

C-8203

Sub. Code

84811

M.B.A. DEGREE EXAMINATION, APRIL 2026

First Semester

Shipping & Logistics Management

PRINCIPLES OF MANAGEMENT

(2023 onwards)

Duration : 3 Hours

Maximum : 75 Marks

Part A

(10 × 1 = 10)

Answer **all** questions.

1. Which of the following is not a principle by Henry Fayol?
 - (a) Division of work
 - (b) Harmony not discord
 - (c) Discipline
 - (d) Unity of Command

2. Management should find the one best way to perform a task. Which technique of management states that :
 - (a) Time study
 - (b) Motion study
 - (c) Fatigue study
 - (d) Method study

3. The top management works on
 - (a) Strategic Plan
 - (b) Corporate Plan
 - (c) Budgeting
 - (d) Both (a) and (b)

4. The first step in the planning process is to
 - (a) Set an objective
 - (b) Evaluate alternatives
 - (c) Determine strength and weaknesses
 - (d) None of above

5. MBO offers the basis for assessing the
 - (a) Operations (b) Performance
 - (c) Equality (d) None of these

6. Organisational decisions are made by
 - (a) Directors
 - (b) Managers
 - (c) Managing directors
 - (d) None of these

7. Policies are flexible where as procedure are _____.
 - (a) Specific (b) Detailed
 - (c) Rigid (d) All

8. _____ is described as interpretative planning
- (a) Produce (b) Strategy
(c) Policies (d) None of the above
9. The obstruction in communication caused due to differences in individual's interpretation of words and symbols, is known as _____.
- (a) Psychological barrier
(b) Social barrier
(c) Organizational barrier
(d) Semantic barrier
10. Effective direction does not depend on the
- (a) forces at the subordinate level
(b) communication process
(c) deployment of human resources
(d) ability of the manager

Part B

(5 × 5 = 25)

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

11. (a) Discuss about the concepts of Management by Objectives.

Or

- (b) Discuss the different approaches to management found in the 'Management Theory Jungle'.

12. (a) What is planning? Explain the importance of Planning.

Or

(b) Explain the key objectives of a social audit.

13. (a) Differentiate between Centralization and Decentralization.

Or

(b) Explain the difference between line and staff functions within an organizational structure.

14. (a) Discuss the advantages of applying leadership theories in organization.

Or

(b) Write about the leadership styles.

15. (a) Discuss the essentials of good control system.

Or

(b) Explain the importance of controlling in management.

Part C

(5 × 8 = 40)

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

16. (a) Briefly explain the theories of management.

Or

- (b) Discuss the 14 principles of management.

17. (a) Define Planning. Explain the advantages and the disadvantages of Planning.

Or

- (b) Discuss the Social and Ethical responsibilities of management.

18. (a) Explain the principles of Formal and Informal organization.

Or

- (b) What is Decision-making? Discuss the methods of Decision-making.

19. (a) Examine the theories of leadership and their impact on leadership practices in Organizations.

Or

- (b) Discuss how the motivation influence the behaviour and performance of Leaders and Managers in group.

20. (a) Discuss the techniques involved in the functions of controlling.

Or

(b) Describe the role of Global manager in International Management.

C-8204

Sub. Code

84812

M.B.A. DEGREE EXAMINATION, APRIL 2026

First Semester

Shipping and Logistics Management

FUNDAMENTALS OF LOGISTICS

(2023 onwards)

Duration : 3 Hours

Maximum : 75 Marks

Part A

(10 × 1 = 10)

Answer **all** questions.

1. What is logistics?
 - (a) The system of creating plans for an organization.
 - (b) The study of Logarithms within Calculus.
 - (c) Managing the flow and storage of goods from their point of origin to the point of consumption.
 - (d) The implementation of policies and procedures. .
2. Logistics grew from the _____ function of supplying troops in the field
 - (a) Air force
 - (b) Military
 - (c) Commerce
 - (d) Distribution
3. The word 'Logistikos' is derived from which language and means skilled in what?
 - (a) Greek; Calculation
 - (b) Latin; Transportation
 - (c) Greek; Documentation
 - (d) Latin, Warehousing

4. How many R's are there in logistics?
 - (a) Six
 - (b) Seven
 - (c) Eight
 - (d) Nine

5. Which of the following refers to the movement of goods within the warehouse?
 - (a) Material Handling
 - (b) Warehousing
 - (c) Order Processing
 - (d) All of the above

6. Which of the following is a key function of logistics?
 - (a) Inventory Control
 - (b) Transportation
 - (c) Warehousing
 - (d) All of the above

7. What is the primary goal of inventory management in logistics?
 - (a) To increase holding costs
 - (b) To minimize stockouts
 - (c) To reduce lead times
 - (d) To maximize production

8. Which type of packaging avoids breakage or spillage of the product?
 - (a) Transport Packaging
 - (b) Consumer Packaging
 - (c) Industrial Packaging
 - (d) Merchant Packaging

9. What does 3PL stand for in logistics?
 - (a) Third Party Logistics
 - (b) Three Point Logistics
 - (c) Third Phase Logistics
 - (d) Three Party Logistics

10. Reverse logistics is required because:
- (a) Goods are defective
 - (b) Goods are unsold
 - (c) Customers simply change their minds
 - (d) All of the above

Part B

(5 × 5 = 25)

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

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

Or

- (b) Discuss the elements of customer service.

12. (a) Write a short note on inventory.

Or

- (b) Explain the concept of material planning.

13. (a) Discuss the benefits of warehouse.

Or

- (b) Write a brief note on containerization.

14. (a) Discuss the concept of global supply chain.

Or

- (b) Explain the barriers to global logistics.

15. (a) Discuss the performance measures of supply chain.

Or

- (b) Write the concept of integrated logistics.

Part C

(5 × 8 = 40)

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

16. (a) Discuss in detail about phases in customer service.

Or

- (b) Explain the benefits of logistics outsourcing.

17. (a) Describe the role of inventory in logistics management.

Or

- (b) Explain in detail about material handling.

18. (a) Write in detail about factors influencing transport economics.

Or

- (b) Explain the factors affecting choice of packaging materials.

19. (a) Discuss the strategic issues in global logistics.

Or

- (b) Describe the requirements for an effective logistics strategy.

20. (a) Write in detail about centralized and decentralized structure of an organization.

Or

- (b) Discuss the financial issues in logistics performance.
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C-8205

Sub. Code

84813

M.B.A. DEGREE EXAMINATION, APRIL 2026

First Semester

Shipping & Logistics Management

INTRODUCTION TO SHIPPING

(2023 onwards)

Duration : 3 Hours

Maximum : 75 Marks

Part A

(10 × 1 = 10)

Answer **all** questions.

1. The port that handles coal traffic is
 - (a) Cochin
 - (b) Kandla
 - (c) Mangalore
 - (d) Tuticorin
2. The port which was formerly called Nhava Sheva is _____.
 - (a) New mangalore
 - (b) Cochin
 - (c) JNPT
 - (d) Tuticorin
3. Container vessels were formerly called _____.
 - (a) Trucks
 - (b) Vanships
 - (c) Ships
 - (d) None of these
4. Insulated container is an example of _____.
 - (a) Steel container
 - (b) Thermal container
 - (c) Iron container
 - (d) Bulk container

5. Container which has base only _____.
- (a) Bulk container
 - (b) Flat container
 - (c) Thermal container
 - (d) None of these
6. Location of ICDs is regulated by _____.
- (a) Ministry of commerce
 - (b) Ministry of railways
 - (c) Ministry of transportation
 - (d) Ministry of health
7. ICD stands for _____.
- (a) International container depot
 - (b) Intermodal container depot
 - (c) Inland container depot
 - (d) Inter container depot
8. Conference system is an association of _____.
- (a) Tramps (b) Liners
 - (c) Tankers (d) Containers
9. _____ is a modern tramp vessel designed to convey bulk cargoes.
- (a) SD14 (b) RORO
 - (c) OBO (d) None of these
10. Vessels designed to carry cars _____.
- (a) SD14 (b) RORO
 - (c) PANAMAX (d) OBO

Part B

(5 × 5 = 25)

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

11. (a) What are the reasons that make sea transport as preferred mode for International trade?

Or

- (b) Explain the significance of the ship classification.

12. (a) What is the purpose of ship registration? Explain.

Or

- (b) Discuss the role of specialized vessels in modern maritime activities.

13. (a) Explain the importance of safety measures in the development of tanker technology.

Or

- (b) What is liner document? Why it is important in the shipping industry?

14. (a) Discuss the significance of Ship Management.

Or

- (b) Explain the role of oceans in transportation of goods in International trade.

15. (a) What is the purpose of accounting in business and organization?

Or

- (b) Discuss the remedies for Breach of Contract.

Part C

(5 × 8 = 40)

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

16. (a) Describe the advantages and disadvantages of using ships as a primary mode of transportation.

Or

- (b) Explain the concept of ship registration and write its significance in the maritime industry.

17. (a) Explain the different types of ships and write their roles in the sea transport.

Or

- (b) What is chartering? How does it differ between charter parties for different types of vessels?

18. (a) What is meant by Tanker? Explain the types of Tankers.

Or

- (b) Define Bill of Lading. Discuss the terms and condition involved in Bill of Lading.

19. (a) Explain the process involved in Purchase and Sale of Ships.

Or

- (b) Discuss the technological innovation affected the Geography of trade.

20. (a) Explain the significance of cash flow management and write how it impact a Financial health and sustainability.

Or

- (b) Describe the potential consequences for a party that breaches the warranty of authority in a Business agreement.

C-8206

Sub. Code

84815

M.B.A. DEGREE EXAMINATION, APRIL 2026

First Semester

Shipping & Logistics Management

FINANCIAL MANAGEMENT

(2023 onwards)

Duration : 3 Hours

Maximum : 75 Marks

Part A

(10 × 1 = 10)

Answer **all** questions.

1. Which accounting concept assumes that a business will continue operating indefinitely?
 - (a) Accrual concept
 - (b) Going concern concept
 - (c) Consistency concept
 - (d) Matching concept

2. The convention of conservatism suggests
 - (a) Overstating profits
 - (b) Recognizing income early
 - (c) Recognizing losses immediately
 - (d) Ignoring uncertain liabilities

3. The market value of the firm is the result of _____.
- (a) Dividend decisions
 - (b) Working capital decisions
 - (c) Capital budgeting decisions
 - (d) Trade-off between risk and return
4. What is recorded in the journal?
- (a) Only credit transactions
 - (b) Only cash transactions
 - (c) All financial transactions in chronological order
 - (d) Year-end adjustments only
5. High debtor days indicate
- (a) Efficient debt collection
 - (b) Poor cash flow management
 - (c) High profitability
 - (d) Low inventory turnover
6. If trade debtors are \$ 50,000 and annual credit sales are \$ 500,000, debtor days will be
- (a) 30 days
 - (b) 36.5 days
 - (c) 45.6 days
 - (d) 50 days
7. Granting a cash discount to debtors is intended to
- (a) Increase the selling price
 - (b) Encourage early payment
 - (c) Reduce sales revenue
 - (d) Reduce production costs.

8. A master budget is
- (a) A budget for a single department
 - (b) A summary of all individual budgets in an organization
 - (c) A budget only for sales
 - (d) A short-term financial plan
9. What is the primary purpose of preparing a port disbursement account?
- (a) To monitor port authority's revenue
 - (b) To estimate the total cost incurred at a port for a vessel's operation
 - (c) To calculate crew wages
 - (d) To comply with tax regulations
10. Which document is typically required to reconcile a port disbursement account?
- (a) Invoice from the port agent
 - (b) The ship's charter party agreement
 - (c) Balance sheet of the vessel
 - (d) Crew list

Part B

(5 × 5 = 25)

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

11. (a) Define the term “depreciation” and explain its significance in accounting.

Or

- (b) Describe the role of internal reporting in business performance evaluation.

12. (a) Differentiate between a journal and a ledger.

Or

(b) What are the steps involved in the preparation of final accounts?

13. (a) Explain the key objectives of cash management. Why is maintaining an optimal cash balance critical for a business?

Or

(b)

Liabilities	Rs.	Assets	Rs.
Equity Share Capital	5,00,000	Land & Building	1,00,000
Preference share capital	2,00,000	Machinery	4,00,000
General Reserve	1,00,000	Furniture	50,000
Secured Loan	3,00,000	Inventory	3,00,000
Sundry Creditors	1,00,000	Sundry Debtors	3,00,000
		Cash/bank balances	50,000
	<u>12,00,000</u>		<u>12,00,000</u>

Calculate following Ratios from the above balance sheet:

- (i) Current Ratio
- (ii) Liquid Ratio
- (iii) Proprietary Ratio
- (iv) Capital Gearing Ratio
- (v) Debt equity Ratio.

14. (a) Define capital expenditure. How does it differ from revenue expenditure?

Or

(b) A product costs \$ 20 to produce, and the company wants a 25% profit margin. Determine the selling price. Discuss how this pricing policy might be adjusted for competitive markets.

15. (a) Determine the pay-back period for a project which requires a cash outlay of Rs. 10,000 and generate cash inflow of Rs. 2000, Rs. 4000, Rs. 3000 and Rs. 2000 in the first, second, third and fourth year Respectively.

Or

- (b) What are the objectives of capital expenditure budget?

Part C

(5 × 8 = 40)

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

16. (a) Create a glossary of atleast 10 key accounting terms and explain their relevance in preparing financial statements.

Or

- (b) Discuss the similarities and differences between financial accounting and management accounting, with a focus on their objectives, users, and outputs.

17. (a) Describe the importance of ledger posting and explain how it helps in preparing trial balances. Illustrate with suitable examples.

Or

- (b) From the following trial balance prepare Trading profit and loss account and balance sheet.

Trial balance (31.12.2010)	Debit (Rs.)	Credit (Rs.)
Capital		1,00,000
Drawing	18,000	
Building	15,000	
Furniture	7,500	
Motor van	25,000	
Loan from Mr. Hari		15,000

Trial balance (31.12.2010)	Debit (Rs.)	Credit (Rs.)
Interest paid	900	
Sales		1,00,000
Purchases	75,000	
Opening stock	25,000	
General expenses	15,000	
Wages	2,000	
Insurance	1,000	
Communication received		7,500
Sundry debtors	28,100	
Cash at bank	20,000	
Sundry creditors		10,000
	2,32,500	2,32,500

Value of closing stock as on 31.12.2010 Rs. 32,000.

18. (a) Prepare an estimate of working capital requirements from the following information of a trading concern:
- (i) Projected Annual Sales 1,00,000 units
 - (ii) Selling Price Rs. 10 per units
 - (iii) Percentage of Net Profit on sales 25%
 - (iv) Average Credit period allowed to customers 10 Weeks
 - (v) Average Credit period allowed to suppliers 5 Weeks
 - (vi) Average Stock Holding in terms of Sales requirements 10 Weeks
 - (vii) Allow 10% for Contingencies

Or

(b) Discuss the significance of the cash flow statement in financial management. How does it differ from the income statement?

19. (a) Explain the concept of total cost with respect to fixed and variable costs.

Or

(b) Differentiate between capital and revenue expenditure with examples. How does improper classification affect financial statements?

20. (a) From the following information calculate the net present value of the two projects and suggest which of the two projects should be accepted assuming a discount rate of 10%

	Project X	Project Y
Initial Investment	Rs. 20,000	Rs. 30,000
Estimated life	5 Years	5 Years
Scrap value	Rs. 1,000	Rs. 2,000

The profit before depreciation and after taxes are as follows:

	Year 1	Year 2	Year 3	Year 4	Year 5
Project X Rs.	5,000	10,000	10,000	3,000	2,000
Project Y Rs.	20,000	10,000	5,000	3,000	2,000
PV factor @ 10 %	.909	.820	.751	.683	.621

Or

(b) Explain in detail about foreign currency transactions.

C-8207

Sub. Code

84816

M.B.A. DEGREE EXAMINATION, APRIL 2026

First Semester

Shipping & Logistics Management

ORGANIZATIONAL BEHAVIOUR

(2023 onwards)

Duration : 3 Hours

Maximum : 75 Marks

Part A

(10 × 1 = 10)

Answer **all** questions.

1. An organization that has developed capacity to adapt and change is described as
 - (a) Virtual organization
 - (b) Learning organization
 - (c) Developing organization
 - (d) Changing organization

2. The personality theory that emphasizes the unconscious determinants of behavior is known as _____.
 - (a) Cognitive theory
 - (b) Psychodynamic theory
 - (c) Perpetual theory
 - (d) Refreezing

3. Which theory of motivation places a premium on the effort-reward relationship?
- (a) Vroom's
 - (b) McClelland's
 - (c) Equity
 - (d) Herzberg
4. _____ is the third person acting as a catalyst, who assists in the achievement of the smooth introduction and implementation of change?
- (a) Change agent
 - (b) Change manager
 - (c) Change supervisor
 - (d) Change player
5. Gang – plank means _____.
- (a) Quick communication
 - (b) Vertical communication
 - (c) Horizontal communication
 - (d) None of the above
6. Which of the following is not one of the ego-states of transactional analysis?
- (a) Child
 - (b) Young
 - (c) Adult
 - (d) Parent

7. The human relation theory does not lay emphasis on _____.
- (a) Principles
 - (b) People
 - (c) Human motivations
 - (d) Informal group function
8. Sometimes your behavior results in a congruent response from other person, such behavior is referred to as _____.
- (a) Perceptual defence
 - (b) Perceptual bias
 - (c) Misperception
 - (d) Response evocation
9. “Employees selected for the work should be as perfectly matched to the demand of the job as possible.” Which of the following theories says this _____.
- (a) Scientific management theory
 - (b) Bureaucracy theory
 - (c) Classical theory
 - (d) Traditional theories
10. Which of the following the three components of creativity?
- (a) Expertise, creativity skills and task motivation
 - (b) Expertise, innovation and rationality
 - (c) Expertise, rationality and relevance
 - (d) Expertise, novelty and performance

Part B

(5 × 5 = 25)

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

11. (a) Discuss the interdisciplinary nature of Organizational Behaviour.

Or

- (b) Explain the theories of Personality.

12. (a) Discuss the functions of group in Organizational Behavior.

Or

- (b) Explain the principles elements for communication.

13. (a) Explain the attributes of effective leadership.

Or

- (b) Describe the stages of conflict in the Organization.

14. (a) Discuss the importance of Organizational development values in shaping an Organizational Culture.

Or

- (b) What is Organizational culture? Why is it important for the success of a company?

15. (a) Explain the nature of International Organizational Behavior.

Or

- (b) Discuss the cultural differences can impact International business practices.

Part C

(5 × 8 = 40)

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

16. (a) Discuss the disciplines involved in Organizational Behavior.

Or

- (b) Explain the various factors that influence and individual's perception in the Workplace.

17. (a) Discuss the key factors influencing group behavior in an organizational setting.

Or

- (b) Explain various barriers to effective communication and provide strategies for overcoming them.

18. (a) Describe the multiple roles of leaders in an Organization.

Or

- (b) Explain the stages of the conflict resolution process.

19. (a) Discuss the sources and consequences for work stress.

Or

(b) Discuss the nature and implications of Political Behavior in Organizations.

20. (a) Explain the various approaches to measure and achieve Organizational effectiveness.

Or

(b) Discuss the cultural factors that impact on Organization Structure.

C-8208

Sub. Code

84817

M.B.A. DEGREE EXAMINATION, APRIL 2026

First Semester

Shipping & Logistics Management

BUSINESS COMMUNICATION

(2023 onwards)

Duration : 3 Hours

Maximum : 75 Marks

Part A

(10 × 1 = 10)

Answer **all** questions.

1. Gestural communication is a _____.
 - (a) Non-Verbal Message
 - (b) Direct conversation
 - (c) Oral communication
 - (d) Written

2. Physical Barriers to communication are _____.
 - (a) Time and distance
 - (b) Interpretation of words
 - (c) Denotations
 - (d) Connotations

3. Communication starts with
 - (a) Encoding
 - (b) Sender
 - (c) Channel
 - (d) Feedback

4. The number of key elements in the communication process is
- (a) Five (b) Six
(c) Seven (d) Four
5. Communication between HR manager and salesman is an example of
- (a) Horizontal communication
(b) Lateral communication
(c) Diagonal communication
(d) Vertical communication
6. The most basic type of listening is known as
- (a) Discriminative listening
(b) Comprehension listening
(c) Appreciative listening
(d) Evaluative listening
7. Communication is a _____.
- (a) One way process (b) Two way process
(c) Three way process (d) Four way process
8. The main objective of communication is
- (a) Information and persuasion
(b) Skill and personality development
(c) Control and management
(d) Need
9. Gossip and rumour are part of _____ communication.
- (a) Formal (b) Informal
(c) Horizontal (d) Vertical

10. _____ refers to mental disturbances
- (a) Coherence (b) Notion
(c) Distraction (d) Psychological noise

Part B

(5 × 5 = 25)

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

11. (a) What are the purposes of Business Communication?
Or
(b) Explain the importance of active listening in effective communication.
12. (a) Write the key principles in use of Audio in Business Communication.
Or
(b) Discuss the functions of Non-verbal Communication.
13. (a) Define the purpose of Business messages and explain its importance.
Or
(b) Describe the Fog Index in the context of writing business messages.
14. (a) Explain the differences between a Business report and Business proposal.
Or
(b) What are the factors should be included in Conclusion section in a Business report?
15. (a) Discuss the purpose of an effective introduction in a business report.
Or
(b) Explain the role of visual aid in business report.

Part C

(5 × 8 = 40)

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

16. (a) What are the essential components of effective business communication?

Or

- (b) Discuss the key factors in developing good communication skills.

17. (a) Identify and explain key areas where business communication is crucial for Organization.

Or

- (b) Describe the role of video in Communication. How does it enhance the Conveyance of Information?

18. (a) Discuss the importance and significance of revising business messages.

Or

- (b) Explain the steps involved in writing a Business Messages.

19. (a) Explain the ethical consideration to be taken when creating a business proposal.

Or

- (b) Discuss the steps involved in Planning and Researching business report.

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

Or

- (b) Discuss the advantages and disadvantages of technology in communication.

C-8209

Sub. Code

84821

M.B.A. DEGREE EXAMINATION, APRIL 2026

Second Semester

Shipping & Logistics Management

CUSTOMS LAW

(2023 onwards)

Duration : 3 Hours

Maximum : 75 Marks

Part A

(10 × 1 = 10)

Answer **all** questions.

1. Under which section of the Customs Act are Customs Officers appointed?
 - (a) Section 3
 - (b) Section 4
 - (c) Section 2
 - (d) Section 7
2. The term “Prohibited Goods” is defined under which section?
 - (a) Section 2(33)
 - (b) Section 5
 - (c) Section 10
 - (d) Section 20
3. Duty on pilfered goods is dealt with under
 - (a) Section 13
 - (b) Section 25
 - (c) Section 20
 - (d) Section 10
4. Refund of duty is covered under which section?
 - (a) Section 12
 - (b) Section 27
 - (c) Section 45
 - (d) Section 35

5. Advance Ruling under Customs Act is dealt from section:
- (a) Section 25A (b) Section 27A
(c) Section 28E (d) Section 50B
6. Which conveyance cannot leave India without a written order?
- (a) Container ship
(b) Any conveyance carrying export goods
(c) Coastal vessel
(d) Any vessel, unless permitted under Section 43
7. Electronic Cash Ledger and Duty Credit Ledger were introduced for
- (a) Baggage clearance
(b) Courier handling
(c) Digital payments of customs duty
(d) Postal customs
8. Transit and Transshipment of goods without payment is covered under
- (a) Section 12 (b) Section 55
(c) Section 45 (d) Section 60
9. Warehousing Bonds are returned upon
- (a) Issuance of refund
(b) Clearance of goods for home consumption or export
(c) Cancellation of registration
(d) Payment of drawback
10. Coastal goods provisions are detailed under which section?
- (a) Section 57 (b) Section 65
(c) Section 92 (d) Section 100

Part B

(5 × 5 = 25)

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

11. (a) Explain the powers and functions of the Customs Board under the Customs Act.

Or

- (b) What are the different types of customs areas and their importance?

12. (a) Describe the procedure for claiming refund of customs duty.

Or

- (b) Explain the concept of Rules of Origin under trade agreements.

13. (a) What are the procedures related to Arrival of Conveyances in India as per Customs Law?

Or

- (b) Write a note on Advance Ruling Authority under the Customs Act.

14. (a) Explain the licensing procedure of private and public warehouses.

Or

- (b) What is a drawback? State the procedure and interest provisions.

15. (a) Discuss the customs provisions applicable to goods imported by post or courier.

Or

- (b) What are the procedures applicable for baggage clearance under the Customs Act?

Part C

(5 × 8 = 40)

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

16. (a) Describe the structure of customs officers and their appointments under the Customs Act.

Or

- (b) Discuss the import and export prohibition mechanisms in India under the Customs Act.

17. (a) Explain the levy and collection of customs duty including provisional assessments, refunds and interest.

Or

- (b) Discuss the indication of customs duty in price, and provisions for refunds under Sections 14 to 280A.

18. (a) Outline the procedures related to import/export manifest, arrival of vessels and conditions under which they may depart.

Or

- (b) Explain the Authority for Advance Ruling – its composition, application procedure and binding nature.

19. (a) Define warehousing. What are the provisions regarding licensing, clearance and cancellation?

Or

- (b) What are the drawback provisions and special warehousing provisions under customs law?

20. (a) Write detailed notes on the provisions for coastal goods and vessels carrying such goods.

Or

- (b) Explain the special customs provisions for import/export by post and courier, along with baggage rules.

C-8210

Sub. Code

84822

M.B.A. DEGREE EXAMINATION, APRIL 2026

Second Semester

Shipping & Logistics Management

**TRANSPORTATION AND DISTRIBUTION
MANAGEMENT**

(2023 onwards)

Duration : 3 Hours

Maximum : 75 Marks

Part A

(10 × 1 = 10)

Answer **all** questions.

1. Which of the following is a primary function of distribution in a supply chain?
 - (a) Product design
 - (b) Market research
 - (c) Delivering goods to the final customer
 - (d) Brand positioning

2. Which transportation mode is most suitable for high-value, low-volume goods overlong distances?
 - (a) Rail
 - (b) Air
 - (c) Water
 - (d) Pipeline

3. Which of the following is an advantage of distribution models?
 - (a) Increases lead time
 - (b) Reduces cost efficiency
 - (c) Enhances customer service
 - (d) Causes supply delays

4. Which term refers to combining small shipments into a larger shipment to reduce cost?
 - (a) Segmentation
 - (b) Consolidation
 - (c) Distribution
 - (d) Warehousing

5. Which technology supports real-time tracking and routing of vehicles?
 - (a) Geographic Information Systems (GIS)
 - (b) Cloud computing
 - (c) Artificial intelligence
 - (d) RFID

6. Which factor is NOT considered in transportation cost components?
 - (a) Fuel charges
 - (b) Insurance costs
 - (c) Advertising expenses
 - (d) Driver wages

7. Which of the following is NOT a part of intelligent transport management systems?
- (a) Vehicle tracking
 - (b) Traffic signal control
 - (c) Smart ticketing
 - (d) Customer satisfaction surveys
8. In transportation, the process of negotiating lower freight rates is called
- (a) Outsourcing
 - (b) Freight consolidation
 - (c) Cost negotiation
 - (d) Distribution planning
9. Which mode of transportation is least flexible in terms of routing?
- (a) Rail
 - (b) Road
 - (c) Air
 - (d) Sea
10. What is the primary goal of optimization in distribution network planning?
- (a) Maximize warehousing space
 - (b) Increase product cost
 - (c) Minimize delivery time and cost
 - (d) Reduce marketing efforts

Part B

(5 × 5 = 25)

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

11. (a) Explain the importance of distribution in the supply chain.

Or

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

12. (a) What are the various factors influencing distribution network planning?

Or

- (b) Write a short note on the role of transportation in material management.

13. (a) Compare the performance characteristics of road and air transportation.

Or

- (b) Explain the merits of using multimodal transportation.

14. (a) Write a brief note on transportation routing decisions.

Or

- (b) Explain the significance of cost negotiations in transportation operations.

15. (a) What is the role of geographic information systems (GIS) in transportation?

Or

- (b) Explain the role of intermodal freight technology in modern transportation.

Part C

(5 × 8 = 40)

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

16. (a) Discuss the various warehousing concepts and their relevance in distribution.

Or

- (b) Explain how distribution channels are designed and the factors influencing them.

17. (a) Describe the optimization approach used in distribution network planning.

Or

- (b) Discuss the contribution of various agencies in transportation and distribution.

18. (a) Explain the cost components of multimodal transportation with examples.

Or

- (b) Discuss the various transportation modes along with their selection criteria.

19. (a) Discuss the impact of information technology in transportation with reference to e-commerce.

Or

- (b) Describe intelligent transport management systems and their benefits.

20. (a) Examine the features and benefits of advanced fleet management systems.

Or

- (b) Discuss various transportation security initiatives and inspection systems.
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C-8211

Sub. Code

84823

M.B.A. DEGREE EXAMINATION, APRIL 2026

Second Semester

Shipping & Logistics Management

WAREHOUSING AND INVENTORY MANAGEMENT

(2023 onwards)

Duration : 3 Hours

Maximum : 75 Marks

Part A

(10 × 1 = 10)

Answer **all** questions.

1. Buying of goods or materials for production in a way that they are delivered directly on manufacturing facility of company is called
 - (a) Annual purchasing
 - (b) Economic order quantity purchasing
 - (c) Just in time purchasing (JIT)
 - (d) None of the above

2. What is the latest trend in WMS?
 - (a) Dispensers
 - (b) Saas
 - (c) None of these
 - (d) terminals

3. What do we call an ability of an accounting system, to point out use of resources in every step of production process?
 - (a) Lead manufacturing trails
 - (b) Audit trails
 - (c) Trigger trails
 - (d) Back—flush trails

4. What do the activities related to coordinating, controlling and planning flow of inventory classified as
 - (a) Throughput management
 - (b) Inventory management
 - (c) Decisional management
 - (d) Manufacturing management

5. Which of the following is strongly associated with cross-docking?
 - (a) Processing items as soon as they are received into a distribution center
 - (b) Non-value adding activities such as receiving and storing
 - (c) Multi-modal transportation facilities at seaports
 - (d) Use of manual product identification systems

6. The following classes of costs are usually involved in inventory decisions except_____
- (a) Cost of ordering
 - (b) Carrying cost
 - (c) Cost of shortages
 - (d) Machining cost
7. Which of the following is true for Inventory control?
- (a) Economic order quantity has minimum total cost per order
 - (b) Inventory carrying costs increases with quantity per order
 - (c) Ordering cost decreases with lo size
 - (d) All of the above
8. The time period between placing an order its receipt in stock is known as
- (a) Lead time
 - (b) Carrying time
 - (c) Shortage time
 - (d) Over time
9. The cost of insurance and taxes are included in
- (a) Cost of ordering
 - (b) Set up cost
 - (c) Inventory carrying cost
 - (d) Cost of shortages

10. What are the elements of logistics system?
- (a) Transportation
 - (b) Warehousing
 - (c) Inventory management
 - (d) All of the above

Part B

(5 × 5 = 25)

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

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

Or

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

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

Or

- (b) Explain the advantages of inventory management.

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

Or

- (b) Explain the independent demand systems.

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

Or

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

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

Or

- (b) Explain the advantages of RFID technology.

Part C

(5 × 8 = 40)

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

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

Or

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

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

Or

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

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

Or

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

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

Or

- (b) Write the importance of WIP Inventory.

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

Or

- (b) Write the fundamentals of various types of material handling systems.
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C-8212

Sub. Code

84824

M.B.A. DEGREE EXAMINATION, APRIL 2026

Second Semester

Shipping and Logistics Management

PORT MANAGEMENT

(2023 onwards)

Duration : 3 Hours

Maximum : 75 Marks

Part A

(10 × 1 = 10)

Answer **all** questions.

1. What is the primary function of a port?
 - (a) Manufacturing goods
 - (b) Handling cargo and passengers
 - (c) Conducting insurance services
 - (d) Training sailors

2. Which of the following is a key component of port infrastructure?
 - (a) Shipping containers
 - (b) Air runways
 - (c) Cranes and berths
 - (d) Rail tracks only

3. A port authority typically
 - (a) Owns shipping lines
 - (b) Manages and regulates port operations
 - (c) Operates airports
 - (d) Acts as a customs agent

4. Which term refers to the fee charged by a port for using its facilities?
 - (a) Freight
 - (b) Port dues
 - (c) Bill of lading
 - (d) Handling charge

5. The term “TEU” in port operations stands for
 - (a) Total Export Units
 - (b) Twenty-Foot Equivalent Unit
 - (c) Transport and Export Utility
 - (d) Terminal Equipment Unit

6. Which of these is not a type of port?
 - (a) Dry Port
 - (b) Seaport
 - (c) Airport
 - (d) Inland Port

7. Which organization sets global standards for port safety and security?
 - (a) WTO
 - (b) IMO
 - (c) WCO
 - (d) IATA

8. What does “berthing” refer to in port management?
 - (a) Docking of a vessel
 - (b) Loading a ship
 - (c) Buying port equipment
 - (d) Customs clearance

9. A container terminal is
 - (a) A port where vehicles are built
 - (b) A specialized area for container handling
 - (c) A fuel station for ships
 - (d) A passenger terminal

10. What does “draft” mean in port terminology?
- (a) The speed of a vessel
 - (b) A customs document
 - (c) A type of port crane
 - (d) The depth of water a ship needs to float

Part B

(5 × 5 = 25)

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

11. (a) Explain the documents required for cargo loading.
- Or
- (b) Write short notes on :
- (i) Mate's Receipt
 - (ii) Chafing
 - (iii) Cargo sweat and Ventilation.
12. (a) Explain the precautions taken during loading of solid bulk cargos.
- Or
- (b) How does the handling of concentrated cargo differ from other cargoes? Discuss.
13. (a) Explain the types of segregation.
- Or
- (b) Enumerate the risks involved in carriage of petroleum products.
14. (a) State the salient features of Dock Laborers act, 1934.
- Or
- (b) Explain the loading and carriage of Iron and steel cargoes.

15. (a) Discuss the procedures of De-stuffing formalities.

Or

(b) Explain about reverse process of handling containers.

Part C

(5 × 8 = 40)

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

16. (a) Discuss about Bill of Lading care of cargoes.

Or

(b) Discuss precaution to be taken when carrying concentrates.

17. (a) Discuss the precaution taken for loading dangerous goods.

Or

(b) Discuss about types of Cargo Pipeline system.

18. (a) Explain the methods of Gas Freeing Tanks.

Or

(b) Explain the types of Containers.

19. (a) Explain the precaution to taken while loading and Unloading of Cargoes.

Or

(b) Explain how to overcome the challenges and issues in freight forwarding.

20. (a) Discuss about De-Stuffing formalities in container management.

Or

(b) Explain the various sectors of Container Markets.

C-8213

Sub. Code

84826

M.B.A. DEGREE EXAMINATION, APRIL 2026

Second Semester

Shipping and Logistics Management

INTERNATIONAL BUSINESS MANAGEMENT

(2023 onwards)

Duration : 3 Hours

Maximum : 75 Marks

Part A

(10 × 1 = 10)

Answer **all** questions.

1. Which of the following is a benefit of international trade?
 - (a) Reduced competition
 - (b) Limited market size
 - (c) Economies of scale
 - (d) Trade barriers

2. The Stapler-Samuelson theorem connects:
 - (a) Comparative costs and trade volume
 - (b) Factor prices and international trade
 - (c) Labor productivity and economies of scale
 - (d) Technological gaps and exports

3. The Bretton Woods system was based on:
 - (a) Fixed exchange rates tied to gold
 - (b) Floating exchange rates
 - (c) Cryptocurrency-based reserves
 - (d) Barter trade

4. Which of the following is the highest level of economic integration?
 - (a) Free Trade Area
 - (b) Customs Union
 - (c) Economic Union
 - (d) Preferential Trade Area

5. Which of the following is NOT a function of the foreign exchange market?
 - (a) Transfer of purchasing power
 - (b) Providing loans to countries
 - (c) Hedging against exchange rate risks
 - (d) Facilitating credit for international trade

6. The main objective of the International Monetary Fund (IMF) is to:
 - (a) Finance infrastructure projects
 - (b) Provide relief aid
 - (c) Control global oil prices
 - (d) Promote international monetary cooperation

7. Cross-border M&As refer to:
- (a) Acquisitions and mergers across countries
 - (b) Portfolio investment only
 - (c) Trade agreements
 - (d) Export promotion
8. Which of the following is a major limitation of foreign capital?
- (a) Transfer of technology
 - (b) Profit repatriation
 - (c) Creation of jobs
 - (d) Improvement in infrastructure
9. The World Trade Organization was established in
- (a) 1991
 - (b) 1995
 - (c) 1985
 - (d) 2000
10. Which of the following is a driver of globalization?
- (a) Government regulations
 - (b) Market Expansion
 - (c) Technological advancements
 - (d) All of the above

Part B

(5 × 5 = 25)

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

11. (a) Write a short note on the Counter trade and global trade.

Or

- (b) Describe the different stages of the life cycle of products.

12. (a) Explain the types of integration.

Or

- (b) Discuss the SAARC's guiding principles.

13. (a) Describe the Nature & Functions of Foreign Exchange Markets (FEM).

Or

- (b) Give a differentiation between the fixed exchange rate systems and floating exchange rate systems.

14. (a) Explain an account of the round discussion of GATT trade negotiations.

Or

- (b) Enumerate the types and significance of foreign investment.

15. (a) Write a short note on the essential conditions of globalization's implications.

Or

- (b) Describe briefly the fundamental requirements for the effects of globalisation.

Part C

(5 × 8 = 40)

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

16. (a) Describe the Stalper-Samuelson Theorem. Explain how the Stalper-Samuelson theorem relates to international trade.

Or

- (b) Examine International Trade and the countries competitive advantages.

17. (a) Write an essay on multilateral trade negotiations and agreements.

Or

- (b) Describe the main components of the Pre-Bretton Woods System.

18. (a) Briefly explain the Foreign Exchange Management Act 1999.

Or

- (b) Discuss the roles and responsibilities of the International Monetary Fund in International Business Management.

19. (a) Describe the various forms of foreign investment and their importance.

Or

- (b) Examine the impact of the World Trade Organization (WTO) on International Business.

20. (a) Explain briefly about the highlights of India's trade performance and the determinants of major imports and exports.

Or

- (b) List out the different characteristics of a Multinational Corporation.
-

C-8214

Sub. Code

84827

M.B.A. DEGREE EXAMINATION, APRIL 2026

Second Semester

Shipping and Logistics Management

LINER TRADE

(2023 onwards)

Duration : 3 Hours

Maximum : 75 Marks

Part A

(10 × 1 = 10)

Answer **all** questions.

1. Which of the following is a key benefit of containerization?
 - (a) Increased fuel consumption
 - (b) Increased labor cost
 - (c) Faster cargo handling and reduced theft
 - (d) Less cargo security

2. Which type of ship is used for carrying perishable goods?
 - (a) Bulk carrier
 - (b) Ro-Ro vessel
 - (c) Container ship
 - (d) Reefer ship

3. Which equipment is commonly used in port for lifting containers?
 - (a) Gantry cranes
 - (b) Forklifts
 - (c) Belt conveyors
 - (d) Tractors

4. What is the purpose of the marketing and sales function in liner shipping?
 - (a) To secure spare parts
 - (b) To manage port traffic
 - (c) To promote and sell shipping services
 - (d) To inspect cargo

5. What is the primary objective of containerization in global trade?
 - (a) Reduce shipping costs by avoiding customs
 - (b) Enhance passenger experience
 - (c) Eliminate the need for ships
 - (d) Streamline cargo handling and inter-modal transportation

6. Which of the following is an independent regulatory body related to maritime trade in the US?
 - (a) IMO
 - (b) TACA
 - (c) FMC
 - (d) ICDS

7. The UK Bills of Lading Act of 1855 was replaced by which Act?
- (a) UK Carriage of Goods by Sea Act 1992
 - (b) UK Maritime Law Act 1985
 - (c) Carriage of Goods by Sea Act 1936
 - (d) Merchant Shipping Act 1995
8. Which of the following is not a type of Bill of Lading?
- (a) Straight Bill of Lading
 - (b) Order Bill of Lading
 - (c) Charter Bill of Lading
 - (d) Clean Bill of Exchange
9. Who are typically referred to as ‘merchants’ in international shipping documents?
- (a) Any party that contracts for carriage, including shippers, consignees, or freight forwarders
 - (b) Importers only
 - (c) Shipowners only
 - (d) Only insurance agents
10. What does the ISPS Code refer to in maritime security?
- (a) Indonesia Ship and Port Facility Security Code
 - (b) India Ship and Port Facility Security Code
 - (c) International Ship and Port Facility Security Code
 - (d) Internal Ship and Port Facility Security Code

Part B

(5 × 5 = 25)

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

11. (a) Discuss the types of containers used in liner shipping.

Or

- (b) Explain the concept of 'Economy of Scale' in liner shipping.

12. (a) Explain the importance of cargo storage and the concept of storage factors in maritime logistics.

Or

- (b) Describe the marketing and sales function in liner operations. How does it contribute to profitability?

13. (a) Write a short note on container consortia, alliances, and independent operators in liner shipping.

Or

- (b) Briefly explain the impact of mergers and takeovers in the container shipping industry.

14. (a) Discuss the three main functions of a Bill of Lading in maritime trade.

Or

- (b) List and briefly explain any two other forms of Bills of Lading besides the standard 'Order' Bill.

15. (a) How are cargo claims processed in case of damage or loss?

Or

- (b) How is the transfer of funds managed between countries in international trade?

Part C

(5 × 8 = 40)

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

16. (a) Describe the main features of liner operations and the role of port organizations in supporting them.

Or

- (b) Discuss the future developments in liner vessel design and technology.

17. (a) Explain the role and responsibilities of different ship officers in cargo and vessel operations.

Or

- (b) Discuss the marketing and sales functions in liner shipping. How do market analysis customer service, and branding affect liner profitability?

18. (a) Briefly explain the development of the liner conference system and its influence on global maritime trade.

Or

- (b) Evaluate the role of container inventory, owning, leasing, and fleet tracking in effective container management.

19. (a) What legal weight do they carry and how do they affect the responsibilities of carriers and shippers?

Or

- (b) Discuss the international conventions that govern the use and legal standing of Bills of Lading.

20. (a) Explain the legal responsibilities of a carrier under international conventions and discuss how marine insurance protects parties in international trade.

Or

- (b) Explain the process of cargo claims in case of loss or damage during shipment. What documents and legal steps are involved?
-

C-8215

Sub. Code

84831

M.B.A. DEGREE EXAMINATION, APRIL 2026

Third Semester

Shipping and Logistics Management

PORT AGENCY

(2023 onwards)

Duration : 3 Hours

Maximum : 75 Marks

Part A

(10 × 1 = 10)

Answer **all** questions.

1. Which type of vessel is designed to carry chemicals?
 - (a) Tankers
 - (b) Bulk carriers
 - (c) Chemical carriers
 - (d) Container ships

2. What is the main purpose of a port state control?
 - (a) To ensure ships pay port fees
 - (b) To regulate the number of ships entering the port
 - (c) To ensure ships adhere to international safety and pollution standards
 - (d) To control the trade of goods

3. What is typically inspected during maritime surveys and inspections?
 - (a) Only the exterior of the ship
 - (b) Only the cargo holds
 - (c) Safety equipment, structural integrity, and operational capability
 - (d) The crew's personal belongings

4. Which certificate is necessary for ensuring public health standards are met aboard a ship?
 - (a) Safety Certificate
 - (b) Maritime Declaration of Health Certificate
 - (c) Load Line Certificate
 - (d) Charter Party Agreement

5. What does 'Demurrage' refer to?
 - (a) A discount given to ship operators.
 - (b) A penalty for delayed operations beyond the agreed terms
 - (c) A reward for efficient operations.
 - (d) Additional charges for extra services.

6. Which term describes the management of shipping documents and facts?
 - (a) Crew Repatriation
 - (b) Operations
 - (c) Statements of Facts & Timesheets
 - (d) Cargo Handling

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

Part B

(5 × 5 = 25)

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

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

Or

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

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

Or

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

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

Or

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

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

Or

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

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

Or

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

Part C

(5 × 8 = 40)

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

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

Or

- (b) Analyze the impact of specialized dry cargo ships in the logistics and distribution of goods.

17. (a) Examine the influence of an Agent upon Charter negotiations.

Or

- (b) Explore the role of a Port Agent in time charter operations.

18. (a) Examine the logistical and ethical considerations of 'Cargo-Shipping' in international trade.

Or

- (b) Assess the importance of 'Crew Repatriation' in the maritime industry.

19. (a) Discuss the environmental challenges associated with modern trade practices.

Or

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

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

Or

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

C-8216

Sub. Code

84832

M.B.A. DEGREE EXAMINATION, APRIL 2026

Third Semester

Shipping and Logistics Management

DRY CARGO CHARTERING

(2023 onwards)

Duration : 3 Hours

Maximum : 75 Marks

Part A

(10 × 1 = 10)

Answer **all** questions.

1. Which document serves as a list of cargo aboard the vessel and forms the basis of the contract for the transport of goods?
 - (a) Bill of Lading
 - (b) Charter Party
 - (c) Cargo Manifest
 - (d) Mate's Receipt

2. In dry cargo chartering, what does the abbreviation 'SWL' stand for?
 - (a) Standard Weight Limit
 - (b) Safe Working Load
 - (c) Ship's Weight Load
 - (d) Stowage Width Limit

3. Which of the following is a common type of charter party used in dry cargo shipping?
 - (a) Time Charter
 - (b) Voyage Charter
 - (c) Bareboat Charter
 - (d) All of the above

4. What is the term for the time allowed for loading and unloading cargo without incurring additional charges?
(a) Demurrage (b) Laytime
(c) Dispatch (d) Freight
5. If a vessel exceeds the agreed laytime, what is the compensation paid to the ship owner called?
(a) Demurrage (b) Dispatch
(c) Freight (d) Ballast Bonus
6. Which term refers to the payment made by the charterer to the shipowner for the use of the vessel?
(a) Demurrage (b) Freight
(c) Laytime (d) Charter Hire
7. In a voyage charter, who is responsible for the operational costs such as fuel and port charges?
(a) Ship owner (b) Charterer
(c) Broker (d) Shipper
8. What does the term 'FIOS' stand for in chartering contracts?
(a) Free In and Out Stowed
(b) Freight Including Overboard Stowage
(c) Free In and Out Secured
(d) Freight Insurance and Other Surcharges
9. Which document is issued by the master of the ship acknowledging receipt of cargo?
(a) Bill of Lading (b) Mate's Receipt
(c) Cargo Manifest (d) Charter Party
10. Which of the following is a type of dry cargo charter?
(a) Time charter (b) Voyage charter
(c) Bareboat charter (d) All of the above

Part B

(5 × 5 = 25)

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

11. (a) What is the role of safe working load in dry cargo operations?

Or

- (b) Describe the term plimsoll line and its significance in shipping.

12. (a) What are the key elements of a voyage charter party?

Or

- (b) What is a bareboat charter and how does it differ from other types of charters?

13. (a) Explain the role of the bill of lading in shipping operations.

Or

- (b) Discuss the importance of lay time in charter party agreements.

14. (a) What are the Hague rules and why are significant in maritime law?

Or

- (b) Discuss the importance of seaworthiness in carriage of goods by sea.

15. (a) What are port restrictions and how do they impact shipping operations?

Or

- (b) What is the purpose of maritime arbitration in resolving charter party disputes?

Part C

(5 × 8 = 40)

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

16. (a) Explain the concept of cargo stowage and air craft in dry cargo operations.

Or

- (b) Describe in detail about types of cargoes.

17. (a) Discuss in detail about methods of ship employment.

Or

- (b) Explain the Baltic freight markets role in global trade and its influence on chartering practices.

18. (a) Write in detail about important decisions of all port related delays.

Or

- (b) Discuss the significance of clauses related to lay time and exemptions in charter parties.

19. (a) Explain in detail about types of bill of lading.

Or

- (b) Discuss the implications of the Himalaya clause in maritime contracts especially concerning cargo damage and liability.

20. (a) Explain how trading restrictions and disputes affect dry cargo tramp trades.

Or

- (b) Discuss the role of P & I clubs in providing professional indemnity and resolving cargo claims disputes.

C-8217

Sub. Code

84833

M.B.A. DEGREE EXAMINATION, APRIL 2026

Third Semester

Shipping & Logistics Management

MARKETING MANAGEMENT

(2023 onwards)

Duration : 3 Hours

Maximum : 75 Marks

Part A

(10 × 1 = 10)

Answer **all** questions.

1. Product management do not cover one of the following aspects
 - (a) Product line
 - (b) Product mix
 - (c) Product coordination
 - (d) Product life-cycle

2. Skimming pricing implies
 - (a) Experimental pricing
 - (b) Low pricing
 - (c) High pricing
 - (d) None of the above

3. The first commandment in marketing is _____.
- (a) Know the customer
 - (b) Know the product
 - (c) Know the market
 - (d) Know the price
4. A brand is a means of _____.
- (a) Naming the products
 - (b) Packaging of the products
 - (c) Contents of the products
 - (d) Identifying and differentiating the company's products
5. Skimming pricing is useful for _____.
- (a) Luxury goods
 - (b) Consumption goods
 - (c) Necessities
 - (d) Industrial goods
6. Distribution channel aim at moving products from producer to _____.
- (a) Ultimate consumer
 - (b) Retailers
 - (c) Stocklists
 - (d) Brokers

7. In business situation, personal selling is
- (a) Inside selling
 - (b) Outside selling
 - (c) Both (a) and (b)
 - (d) None of the above
8. Product mix consists of
- (a) 2P
 - (b) 6P
 - (c) 6P
 - (d) None of the above
9. Which of the following is not a modern function of commerce?
- (a) Advertising
 - (b) Production
 - (c) Finance
 - (d) Marketing
10. Marketing research data is gathered by
- (a) Observation
 - (b) In-depth interviews
 - (c) Controlled experiment
 - (d) All of the above

Part B

(5 × 5 = 25)

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

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

Or

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

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

Or

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

13. (a) Write the objectives of distribution.

Or

- (b) Explain the fundamentals of advertising.

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

Or

- (b) What is market programming? Explain.

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

Or

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

Part C

(5 × 8 = 40)

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

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

Or

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

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

Or

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

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

Or

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

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

Or

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

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

Or

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

C-8218

Sub. Code

84834

M.B.A. DEGREE EXAMINATION, APRIL 2026

Third Semester

Shipping & Logistics Management

MANAGEMENT INFORMATION SYSTEMS

(2023 onwards)

Duration : 3 Hours

Maximum : 75 Marks

Part A

(10 × 1 = 10)

Answer **all** questions.

1. Information systems that monitor the elementary activities and transactions of the organization are _____
 - (a) management level system
 - (b) operational level system
 - (c) knowledge level system
 - (d) strategic level system

2. Which system focuses on providing high-level information for strategic planning?
 - (a) MIS
 - (b) DSS
 - (c) ESS
 - (d) TPS

3. System development of cross life-cycle is?
 - (a) prototyping
 - (b) data modeling
 - (c) data flow diagram
 - (d) fact-finding

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

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

Part B

(5 × 5 = 25)

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

11. (a) Explain the functions of Information system

Or

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

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

Or

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

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

Or

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

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

Or

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

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

Or

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

Part C

(5 × 8 = 40)

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

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

Or

- (b) Explain in detail the IS activities.

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

Or

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

18. (a) Write the overview of AI.

Or

- (b) Explain in detail the optimizing analysis.

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

Or

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

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

Or

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

C-8219

Sub. Code

84835

M.B.A. DEGREE EXAMINATION, APRIL 2026

Third Semester

Shipping & Logistics Management

HUMAN RESOURCE MANAGEMENT

(2023 onwards)

Duration : 3 Hours

Maximum : 75 Marks

Part A

(10 × 1 = 10)

Answer **all** questions.

1. Accent of human relation theory is _____
 - (a) Organization-oriented
 - (b) Action-Oriented
 - (c) Hierarchy-Oriented
 - (d) None of the above

2. A Situation where management is unable to provide employment due to non-availability Of work is called _____.
 - (a) Lock out
 - (b) Lay-off
 - (c) Termination
 - (d) Closure

3. Graphical representation of manpower in the organization is known as _____.
- (a) replacement chart
 - (b) placement chart
 - (c) organization structure
 - (d) manpower inventory
4. What is operative function of HRM?
- (a) organizing
 - (b) directing
 - (c) controlling
 - (d) integrating
5. The process of establishing the value of jobs in a job hierarchy, is known as _____.
- (a) Job analysis
 - (b) Job evaluation
 - (c) Job requirement
 - (d) Performance evaluation
6. The sources of recruitment are _____.
- (a) Internal
 - (b) External
 - (c) Both (a) and (b)
 - (d) None of the above

7. The Management of personnel is also called _____.
- (a) Co-ordinating
 - (b) Staffing
 - (c) Controlling
 - (d) None of the above
8. Job Analysis should always be done _____.
- (a) Before recruitment
 - (b) After Recruitment
 - (c) At the time of placement
 - (d) None of the above
9. Incentives given on psychological base are _____.
- (a) financial
 - (b) not financial
 - (c) monetary and not non-monetary
 - (d) none of the above
10. Man cannot live on bread alone, he wants _____.
- (a) better wages
 - (b) due recognition
 - (c) both (a) and (b)
 - (d) none of the above

Part B

(5 × 5 = 25)

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

11. (a) Explain the features of IHRM.

Or

(b) Write the importance of IHRM.

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

Or

(b) Write a short note on recruitment policy.

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

Or

(b) Explain the pitfalls in performance appraisal.

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

Or

(b) Write the advantages of job evaluation.

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

Or

(b) Explain the types of discipline.

Part C

(5 × 8 = 40)

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

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

Or

- (b) Explain the key factors of IHRM.

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

Or

- (b) Write the importance of Recruitment.

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

Or

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

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

Or

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

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

Or

(b) Discuss about the principles of maintaining discipline.

C-8220

Sub. Code

84836

M.B.A. DEGREE EXAMINATION, APRIL 2026

Third Semester

Shipping and Logistics Management

RESEARCH METHODOLOGY

(2023 onwards)

Duration : 3 Hours

Maximum : 75 Marks

Part A

(10 × 1 = 10)

Answer **all** questions.

1. Research is characterized as:
 - (a) A subjective process
 - (b) A systematic process
 - (c) A random process
 - (d) A flexible process

2. The main objective of marketing research is:
 - (a) To increase market competition
 - (b) To gather data and provide actionable insights
 - (c) To promote advertisements
 - (d) To increase profits directly

3. Why is the significance of a study important?
 - (a) It determines the funding for research
 - (b) It justifies the need for the study
 - (c) It summarizes research findings
 - (d) It outlines the methodology

4. Which is a characteristic of a good questionnaire?
 - (a) Long and detailed questions
 - (b) Avoiding sensitive topics
 - (c) Clear and concise questions
 - (d) No use of visuals

5. Sampling error can be minimized by:
 - (a) Increasing the sample size
 - (b) Using non-probability sampling
 - (c) Collecting data twice
 - (d) Avoiding stratification

6. What is the primary purpose of coding in data analysis?
 - (a) To ensure data confidentiality
 - (b) To organize data for analysis
 - (c) To increase sample size
 - (d) To eliminate transcription errors

7. Which type of table classifies data based on two or more characteristics?
- (a) Simple table
 - (b) Frequency table
 - (c) Two-way table
 - (d) Composite table
8. Which of the following is NOT a tool for data collection?
- (a) Questionnaire
 - (b) Interview schedule
 - (c) Tabulation
 - (d) Observation
9. What is the primary objective of report writing?
- (a) To provide entertainment
 - (b) To convey information clearly and concisely
 - (c) To persuade people to buy products
 - (d) To replace verbal communication
10. In which section of a report would you find the objectives of the study?
- (a) Introduction
 - (b) Findings
 - (c) Summary
 - (d) Appendix

Part B

(5 × 5 = 25)

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

11. (a) Describe the steps involved in the marketing research process.

Or

- (b) Explain the importance of research in policy development.

12. (a) Enumerate and explain the characteristics of a good hypothesis.

Or

- (b) Mention five key features of qualitative research and its applications.

13. (a) Discuss the importance of coding and tabulation in data analysis.

Or

- (b) What is the role of pre-testing and editing in ensuring data quality?

14. (a) Explain the significance of editing, coding, and classification in data processing.

Or

- (b) What are the key components of a good data collection tool?

15. (a) List and explain three types of diagrams commonly used in reports.

Or

- (b) What are the essential components of a report? Provide examples of each.

Part C

(5 × 8 = 40)

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

16. (a) Discuss the various types of research and provide examples for each type.

Or

- (b) Explain the different research designs with their advantages and limitations.

17. (a) Discuss the steps involved in conducting a literature review. Highlight common challenges faced by researchers during this process.

Or

- (b) Compare qualitative research with quantitative research. Discuss any three methods used in qualitative research and their applications in the field.

18. (a) Describe the process of data analysis and interpretation.

Or

- (b) How can researchers ensure the reliability and validity of data during the analysis stage?

19. (a) Compare and contrast questionnaires and interview schedules.

Or

- (b) What is data processing, and why is it important? Explain the stages of data processing.

20. (a) Describe the scheme of presentation in report writing and explain its importance.

Or

- (b) Explain the key components of a formal report. Discuss how each component contributes to the overall effectiveness of the report.
-

C-8221

Sub. Code

84841

M.B.A. DEGREE EXAMINATION, APRIL 2026

Fourth Semester

Shipping and Logistics Management

MULTIMODAL TRANSPORTATION ORGANIZATION

(2023 onwards)

Duration : 3 Hours

Maximum : 75 Marks

Part A

(10 × 1 = 10)

Answer **all** questions.

1. What does “multimodal transportation” refer to?
 - (a) Transport using only trucks
 - (b) Transport involving a single mode
 - (c) Transport using two or more modes under a single contract
 - (d) Transport using pipelines only

2. Who is responsible for the entire transportation in multimodal transport?
 - (a) Shipper
 - (b) Consignee
 - (c) Multimodal Transport Operator (MTO)
 - (d) Freight broker

3. Which document is typically issued in multimodal transport?
 - (a) Airway Bill
 - (b) Bill of Lading
 - (c) Multimodal Transport Document (MTD)
 - (d) Truck Consignment Note

4. Which of the following is NOT an advantage of multimodal transportation?
 - (a) Simplified documentation
 - (b) Reduced transit time
 - (c) Higher carbon emissions
 - (d) Better cargo tracking

5. FIATA stands for:
 - (a) Federation of International Automotive and Trucking Agencies
 - (b) International Federation of Freight Forwarders Associations
 - (c) Freight International Agency of Transportation Authorities
 - (d) Federal International Air Transport Association

6. A key feature of multimodal transportation is:
 - (a) Multiple contracts with different carriers
 - (b) Different insurance policies per leg
 - (c) Single contract covering all legs
 - (d) Use of only government carriers

7. What is a primary challenge in multimodal transportation?
- (a) Redundancy of routes
 - (b) Lack of automation
 - (c) Interoperability between different modes
 - (d) Too much manual labor
8. Which INCOTERM supports multimodal transport?
- (a) FOB
 - (b) EXW
 - (c) DDP
 - (d) CIP
9. What role does a Freight Forwarder play in multimodal transport?
- (a) Only drives the truck
 - (b) Manufactures goods
 - (c) Coordinates logistics across modes
 - (d) Owns all vehicles used
10. Liability of the Multimodal Transport Operator is typically:
- (a) Unlimited
 - (b) None
 - (c) Based on a uniform legal regime or specific national laws
 - (d) Paid by shipper

Part B

(5 × 5 = 25)

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

11. (a) Examine the features of multimodal transport system.

Or

- (b) What is a multimodal transport system? Explain its advantages.

12. (a) Describe the components of supply chain management.

Or

- (b) Describe the importance of computer applications in multimodal transportation.

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

Or

- (b) Why shipping containers are in high demand? Explain.

14. (a) What is bill of lading and explain its function?

Or

- (b) Briefly explain CIF incoterms in logistics.

15. (a) Write a note on Air Cargo Rates.

Or

- (b) What is free trade agreement? List out its benefits.

Part C

(5 × 8 = 40)

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

16. (a) Describe the functions of different operators of multi-modal transport and logistics services.

Or

- (b) Describe the intermodal relationships in multimodal transport system.

17. (a) Explain the Corporate structure in Multi-Modal Transport.

Or

- (b) Explain ABC analysis in supply chain inventory management.

18. (a) Explain the Modern Freight and Tarrifs in Transport Pricing.

Or

- (b) Discuss the concept of “freight rate” in transport pricing. How is it determined?

19. (a) Explain the role of the International Maritime Organization (IMO) in regulating multimodal transportation.

Or

- (b) Describe the importance of bill of lading clauses in multi-modal transportation.

20. (a) What is IATA and which is the main function of it in regulating air cargo transport?

Or

- (b) Describe the anti-terrorist and illegal immigrant legislation compliance of ISPS code.
-

C-8222

Sub. Code

84842

M.B.A. DEGREE EXAMINATION, APRIL 2026

Fourth Semester

Shipping and Logistics Management

LEGAL PRINCIPLES IN SHIPPING BUSINESS

(2023 onwards)

Duration : 3 Hours

Maximum : 75 Marks

Part A

(10 × 1 = 10)

Answer **all** questions.

1. Which body is responsible for making statute law in the UK?
 - (a) The Crown
 - (b) The Judiciary
 - (c) Parliament
 - (d) Local Councils

2. Under the doctrine of privity of contract, who can sue to enforce a contract?
 - (a) Anyone who benefits from it
 - (b) Only parties to the contract
 - (c) The public
 - (d) Government authorities

3. Which of the following is a remedy in tort law?
 - (a) Specific performance
 - (b) Rescission
 - (c) Performance guarantee
 - (d) Injunction

4. Shipbrokers earn their commission:
 - (a) Only if the voyage is successful
 - (b) Once the contract is signed
 - (c) Only if the charterer pays
 - (d) After the cargo is discharged

5. A “Non-Vessel Operating Common Carrier” (NVOCC) is:
 - (a) A shipowner without ships
 - (b) A party that issues bills of lading but does not operate vessels
 - (c) A freight forwarder owning ships
 - (d) A terminal operator at the port

6. Which of the following is typically included in a standard charter party form?
 - (a) Lay time and demurrage clauses
 - (b) Port authority instructions
 - (c) Passenger ticket terms
 - (d) Stevedore employment contracts

7. Freight in shipping refers to:
- (a) The goods being transported
 - (b) The container used for shipping
 - (c) The insurance premium
 - (d) The charges paid for the carriage of goods
8. A Mate's Receipt is issued by the:
- (a) Shipowner
 - (b) Port authority
 - (c) The chief officer, after the cargo is loaded
 - (d) Freight forwarder
9. Under the Hague-Visby Rules, the carrier is liable for loss or damage unless he proves:
- (a) That the ship was over-insured
 - (b) That he never signed the contract
 - (c) Due diligence to make the ship seaworthy
 - (d) That the goods were unregistered
10. The Hague-Visby Rules were amended and updated from:
- (a) The Warsaw Convention
 - (b) The Hague Rules 1924
 - (c) The Rotterdam Rules
 - (d) UNCLOS

Part B

(5 × 5 = 25)

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

11. (a) Explain how the limitation of liability is determined under the Maritime Conventions Act 1911.

Or

- (b) Briefly explain how courts determine the validity of exclusion clauses in contracts.

12. (a) Explain the concept of 'duty of care' in the law of tort.

Or

- (b) State any two rights and two duties of an agent towards the principal.

13. (a) Distinguish between a private carrier and a common carrier.

Or

- (b) Describe the key components of a standard charter party agreement.

14. (a) Explain the concept of freight in shipping. What are the different types of freight charges?

Or

- (b) Describe various types of Bilk of Lading (B/L) and differentiate between negotiable and non-negotiable B/Ls.

15. (a) Explain the scope and application of the Hague-Visby Rules in the carriage of goods by sea.

Or

- (b) Describe the circumstances under which the Hamburg Rules apply to a contract of carriage.

Part C

(5 × 8 = 40)

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

16. (a) Explain the essential elements required to form a valid contract under English law.

Or

- (b) Discuss the various remedies available for breach of contract under English law. Under what circumstances are these remedies awarded?

17. (a) Define an agency relationship. Explain how it is created and the legal implications of such a relationship.

Or

- (b) Critically examine the policy considerations that influence the imposition of a duty of care.

18. (a) Explain how charter parties allocate responsibility and risk between the shipowner and the charterer.

Or

- (b) Discuss the legal role and obligations of Non-Vessel Operating Common Carriers (NVOCCs) in the international shipping industry

19. (a) Define maritime lien. How does it differ from other types of liens? Explain its legal significance in protecting a shipowner's interest.

Or

- (b) Explain in detail the nature and functions of a Bill of Lading. How does it act as a receipt, evidence of contract of carriage and a document of title?
20. (a) Examine the application and key provisions of the Hague-Visby Rules under the Carriage of Goods by Sea Act.

Or

- (b) Analyse the key differences in the treatment of carrier obligations under the Hague-Visby Rules and the Hamburg Rules.
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C-8223

Sub. Code

84843

M.B.A. DEGREE EXAMINATION, APRIL 2026

Fourth Semester

Shipping and Logistics Management

OPERATIONS MANAGEMENT

(2023 onwards)

Duration : 3 Hours

Maximum : 75 Marks

Part A

(10 × 1 = 10)

Answer **all** questions.

1. Who is considered the father of scientific management in OM?
 - (a) Henry Ford
 - (b) Frederick W. Taylor
 - (c) Elton Mayo
 - (d) Adam Smith

2. Which of the following is NOT a component of financial management in OM?
 - (a) Capital budgeting
 - (b) Cost analysis
 - (c) Cash flow management
 - (d) Language translation

3. Behavioural approaches to job design focus on:
 - (a) Minimizing labor cost
 - (b) Increasing automation
 - (c) Employee motivation and satisfaction
 - (d) Reducing raw material waste

4. The two main components of work study are:
 - (a) Method study and work measurement
 - (b) Work measurement and ergonomics
 - (c) Job rotation and job enlargement
 - (d) Time study and budgeting

5. The key difference between simple and weighted moving averages is:
 - (a) Type of graph
 - (b) Data source
 - (c) Use of weights
 - (d) Forecast duration

6. Which of the following is an input to aggregate production planning?
 - (a) Advertising budget
 - (b) Production capacity
 - (c) Legal compliance
 - (d) Distribution networks

7. What is the primary purpose of Aggregate Planning?
- (a) To determine employee satisfaction
 - (b) To forecast market trends
 - (c) To match supply and demand while minimizing cost
 - (d) To eliminate bottlenecks in shipping
8. Aggregate planning typically covers a time horizon of :
- (a) 1 day to 1 week
 - (b) 3 to 18 months
 - (c) 2 to 3 years
 - (d) Over 5 years
9. Line balancing aims to:
- (a) Increase material cost
 - (b) Increase buffer stock
 - (c) Reduce worker wages
 - (d) Minimize idle time on the line
10. Which of the following is a detailed scheduling method for a single machine?
- (a) First Come First Serve (FCFS)
 - (b) Shortest Processing Time (SPT)
 - (c) Earliest Due Date (EDD)
 - (d) All of the above

Part B

(5 × 5 = 25)

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

11. (a) Write a short note on the historical development of Operations Management.

Or

- (b) Give a brief explanation of the operations management concepts of costing.

12. (a) Describe the fundamentals of job design.

Or

- (b) List out the objectives and applications of work study.

13. (a) Explain briefly about the demand forecasting for production planning and control.

Or

- (b) Describe in detail how Linear Regression Analysis is applied in Operations Management (OM).

14. (a) Enumerate the benefits of good scheduling.

Or

- (b) Write a short note on the Purpose of aggregate Planning in OM.

15. (a) Explain in detail the scheduling methods for a single machine.

Or

- (b) Briefly explain the Production flow control.

Part C

(5 × 8 = 40)

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

16. (a) State the objectives and principles of (Just-In-Time) JIT & Total Quality Control (TQC).

Or

- (b) Write an essay on the process of financial management and financial analysis.

17. (a) Describe briefly the principles of job design.

Or

- (b) Discuss the productivity evolution and development of work study.

18. (a) Describe the Aggregate Production Planning.

Or

- (b) Discuss and compare Simple Moving Average, Weighted Moving Average, and Exponential Smoothing forecasting methods.

19. (a) How are the different kinds of techniques used for aggregate production planning in OM?

Or

- (b) Describe the dimensions of Aggregation in detail.

20. (a) Describe the Gantt chart briefly.

Or

(b) Give a detailed explanation of each stage in the line balancing procedure.

C-8224

Sub. Code

84844

M.B.A. DEGREE EXAMINATION, APRIL 2026

Fourth Semester

Shipping & Logistics Management

MARINE INSURANCE

(2023 onwards)

Duration : 3 Hours

Maximum : 75 Marks

Part A

(10 × 1 = 10)

Answer **all** questions.

1. The Marine Insurance Act was enacted in the year:
 - (a) 1882
 - (b) 1906
 - (c) 1938
 - (d) 1956

2. Lloyd's of London is best known for:
 - (a) Banking services
 - (b) Maritime trade regulation
 - (c) Insurance underwriting
 - (d) Port operations

3. The principle of insurable interest must exist at the time of:
 - (a) Proposal only
 - (b) Loss only
 - (c) Both proposal and loss
 - (d) Either proposal or loss

4. The Hull insurance provides cover for:
 - (a) The cargo on board
 - (b) The port charges
 - (c) The ship/vessel itself
 - (d) Crew liabilities

5. Which of the following is NOT a statutory exclusion under a marine insurance policy?
 - (a) Wear and tear
 - (b) Inherent vice
 - (c) Perils of the sea
 - (d) Delay in transit

6. Which of the following refers to voluntary sacrifice for the safety of the ship and cargo?
 - (a) Particular Average
 - (b) General Average
 - (c) Salvage
 - (d) Indemnity

7. Subrogation means:
- (a) Shifting the risk to another party
 - (b) Claiming double indemnity
 - (c) The insurer taking legal rights from the insured after compensation
 - (d) Extension of insurance period
8. Open Cover Policy is best suited for:
- (a) One-time voyage
 - (b) Air cargo movement
 - (c) Repeated shipments over time
 - (d) Storage risk
9. Time clauses in marine insurance relate to:
- (a) Duration of voyage
 - (b) Navigation routes
 - (c) Delay penalties
 - (d) Policy period coverage
10. P & I Clubs mainly provide coverage for:
- (a) Cargo theft
 - (b) Hull damage
 - (c) Third-party liabilities
 - (d) Port taxes

Part B

(5 × 5 = 25)

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

11. (a) Describe the role of Lloyd's and P&I Clubs in marine insurance.

Or

- (b) Write a short note on the principle of *insurable interest* with examples.

12. (a) Explain *voyage* and *time* policies. How are they different?

Or

- (b) What is *Particular Average*? State how it is treated in marine insurance.

13. (a) Distinguish between *General Average* and *Salvage*.

Or

- (b) Write a short note on *Subrogation* and *Sue and Labour Clause*.

14. (a) What are *Open Cover* and *Floating Policy*? Mention their uses.

Or

- (b) Explain the *Cancellation Clause* in marine cargo contracts.

15. (a) What are the key clauses found in a standard *Cargo Insurance Policy*?

Or

- (b) Explain the importance of the *General Average Clause* and the *Transit Clause*.

Part C

(5 × 8 = 40)

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

16. (a) Explain the importance of the Marine Insurance Act 1906. Highlight the key features of marine contracts.

Or

- (b) Discuss the international marine insurance market and the functioning of Lloyd's and the Credit System.

17. (a) Discuss the principles of *Warranties* and *Representation* in marine insurance. Explain with suitable examples.

Or

- (b) What do you understand by *Total Loss* in marine insurance? Explain the types and procedure for claims.

18. (a) What is *Measure of Indemnity*? How is it calculated for partial loss of ship, freight and goods?

Or

- (b) Explain *Salvage Charges* and the legal position of *Letter of Subrogation* under the Marine Insurance Act.

19. (a) Explain the contents and coverage of a typical *Certificate of Marine Insurance*.

Or

(b) What are *Long Term Cargo Contracts*? Describe the purpose and structure of *Floating Policies*.

20. (a) What are *lime Clauses* and *Additional Clauses* in marine cargo insurance? Explain their application.

Or

(b) Write detailed notes on:

- (i) General Average Clause
 - (ii) Change of Voyage Clause
 - (iii) Principal Insuring Conditions
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