7. The Hawthorne Experiment was conducted by which researchers?
 - (a) Elton Mayo and F.J. Roethlisberger
 - (b) Abraham Maslow and Douglas McGregor
 - (c) Henry Fayol and Max Weber
 - (d) Kurt Lewin and B.F. Skinner
8. Sociometry is a technique used to study
 - (a) Financial Accounting
 - (b) Social Relationships within Groups
 - (c) Workplace Safety
 - (d) Legal Compliance in Organisations

9. According to Fiedler's Contingency Model, leadership effectiveness depends on:
- (a) The leader's personality alone
 - (b) Situational factors and leadership style
 - (c) The number of followers
 - (d) Organisational hierarchy
10. Organisational climate refers to:
- (a) The general work atmosphere, values, and practices in an organisation
 - (b) The number of employees in an organisation
 - (c) The corporate laws applicable to an organisation
 - (d) The building and infrastructure of an organisation

Part B

(5 × 5 = 25)

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

11. (a) Discuss the importance and scope of organisational psychology in the workplace.

Or

- (b) Give a note on measurement of intelligence.

12. (a) Compare and contrast financial and non-financial motivation.

Or

- (b) Briefly discuss transactional analysis.

13. (a) Differentiate between job enrichment and enlargement.

Or

- (b) Explain the factors affecting job satisfaction.

14. (a) Explain the methods of conflict resolution.

Or

- (b) Discuss the role and status of group norms.

15. (a) Explain the different types of leadership.

Or

(b) Discuss about different OD techniques.

Part C

(5 × 8 = 40)

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

16. (a) Explain the types and uses of personality tests.

Or

(b) Describe the role of individual difference in shaping the behaviour of workplace.

17. (a) Discuss the key factors affecting perception in an organisation.

Or

(b) Explain the theories of motivation.

18. (a) Define job satisfaction and explain its significance for employees and organisations.

Or

(b) Discuss employee attitude and behaviour and their significance to employee productivity.

19. (a) Explain the Hawthorne Experiment and its impact on organisational behaviour.

Or

(b) Explain the concept of sociometry and its application in organisational behaviour.

20. (a) Explain the importance of counselling in organisations and the different types of counselling used.

Or

(b) Discuss the different types of leadership styles with examples.

C-6261

Sub. Code

80642/84742

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

Fourth Semester

Shipping and Logistics Management

HUMAN RESOURCE MANAGEMENT

(Common for B.B.A. (S & LM)/B.B.A. (L & S)

(2019 onwards)

Duration : 3 Hours

Maximum : 75 Marks

Part A

(10 × 2 = 20)

Answer **all** questions.

1. State the meaning of personnel management.
2. Define policies.
3. What are the key elements in manpower planning?
4. List the internal sources of recruitment.
5. Mention the bases for promotion.
6. What are the common types of punishment in organisation?
7. Define wages.
8. List the different retirement benefits.
9. What is a trade union?
10. Define the term collective bargaining.

Part B

(5 × 5 = 25)

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

11. (a) Describe the nature of personnel management.

Or

- (b) Write a brief note on the roles of personnel manager.

12. (a) Explain briefly about Job description.

Or

- (b) State the importance of training and development.

13. (a) Differentiate between transfer and demotion.

Or

- (b) Briefly explain the approaches for good human relations.

14. (a) Discuss the concept of incentive system.

Or

- (b) Explain the health related welfare measures mandated by the law.

15. (a) Write in brief about the grievances and its types.

Or

- (b) List the benefits of worker's participation in management.

Part C

(3 × 10 = 30)

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

16. (a) Discuss in detail about personnel policies.

Or

- (b) Write an essay on role analysis.

17. (a) Describe the traditional methods of performance appraisal.

Or

- (b) Write a detailed note on factors affecting wage and salary.

18. (a) Describe the history of trade unionism in India.

Or

- (b) Discuss the off-the-job training methods.
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