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COURSE CODE
205633

ONLINE PROGRAMME EXAMINATIONS  
M.B.A. DEGREE EXAMINATION, MAY 2025  
Second Year - Third Semester  
LOGISTIC MANAGEMENT  
MODERN LOGISTICS OPERATIONS  
(CBCS - 2020 onwards)

Time : 2 Hours

Maximum : 75 Marks  
(33 X 1 = 33)

PART - A  
Answer **all** the questions.

1. Logistics grew from the \_\_\_\_ function of supplying troops in the field.
- (a)Air Force

(b)Military

(c)Commerce

(d)Distribution
2. The logistics is derived from the \_\_\_\_ word.
- (a)Greek

(b)Latin

(c)Spanish

(d)American
3. The word ‘Logistikos’ means skilled in \_\_\_\_
- (a)Transportation

(b)Documentation

(c)Calculation

(d)Warehousing
4. The goal of logistics is \_\_\_\_
- (a)To achieve a target level of customer service at lowest possible cost.

(b)To achieve a targeted level of customer service.

(c)Increase in the market share.

(d)All of the above
5. In the product life cycle, the emphasis in marketing mix during introduction stage is \_\_\_\_
- (a)Distribution

(b)Promotion

(c)Price

(d)Cost reduction

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

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11. Which of the following is not a component of 4PL?

- (a)Control Room (Intelligence)
- (c)Information

- (b)Resource Providers
- (d)Recycling

12. Logistics management is an \_\_\_\_\_ part of the business and its success.

- (a)minimal
- (c)unrelated

- (b)integral
- (d)None of the above

13. \_\_\_\_\_ is the provision of service to customers before, during and after a purchase.

- (a)Customer Service
- (c)Purchase management

- (b)Product Management
- (d)None of the above

14. Buying according to the requirements is called \_\_\_\_\_

- (a)Seasonal Buying
- (c)Scheduled Buying

- (b)Hand to mouth buying
- (d)Tender Buying

15. OBO stands for \_\_\_\_\_ carriers

- (a)Ore Bulk Oil
- (c)Over Bulk Order

- (b)On Bulk Order
- (d)Ore Bulk Order

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16. \_\_\_ is not an activity in the generic value chain of logistics.
- (a)Supply chain Management

(b)Human Resource Management

(c)Operations

(d)Marketing & sales
17. VLCC stands for \_\_\_\_\_
- (a)Very large closed container

(b)Very large closed carrier

(c)Very large crude carrier

(d)Very large crude container
18. The document that is used for the MTO is \_\_\_\_\_
- (a)ARE

(b)GR

(c)CTD

(d)Bill of lading
19. Materials Management has an important role in \_\_\_\_\_ management.
- (a)Production

(b)Supply chain

(c)Operations

(d)All of the above
20. \_\_\_ is the capability of manufacturing to produce goods and services.
- (a)Control

(b)Priority

(c)Capacity

(d)Planning

21. JIT stands for \_\_\_\_\_

- (a)Just in Time

(b)Just in Tier

(c)Join in Time

(d)None of the Above

22. LCL stands for \_\_\_\_\_

- (a)Light than Container Load

(b)Less than Container Load

(c)Less than Consumer Load

(d)None of the Above

23. Inbound Logistics is a \_\_\_\_\_ activity of a value chain.

- (a)Support

(b)Primary

(c)Secondary

(d)Final

24. \_\_\_\_\_ is the best option for time sensitive cargo

- (a)Airfreight

(b)Maritime transport

(c)Road transport

(d)None of the above

25. None of the above

- (a)RORO

(b)SD14

(c)Kangaroo ship

(d)None of these

26. \_\_\_\_ advices ship owner on various port details
- (a)Ship agent

(b)Stevedores

(c)Freight forwarder

(d)Captain
27. \_\_\_\_ is a planned space for the storage and handling of goods and material
- (a)Depot

(b)Warehouse

(c)Storage place

(d)Container
28. \_\_\_\_ transportation is used by oil sector companies for mass movement of petroleum products including gases.
- (a)Truck

(b)Pipeline

(c)Rail

(d)Road
29. Multiple carriers during a single journey is known as \_\_\_\_
- (a)Multimodal transportation

(b)Intermodal transportation

(c)Single transportation

(d)Long transportation
30. Maritime transport is under the ministry of \_\_\_\_
- (a)Shipping

(b)Road transport

(c)Water transport

(d)None of these

31. Container vessels were formerly called \_\_\_\_\_

(a) Trucks

(b) Vanships

(c) Ships

(d) None of these

32. Insulated container is an example of \_\_\_\_\_

(a) Steel container

(b) Thermal container

(c) Iron container

(d) Bulk container

33. Container which has base only \_\_\_\_\_

(a) Bulk container

(b) Bulk container

(c) Thermal container

(d) None of these

PART - B

(7 X 6 = 42)

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

34. (a) “Logistics as a enabler of production function” – Discuss.

[OR]

(b) Discuss the term “Logistics as an enabler of Just-in-Time (JIT).

35. (a) Discuss the Scope of Vendor Managed Inventory.

[OR]

(b) Write the importance of logistics as a support function of order fulfillment.

36. (a) How do you classify the logistics as an interface of market forecasting?

[OR]

(b) Write a short note on (i) LCL (ii) FCL

37. (a) Explain the key features of bonded warehousing.

[OR]

(b) Write the types and roles of terminal networks

38. (a) Describe the significance of call centers

[OR]

(b) Explain the importance of 4PL value added services

39. (a) Write the importance of inter and multimodal transport.

[OR]

(b) Explain the GSI system of world-wide supply chain standards system

40. (a) Write the structure and operation of E-Logistics.

[OR]

(b) Explain the importance of automatic identification technologies

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COURSE CODE

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ONLINE PROGRAMME EXAMINATIONS  
M.B.A. DEGREE EXAMINATION, MAY 2025  
Second Year - Third Semester  
M.B.A. (LOGISTICS MANAGEMENT)  
PACKING AND PACKAGING MANAGEMENT  
(CBCS - 2020 onwards)

Time : 2 Hours

Maximum : 75 Marks  
(33 X 1 = 33)

PART - A  
Answer **all** the questions.

1. Which of the following best defines "packing"?
- (a)The process of designing and producing containers for products

(b)The activity of placing products into containers for shipment or storage

(c)The method of marketing products to consumers

(d)The creation of visual graphics for product containers
2. What is a common material used specifically for packing purposes?
- (a)Graphic labels

(b)Styrofoam peanuts

(c)Brand logos

(d)Product descriptions
3. Which of the following symbols might you find in the International Care Labelling Code?
- (a)Recycle symbol

(b)Fragile symbol

(c)Brand logo

(d)Nutritional information
4. Which of the following is a direct impact of using proper care labels on packaging?
- (a)Increased production costs

(b)Improved product safety and reduced returns

(c)Decreased brand recognition

(d)Enhanced visual appeal of the product
5. What is a common method to reduce packing costs without compromising the effectiveness of care labelling?
- (a)Using lower-quality materials

(b)Optimizing the design for efficient space usage

(c)Eliminating care labels

(d)Using larger boxes

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6. Which of the following is an essential requirement for food packaging?

- |                              |   |
|------------------------------|---|
| (a) Must be transparent      | (b) Must provide a high level of moisture barrier |
| (c) Must be brightly colored | (d) Must be made from metal                       |

7. Why is it important for consumer packing to include clear labelling?

- |                                      |   |
|--------------------------------------|---|
| (a) To increase the product's weight | (b) To provide consumers with necessary information about the product |
| (c) To reduce packaging costs        | (d) To make the packaging reusable                                    |

8. What is a common application of medium packaging?

- |   |                                    |
|---|------------------------------------|
| (a) Packaging bulk industrial materials | (b) Wrapping individual candies    |
| (c) Packaging household appliances      | (d) Encasing single-serving snacks |

9. What is the main advantage of small packaging?

- |  |  |
|--|--|
| (a) It is cost-effective for large-scale shipping. | (b) It provides high durability for heavy products.          |
| (c) It is convenient for retail and consumer use.  | (d) It requires less material and offers minimal protection. |

10. Which of the following is an essential feature of food packaging?

- |                              |   |
|------------------------------|---|
| (a) It must be transparent   | (b) It should be tamper-evident and provide a good barrier against external factors |
| (c) It must be made of glass | (d) It should be the smallest size possible   |

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11. Which type of packaging is often used for pharmaceuticals to ensure correct dosages and prevent tampering?
- (a)Blister packs

(b)Shrink wrap

(c)Paper bags

(d)Glass jars
12. What is the main purpose of using desiccants in packaging?
- (a)To add weight to the package

(b)To absorb moisture and prevent damage

(c)To improve the appearance of the package

(d)To provide cushioning
13. What is the primary benefit of using recyclable packaging materials?
- (a)Cost reduction

(b)Improved product durability

(c)Environmental sustainability

(d)Enhanced aesthetic appeal
14. What storage requirement is crucial for pharmaceutical products?
- (a)High humidity

(b)Exposure to sunlight

(c)Temperature control

(d)Low ventilation
15. Which of the following packaging materials is most suitable for maintaining the freshness of fruits and vegetables?
- (a)Glass jars

(b)Plastic wrap with perforations

(c)Aluminium foil

(d)wooden boxes

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16. What type of packaging is commonly used for liquid biological products like milk or juice to prevent spoilage?

- (a)Plastic bags

(b)Tetra Pak cartons

(c)Wooden crates

(d)Metal cans

17. Which type of biological product typically requires vacuum packaging to extend its shelf life?

- (a)Fresh fruits

(b)Dried beans

(c)Cheese

(d)Frozen vegetable

18. Which of the following is a primary goal of sustainable packaging?

- (a)Increase packaging costs

(b)Reduce environmental impact

(c)Improve product aesthetics

(d)Extend shelf life\

19. What does the term "biodegradable packaging" refer to?

- (a)Packaging that can be reused indefinitely

(b)Packaging that decomposes naturally in the environment

(c)Packaging that is cheaper to produce

(d)Packaging that does not require recycling

20. What is the most environmentally friendly packaging material?

- (a)Single-use plastic

(b)Styrofoam

(c)Recycled paper

(d)Non-recyclable metal

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21. Which of the following metals is most commonly used for manufacturing beverage cans?
- (a)Iron

(b)Aluminium

(c)Copper

(d)Tin
22. What is the process called when a protective layer is applied inside metal cans to prevent corrosion?
- (a)Annealing

(b)Coating

(c)Laminating

(d)Electroplating
23. Which type of metal packaging is most suitable for preserving the flavour and quality of carbonated beverages?
- (a)Tinplate cans

(b)Glass jars

(c)Aluminium cans

(d)Plastic bottles
24. Which of the following is a key advantage of using paper-based packaging materials?
- (a)High durability

(b)Biodegradability and recyclability

(c)Water resistance

(d)Heavy weight
25. What is one of the primary benefits of using paperboard for packaging?
- (a)It is waterproof

(b)It is highly flexible and can be moulded into any shape

(c)It is cost-effective and easily printable

(d)It is heavier than most other packaging materials

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26. How does a time-temperature indicator (TTI) help in packaging management?
- (a)It provides information on the weight of the package

(b)It monitors and records the temperature history of the product

(c)It enhances the aesthetic appeal of the package

(d)It measures the humidity inside the package
27. Which of the following is a primary factor influencing the cost of packaging?
- (a)Product colour

(b)Material type

(c)Retail location

(d)Brand name
28. How can a company reduce packaging costs without compromising product safety?
- (a)Use lower-quality materials

(b)Increase the size of the packaging

(c)Optimize packaging design for material efficiency

(d)Eliminate all protective layers
29. Which of the following must be clearly labelled on food packaging to comply with consumer protection laws?
- (a)Company logo size

(b)Nutritional information and ingredients

(c)Packaging design details

(d)Suggested retail price
30. Which type of packaging machinery is commonly used to wrap products in plastic film?
- (a)Labelling machines

(b)Blister packing machines

(c)Shrink wrapping machines

(d)Cartooning machines

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31. How does effective graphic design on packaging influence consumer behaviour?

- (a) It increases the weight of the package (b) It reduces production costs  
(c) It attracts consumer attention and communicates brand value (d) It makes the packaging more difficult to open

32. Why is it important to consider plastic welding techniques in the design of plastic packaging?

- (a) To reduce the visual appeal of the packaging (b) To ensure strong and leak-proof seals  
(c) To increase the weight of the packaging (d) To complicate the recycling process

33. Which type of plastic welding technique is commonly used for joining plastic components in packaging?

- (a) Arc welding (b) Ultrasonic welding  
(c) Gas welding (d) Resistance welding

#### PART - B

(7 X 6 = 42)

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

34. (a) What do you mean by packaging and its functions.

[OR]

(b) Explain the content protection of packing for products.

35. (a) What are the requirements of consumer packing?

[OR]

(b) What are the merits and demerits of symbols and labels in packages?

36. (a) Explain precautions adhere the FMCG products packaging.

[OR]

(b) Explain the hurdles meet during the transport and storage of goods.

37. (a) Explain sustainable packaging for marketing in an organisation.

[OR]

(b) Write notes on : (a) Material / Metals made can (b) Bottle (c) Jar (d) Box

38. (a) Explain very important materials used for health environment packaging.

[OR]

(b) How avoid the harmful packing materials while packaging products

39. (a) Describe packaging and value engineering

[OR]

(b) Distinguish eco-friendly packaging and regular packaging for exports

40. (a) How useful for technology trends in packaging industry.

[OR]

(b) Discuss logistics automation launching in packaging

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**ONLINE PROGRAMME EXAMINATIONS**  
**M.B.A DEGREE EXAMINATION, MAY 2025**  
**Second Year - Third Semester**  
**M.B.A. (LOGISTICS MANAGENENT)**  
**RAIL–ROAD-LOGISTICS**  
**(CBCS - 2020 onwards)**

Time : 2 Hours

Maximum : 75 Marks

PART - A

(33 X 1 = 33)

Answer **all** the questions.

1. Which of the following is NOT a mode of transportation in logistics?  

(a) Air	(b) Rail
(c) Sea	(d) Storage
2. What is a key benefit of using rail transport in logistics?  

(a) Highest speed for long distances	(b) Door-to-door delivery
(c) Suitable for heavy and bulk goods	(d) Lowest initial investment
3. How might blockchain technology influence future out-bound logistics?  

(a) It will make logistics processes more opaque	(b) It will eliminate the need for transportation altogether
(c) It will enhance transparency and traceability in the supply chain	(d) It will reduce the importance of delivery times
4. What is a key advantage of integrating rail-road logistics in the future of in-bound logistics?  

(a) Increased delivery times	(b) Higher transportation costs
(c) Improved flexibility and reliability	(d) Limited geographical coverage
5. What future development is likely to impact both in-bound and out-bound logistics?  

(a) Decline in e-commerce	(b) Advances in green logistics and sustainability
(c) Decreased emphasis on customer satisfaction	(d) Reduction in global trade

6. What is a key advantage of integrating rail and road logistics systems?
- (a)Higher costs  
(c)Increased environmental impact
- (b)Improved flexibility and intermodal connectivity  
(d)Limited transportation options
7. Which factor is crucial for the future development of sustainable railway logistics?
- (a)Increased use of diesel locomotives  
(c)Reduced focus on environmental regulations
- (b)Investment in electrification and renewable energy sources  
(d)Maintaining outdated infrastructure
8. What role will big data analytics play in the future of railway logistics?
- (a)Increase manual data processing  
(c)Optimize route planning and demand forecasting
- (b)Reduce efficiency in logistics operations  
(d)Eliminate the need for human decision-making
9. What facility is being developed to enhance intermodal connectivity in rail logistics in India?
- (a)Standalone rail stations  
(c)Smaller cargo terminals
- (b)Integrated logistics parks  
(d)Traditional warehouses
10. Which scheme aims to provide end-to-end logistics solutions by integrating railways with road transport in India?
- (a)Bharat Net  
(c)Sagar Rail
- (b)Sagarmala  
(d)Bharatmala Pariyojana

11. What is the primary goal of the "Roll-On Roll-Off (RoRo)" service in Indian rail logistics?
- (a) To transport passengers
  - (b) To enable the transportation of loaded trucks on railway wagons
  - (c) To reduce rail freight charges
  - (d) To enhance urban rail connectivity
12. What is the role of "freight class" in determining rail cargo rates?
- (a) It determines the speed of the train
  - (b) It categorizes cargo based on value and handling requirements
  - (c) It sets the maximum weight limits for cargo
  - (d) It determines passenger seating arrangements
13. Which factor can lead to discounted freight rates in railway logistics?
- (a) Low volume shipments
  - (b) Short distance travel
  - (c) Long-term contracts or bulk shipping agreements
  - (d) Transporting during peak seasons
14. What economic principle is applied when adjusting freight rates based on the supply and demand of rail services?
- (a) Law of diminishing returns
  - (b) Economies of scale
  - (c) Supply and demand equilibrium
  - (d) Fixed cost principle
15. How does real-time tracking technology benefit the distribution process from a rail head?
- (a) It increases manual data entry
  - (b) It provides accurate delivery estimates and enhances visibility across the supply chain
  - (c) It reduces the need for logistics
  - (d) It delays the distribution process

16. Which of the following is a critical factor in the efficient distribution of goods from rail heads?
- (a) Number of passenger trains
  - (b) Proximity to major highways and distribution centers
  - (c) Availability of in-transit entertainment
  - (d) Size of the rail head
17. What is the purpose of a logistics information system at a rail head?
- (a) To entertain workers
  - (b) To manage and optimize the flow of goods, track shipments, and coordinate between rail and road transport
  - (c) To provide weather updates
  - (d) To increase the complexity of logistics operations
18. How can companies benefit from effective reverse logistics?
- (a) Increased product waste
  - (b) Higher transportation costs
  - (c) Improved sustainability and cost savings
  - (d) Reduced customer satisfaction
19. Which security concern is most relevant when outsourcing fleets for rail-road logistics?
- (a) Data security in fleet management systems
  - (b) Physical security of the cargo
  - (c) Security of the outsourced company's assets
  - (d) Cybersecurity of the logistics company
20. What dynamic aspect is crucial in the management of outsourced fleets?
- (a) Static scheduling
  - (b) Real-time tracking and monitoring
  - (c) Fixed routes
  - (d) Predictable fuel costs

21. Which of the following is a potential disadvantage of outsourcing fleets?
- (a)Enhanced technology integration
  - (b)Lower maintenance costs
  - (c)Dependency on third-party providers
  - (d)Increased flexibility in fleet size
22. How can technology improve the cost efficiency of outsourcing fleets?
- (a)By reducing the number of vehicles needed
  - (b)By optimizing routes and fuel consumption
  - (c)By increasing driver wages
  - (d)By prolonging delivery times
23. What is the primary concept of coordination in rail-road logistics?
- (a)Reducing the number of vehicles on the road
  - (b)Synchronizing activities across different transportation modes
  - (c)Increasing the speed of individual vehicles
  - (d)Minimizing the use of rail transport
24. Why is coordination among different segments in rail-road logistics necessary?
- (a)To increase the number of stops during transportation
  - (b)To ensure seamless and efficient transfer of goods
  - (c)To reduce the number of employees required
  - (d)To limit the use of technology in logistics
25. Which area of coordination is crucial for managing rail-road logistics effectively?
- (a)Vehicle design
  - (b)Inventory management
  - (c)Scheduling and routing
  - (d)Marketing strategies

26. In rail-road logistics, which segment needs the most coordination with others to ensure efficiency?
- (a)Marketing and sales
  - (b)Human resources
  - (c)Warehousing and distribution
  - (d)Product design
27. What is the main benefit of using real-time data in coordinating logistics for energy products?
- (a)Increased transportation time
  - (b)Enhanced ability to respond to price changes
  - (c)Reduced need for communication
  - (d)Lowered technology costs
28. Which technology is most important for facilitating coordination in the logistics of energy products?
- (a)Blockchain for transaction security
  - (b)Virtual reality for training drivers
  - (c)Social media for customer engagement
  - (d)Cloud-based supply chain management systems
29. What role does collaboration play in the logistics of energy products?
- (a)It reduces the importance of cost management
  - (b)It complicates the scheduling of deliveries
  - (c)It enhances the ability to share information and resources
  - (d)It increases the dependency on a single partner
30. Which technology can help in reducing the environmental impact of road cargo movement?
- (a)Manual tracking systems
  - (b)Advanced telematics and GPS
  - (c)Paper-based logs
  - (d)Analog radios

31. What is a potential benefit of better coordination among truckers' bodies in logistics?
- (a) Increased delivery times (b) Improved fuel efficiency  
(c) Reduced vehicle maintenance (d) Higher transportation costs
32. Which environmental regulation is most likely to impact road cargo movement in the near future?
- (a) Restrictions on vehicle sizes (b) Limits on the number of trucks per company  
(c) Stricter emissions standards (d) Higher driver licensing fees
33. What role do truckers' bodies play in the promotion of sustainable logistics practices?
- (a) Advocating for reduced transportation speeds (b) Lobbying for better infrastructure and facilities  
(c) Decreasing the number of logistical routes (d) Increasing the weight limits for trucks

PART - B

(7 X 6 = 42)

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

34. (a) What are the utility created by transportation in logistics?
- [OR]
- (b) What are the advantages of logistics transportation?
35. (a) Explain the segmentation of cargo and distance ranges.
- [OR]
- (b) Railway in cargo movement in India – Command.
36. (a) Explain the level of freight and cargo elasticity in railways
- [OR]
- (b) What are the rail-sidings for bulk users in rail logistics transportation?.
37. (a) How friendly and innovation in road ways to make it logistics in rail?
- [OR]
- (b) Write the different cargo and distance ranges segments.
38. (a) Railways in cargo movement in India – Justify.
- [OR]
- (b) How calculate the level of freight and road cargo elasticity?
39. (a) Demonstrate the road infrastructure and logistics issues.
- [OR]
- (b) What are the security and dynamics in rail transportation logistics?

40. (a) Explain energy product prices and logistics in relation to coordination segments.

[OR]

(b) Discuss role of Truckers' bodies in road cargo movement.

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**ONLINE PROGRAMME EXAMINATIONS**  
**M.B.A. DEGREE EXAMINATION, MAY 2025**  
**Second Year - Fourth Semester**  
**LOGISTIC MANAGEMENT**  
**WAREHOUSING MANAGEMENT**  
**(CBCS - 2020 onwards)**

Time : 2 Hours

Maximum : 75 Marks

PART - A

(33 X 1 = 33)

Answer **all** the questions.

1. Concept is similar to the concept of unitization and has the similar objective of space reduction
  - (a)Logistical Packaging
  - (b)Cube Minimization
  - (c)Building block
  - (d)Palletizing
2. The major decision areas in supply chain management are
  - (a)location, production, distribution, inventory
  - (b)planning,production,distribution,inventory
  - (c)location,production,scheduling,inventory
  - (d)location,production,distribution,marketing
3. is concerned with a firm's ability to satisfy customer's requirement in timely manner.
  - (a)Minimum Inventory
  - (b)Price stabilization
  - (c)Quality
  - (d)Rapid Responses
4. Buying according to the requirements is called \_\_\_\_\_
  - (a)Seasonal Buying
  - (b)Scheduled Buying
  - (c)Tender Buying
  - (d)Hand to mouth buying
5. Special purpose material handling equipment are used in \_\_\_\_\_
  - (a)Line layout
  - (b)Process layout
  - (c)In-land layout
  - (d)Warehousing

6. The system should be designed after analyzing the needs for the organization.

(a) Warehousing

(b) Logistics

(c) Material handling

(d) Distribution

7. EOQ is that order quantity which result in total inventory cost.

(a) Maximum

(b) Minimum

(c) Carrying

(d) Average

8. Re-order level depends upon two factors, lead time and \_\_\_\_\_

(a) Inventory

(b) Warehouse

(c) Procurement

(d) Safety stock

9. \_\_\_\_\_ is developed to identify marketing and financial objectives of the firm.

(a) LIS

(b) Strategy

(c) Plan

(d) Information System

10. \_\_\_\_\_ are used for vertical movement of materials, generally from one floor to another.

(a) Conveyor belts

(b) Cranes

(c) Elevators

(d) Towlines

11. The primary advantage of fixed slot locations in a warehouse is \_\_\_\_
- (a)Increased space utilization (b)Better materials handling  
(c)Knowledge of where specific products are located (d)Improved employee morale
12. As one builds higher, building costs \_\_\_\_ while warehousing equipment costs tend to \_\_\_\_
- (a)Increase; decrease (b)Increase ; increase  
(c)Decrease; decrease (d)Decrease; increase
13. Which of the following is not a tradeoff in warehousing design?
- (a)Two-dock versus single-dock layout (b)Build up versus build out  
(c)Order picking versus order taking functions (d)All are tradeoffs
14. Which of the following is not a benefit associated with paperless warehousing?
- (a)Low cost (b)Reduced clerical work  
(c)Decreased picking and shipping errors (d)Improved order picking efficiency
15. It is possible for paperless warehousing facilities to have payback periods of approximately \_\_\_\_ months.
- (a)6 (b)12  
(c)18 (d)24

16. Recent estimates suggest that only approximately \_\_\_\_ of a facility's cubic capacity is actually occupied by product.
- (a)55% (b)40%  
(c)25% (d)10%
17. \_\_\_\_ tend to be the standard workhorse in many warehousing facilities.
- (a)Forklifts (b)Pallet jacks  
(c)Dock carts (d)Conveyor systems
18. Which of the following is false?
- (a)Warehouse can be strenuous and physically demanding (b)The use of racks may improve space utilization by allowing for narrower aisles  
(c)Goods can be moved by a combination of manual, mechanized and automated methods. (d)Warehouse workers tend to be easily motivated.
19. Software packages that control the movement and storage of materials within an organization refer to \_\_\_\_ systems.
- (a)Enterprise resource planning (b)Materials requirement planning  
(c)Warehouse management (d)Inventory management
20. The most frequent injuries among warehousing personnel involve:
- (a)Feet (b)The torso  
(c)Hands (d)Back and shoulder

21. \_\_\_\_ regulations deal with many aspects of warehousing safety.

- (a) Osha
- (b) FDA
- (c) FTC
- (d) WSA

22. What is dunnage?

- (a) A type of packaging material that is placed inside of boxes
- (b) A slang term for a particular type of ocean liner
- (c) Additional transportation fees that are charged to small shippers.
- (d) Material that is used to block and brace products inside carrier equipment

23. Which of the following is not of the four questions associated with effective management of hazardous material storage?

- (a) What material is being stored
- (b) Why is it being stored
- (c) What is the material's source
- (d) Where is it being stored

24. It is estimated that the theft and pilferage of products stored in warehousing facilities causes losses in the range of \_\_\_\_ to \_\_\_\_ times the products' value.

- (a) Five; six
- (b) Four; five
- (c) Three; four
- (d) Two; three

25. Which of the following is not an inventory?

- (a) Machines
- (b) Raw material
- (c) Finished products
- (d) Consumable tools

26. 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

27. 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.

28. buffer stock is the level of stock \_\_\_\_

- (a)half of the actual stock
- (b)at which the ordering process should start
- (c)minimum stock level below which actual stock should not fall
- (d)maximum stock in inventory

29. 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 the above.

30. 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

31. Re-ordering level is calculated as \_\_\_\_\_

- (a) Maximum consumption rate x maximum re-order period      (b) Minimum consumption rate x minimum re-order period  
(c) Maximum consumption rate x minimum re-order period      (d) Minimum consumption rate x maximum re-order period

32. Average stock level can be calculated as \_\_\_\_\_

- (a) Minimum stock level +  $\frac{1}{2}$  of re-order level      (b) Maximum stock level +  $\frac{1}{2}$  of re-order level  
(c) Minimum stock level +  $\frac{1}{3}$  of re-order level      (d) Maximum stock level +  $\frac{1}{3}$  of re-order level

33. The order cost per order of an inventory is Rs 400 with an annual carrying cost of Rs 10 per unit. The Economic order (EOQ) for an annual demand of 2000 units is

- (a) 400      (b) 440  
(c) 480      (d) 500

PART - B

(7 X 6 = 42)

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

34. (a) Write the importance of logistics support for Inward transportation.

[OR]

(b) Discuss about the guarding and recording.

35. (a) Discuss about the utility and advantages of warehouses.

[OR]

(b) Explain the benefits of bonded warehouses.

36. (a) Write a short note on Warehouses providing value added services.

[OR]

(b) Explain the characteristics of ideal warehouses.

37. (a) Discuss on managing the material or products turns in warehouse (FIFO/LIFO).

[OR]

(b) Explain the need of material handling equipment and systems.

38. (a) Explain in detail the importance of Industrial safety equipment.

[OR]

(b) Write a short note on Industrial Storage cabinets.

39. (a) Discuss about the stock levels under conditions of certainty.

[OR]

(b) Explain the methods of inventory issue pricing.

40. (a) Discuss about the importance of Bar code and RFID.

[OR]

(b) Write a Short note on (i) Storage type (ii) Storage Section (iii) Storage Bin.

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**N-1858**

**COURSE CODE**

**205642**

**ONLINE PROGRAMME EXAMINATIONS**  
**M.B.A. (L.M.) DEGREE EXAMINATION, MAY 2025**  
**Second Year - Fourth Semester**  
**M.B.A. (L.M.)**  
**MARITIME LOGISTICS AND DOCUMENTATION**  
**(CBCS - 2020 onwards)**

Time : 2 Hours

Maximum : 75 Marks

**PART - A**

(33 X 1 = 33)

Answer **all** the questions.

1. The port that handles mainly coal traffic is

(a)Kandla.

(b)Cochin.

(c)New Mangalore

(d)Tuticorin.

2. The port which was formerly called Nhava Sheva is

(a)New Mangalore.

(b)Marmugao.

(c)JNPT.

(d)Vizhag.

3. The head quarter of shipping corporation of India is located at

(a)Chennai.

(b)Mumbai.

(c)Delhi.

(d)Kolkata.

4. FIB stands for

(a)Freight In Board.

(b)Freight Index Bureau.

(c)Freight Investigation Bureau.

(d)Freight In Bound.

5. The container vessels were formerly called

(a)Vessels.

(b)Trucks.

(c)Vanships.

(d)Ships.

**N-1858**

6. GRP is a classification of container by
- (a)Raw material.
  - (b)Size.
  - (c)Use.
  - (d)Cargo.
7. The container that has its base only is
- (a)Bulk container.
  - (b)Flat container.
  - (c)Garment container.
  - (d)Special container.
8. The location of ICD and CFS is regulated by
- (a)The ministry of commerce.
  - (b)The ministry of shipping.
  - (c)The central government.
  - (d)The state government.
9. The term used for carriage of goods when points of origin and destination are both within the sovereignty of UK is
- (a)ULD.
  - (b)Classification rate.
  - (c)Valuation charge.
  - (d)Cabotage.
10. The place in a harbour with gates through which water may be let in and out is
- (a)Berth.
  - (b)Dock.
  - (c)Board.
  - (d)Wharf.

11. A specific place for a ship in harbour is called

(a) Berth.

(b) Dock.

(c) Board.

(d) Wharf.

12. The cargo manifested but not loaded is referred to as

(a) Short landed.

(b) Short shipped.

(c) Short of exchange.

(d) Short load.

13. The ship being chartered for a specific voyage between places is

(a) Time charter.

(b) Voyage charter.

(c) Demise charter.

(d) Tanker charter.

14. The New York based American Tanker rate scale was set up in

(a) 1962.

(b) 1956.

(c) 1969.

(d) 1971.

15. The cost of fuel, lubricating oil and accessories included in freight charges is

(a) Fixed cost.

(b) Semi-fixed cost.

(c) Variable cost.

(d) Semi-variable cost.

16. The freight amount that is paid before the delivery of goods is

- |             |          |
|-------------|----------|
| (a)Lumpsum. | (b)Dead. |
| (c)Advance. | (d)Back. |

17. The ship owner is entitled to claim \_\_\_\_\_ freight for unoccupied space.

- |             |          |
|-------------|----------|
| (a)Lumpsum. | (b)Dead. |
| (c)Advance. | (d)Back. |

18. The freight for the goods that compress on voyage and expand on expand on unloading is charged on

- |                     |                       |
|---------------------|-----------------------|
| (a)Value.           | (b)Compressed nature. |
| (c)Expanded nature. | (d)Weight.            |

19. If the lien for freight is not discharged within \_\_\_\_\_ days, the wharfinger may sell the goods by public auction.

- |             |              |
|-------------|--------------|
| (a)30 days. | (b)45 days.  |
| (c)90 days. | (d)120 days. |

20. The delivery of a damaged product has

- |                              |                             |
|------------------------------|-----------------------------|
| (a)An increase in its value. | (b)A decrease in its value. |
| (c)No change in its value.   | (d)Better demand.           |

21. Unreliability of vendors leads to

- |                             |                          |
|-----------------------------|--------------------------|
| (a) Production uncertainty. | (b) Process uncertainty. |
| (c) Demand uncertainty.     | (d) Supply uncertainty.  |

22. The number of stages that the goods and services flow through

- |  |                                    |
|--|------------------------------------|
| (a) Add to the complexity of SCM.          | (b) Relaxes the complexity of SCM. |
| (c) Brings no change in complexity of SCM. | (d) Ensures better quality.        |

23. The incoterm providing or least responsibility to seller is

- |          |          |
|----------|----------|
| (a) EXW. | (b) DDP. |
| (c) FOB. | (d) CIF. |

24. The group of incoterms under which the seller's responsibility is to obtain freight paid transport document for the main carriage is

- |              |              |
|--------------|--------------|
| (a) E terms. | (b) C terms. |
| (c) D terms. | (d) F terms. |

25. The logistics strategic analysis \_\_\_\_\_

- |  |   |
|--|---|
| (a) reflects the capability of the management to think beyond the current way. | (b) reflects the extent of use of logistical component for competitive advantage. |
| (c) ensures effective implementation of logistics strategy.                    | (d) deals with managing change.   |

26. The shipping route that lies between Western Europe, Eastern Canada and the United States is
- (a)The North Atlantic route.
  - (b)The Mediterranean – Red Sea -Indian Ocean route.
  - (c)The Cape route.
  - (d)The South Atlantic route.
27. The route connecting Western Europe, Africa and Australia is
- (a)The Cape route.
  - (b)The South Atlantic route.
  - (c)The Panama route.
  - (d)The North Pacific route.
28. An advantage of a channel of distribution over selling direct to consumers is that each channel member plays a \_\_\_\_\_ in the channel.
- (a)time-saving part.
  - (b)disciplinary role.
  - (c)specialized role.
  - (d)informational role.
29. Historically, conventional channels have lacked the leadership to \_\_\_\_\_.
- (a)assign member roles and manage conflict.
  - (b)attain efficiency and assign member roles.
  - (c)set standard pricing and promotions.
  - (d)set standard pricing and packaging.
30. Cost efficiency is determined by which of the following drivers?
- (a)Supply Costs, Experience, Product/Process Design and Economies of Scale.
  - (b)Supply Costs & Economies of Scale.
  - (c)Product/Process Design and Economies of Scale.
  - (d)Experience.

31. Freight to pay bill of lading is acceptable if

- (a) The contract term is CIF.
- (c) The contract term is FOB.

- (b) The contract term is CFR.
- (d) Goods are carried by a foreign vessel.

32. When goods are sent to an agent of an exporter in the importing country, the method of payment adopted is

- (a) Open account.
- (c) Consignment sale.

- (b) Letter of credit.
- (d) Document against acceptance.

33. The best form of method of payment for an importer would be

- (a) Advance remittance.
- (c) Documents against payment.

- (b) Letter of credit.
- (d) Open account.

PART - B

(7 X 6 = 42)

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

34. (a) Write the importance of global sea routes and the trade volume.

[OR]

(b) Write the characteristics of shipping transport.

35. (a) Describe the role of the overseas Agent.

[OR]

(b) Compare the conference system Vs competitive system.

36. (a) Discuss the freight structure and practice.

[OR]

(b) "IMO as a policeman". Discuss the role, scope, responsibilities of IMO.

37. (a) Write down the procedure for loading and unloading in warehouse.

[OR]

(b) Discuss about Institute cargo clauses in detail.

38. (a) Write export related documents required for air and sea transportation.

[OR]

(b) Discuss the factors influencing one-stop for total logistics solutions.

39. (a) Explain the exclusive economic zone in India and its importance in the present Scenario.

[OR]

(b) Write the importance of standardized pre-shipment export documents.

40. (a) Discuss in detail the corporation in export credit Insurance.

[OR]

(b) Write the procedure for availing credit insurance and necessary documents.

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**ONLINE PROGRAMME EXAMINATIONS**  
**M.B.A. DEGREE EXAMINATION, MAY 2025**  
**Second Year - Fourth Semester**  
**LOGISTICS MANAGEMENT**  
**AIR CARGO LOGISTICS**  
**(CBCS - 2020 onwards)**

Time : 2 Hours

Maximum : 75 Marks

PART - A

(33 X 1 = 33)

Answer **all** the questions.

1. How does air transportation contribute to conquering time and space in logistics?  

(a)Slows down delivery	(b)Expands delivery locations
(c)Reduces delivery speed	(d)Limits delivery options
2. What is the primary purpose of route scheduling in air logistics?  

(a)Maximizing travel time	(b)Minimizing fuel costs
(c)Ensuring random destinations	(d)Optimizing efficiency and timeliness
3. In the context of logistics, what does air transportation face competition with?  

(a)Water transportation only	(b)Land transportation only
(c)Rail transportation only	(d)Other modes like land and sea transportation
4. Which type of cargo is typically handled by Oversized Freight services?  

(a)Small packages	(b)Lightweight items
(c)Large and bulky items	(d)Perishable goods
5. Which type of cargo required special attention in handling due to its sensitivity to temperature?  

(a)Live animals	(b)Dangerous goods
(c)Perishables	(d)Human remains

6. What do airline scores reflect in air cargo logistics?
- (a)Cargo mishandling incidents (b)Efficient cargo handling performance  
(c)Ignoring safety measures (d)Maximizing cargo weight
7. What document is issued by the government and grants permission for exporting certain goods?
- (a)Commercial Invoice (b)Export License  
(c)Certificate of Origin (d)Bill of Lading
8. What does MAWB stand for in air cargo documentation?
- (a)Mandatory Air Waybill (b)Master Air Waybill  
(c)Maximum Allowable Weight Bill (d)Mandatory Approval Waybill
9. What document is required for customs clearance upon the arrival of goods at a destination port?
- (a)Shipping Bill (b)Electronic Data Interchange  
(c)Bill of Entry (d)Air Waybill
10. What weight is used to calculate air cargo freight charges when it exceeds the actual weight of the shipment?
- (a)Actual weight (b)Volume weight  
(c)Chargeable weight (d)Dimensional weight

11. What feature is crucial when considering major air-cargo crafts for transportation?
- (a) Cargo colour (b) Weather conditions  
(c) Actual weight capacity (d) Random cargo placement
12. What does the Air Freight Forwarders Association primarily focus on in air-cargo logistics?
- (a) Cargo warehousing (b) Ignoring compliance with destination laws  
(c) Facilitating communication between forwarders (d) Random cargo placement.
13. What role does the Airport Authority of India play in air cargo logistics?
- (a) Cargo warehousing (b) Weather forecasting  
(c) Facilitating smooth airport operations (d) Ignoring compliance with destination laws
14. Which feature is a common attribute of air cargo-ways in logistics?
- (a) Slow transit time (b) Limited security measures  
(c) Large carrying capacity (d) Quick transit time
15. What is the current share of airways in cargo movement in India?
- (a) 10% (b) 25%  
(c) 50% (d) 75%

16. Which convention covers the movement of dangerous goods by air on a global scale?
- (a)Local Goods Movement Pact (b)Air Safety Regulations  
(c)International Civil Aviation Organization (ICAO) (d)Global Cargo Security Accord
17. What does air cargo consolidation involve in logistics?
- (a)Separating cargo for individual flights (b)Combining multiple shipments into a single consignment  
(c)Random distribution of cargo (d)Ignoring cargo weight limits
18. What does pooling at airports involve in logistics
- (a)Isolating cargo shipments (b)Centralized storage of cargo  
(c)Distributing cargo to random destinations (d)No consolidation of shipments
19. What distinguishes international services from National services in logistics?
- (a)Same delivery times (b)Different delivery times  
(c)Similar shipping costs (d)Limited-service coverage
20. What is the primary focus of Economy 2-5 Days Later services?
- (a)Quick delivery within a day (b)Cost-effective rates  
(c)Handling oversized freight (d)International and national shipping

21. What is the primary purpose of Unit Load Devices in air cargo logistics?
- (a) Maximize loading flexibility
  - (b) Ignore weight restrictions
  - (c) Increase cargo handling time
  - (d) Decrease loading efficiency
22. What is a critical aspect of mail acceptance procedures in air cargo logistics?
- (a) Random acceptance of mails
  - (b) Efficient screening of dangerous items
  - (c) Overloading the cargo holds with mails
  - (d) Ignoring diplomatic categories
23. What document provides a detailed account of the goods being shipped, including their value?
- (a) Certificate of Origin
  - (b) Shipper's Export Declaration
  - (c) Commercial Invoice
  - (d) Export Packing List
24. What does an inspection certification on an Air Waybill confirm?
- (a) Cargo mishandling incidents
  - (b) Random cargo placement
  - (c) Efficient screening for dangerous items
  - (d) Cargo conformity with the description
25. What is the primary purpose of airline booking procedures in air cargo logistics?
- (a) Maximize cargo weight
  - (b) Efficiently manage cargo bookings
  - (c) Ignore weight restrictions
  - (d) Delay cargo handling

26. How is volume weight calculated in air cargo logistics?

- (a)Length X Width X Height / 1000
- (c)Random formula

- (b)Actual weight + Chargeable weight
- (d)Weather conditions X Cargo colour

27. What does “Charges Collect” (CC) signify in air cargo logistics?

- (a)Prepaid shipments
- (c)Random cargo placement

- (b)Payment after delivery
- (d)Weather conditions

28. What service does domestic and door-to-door delivery involve in air-cargo logistics?

- (a)Cargo warehousing
- (c)Delivering goods within a country

- (b)Random cargo placement
- (d)Ignoring compliance with destination laws

29. How are the IATA areas defined in air cargo logistics?

- (a)Random cargo placement
- (c)Geographical regions for air transportation purposes

- (b)Weather conditions
- (d)Ignoring compliance with destination laws

30. Why is time calculation crucial in air cargo logistics, especially regarding the OAG Air Cargo Guide?

- (a)Weather forecasting
- (c)Efficient scheduling and planning of air cargo operations

- (b)Cargo warehousing
- (d)Ignoring compliance with destination laws

31. What do the “Freedoms of the Air” refer to in the context of international air transportation?

- (a) Weather forecasting
- (b) Cargo warehousing
- (c) The rights of an airline to enter and land in foreign countries
- (d) Random cargo placement

32. What does the airline prefix represent in air-cargo logistics?

- (a) Cargo warehousing
- (b) Random cargo placement
- (c) A code indicating the airline’s identity
- (d) Weather forecasting

33. Why is customs clearance important in air-cargo transportation?

- (a) Weather conditions
- (b) Facilitates smooth passage through customs
- (c) Random cargo placement
- (d) Ignoring compliance with destination laws

PART - B

(7 X 6 = 42)

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

34. (a) What are the factors influencing the growth in Air logistics?

[OR]

(b) Discuss the govt schemes related to the Air cargo in India.

35. (a) Discuss the process and techniques of Route scheduling.

[OR]

(b) What are the steps involved in distribution of cargo in the Airports?

36. (a) Explain the range of Air cargo services

[OR]

(b) Discuss Air cargo loading procedures?

37. (a) Differentiate among the A, B and C categories in diplomatic Mail.

[OR]

(b) Explain features and process to get import licence.

38. (a) Explain the different types of Airway Bills.

[OR]

(b) Describe how SITA enables communication in Air transportation.

39. (a) Give an account of the determinants of Tariff.

[OR]

(b) Discuss about Cargo insurance and claims

40. (a) Explain the major functions of IATA.

[OR]

(b) Discuss the role of warehousing agents.





**ONLINE PROGRAMME EXAMINATIONS**  
**M.B.A. DEGREE EXAMINATION, MAY 2025**  
**Second Year - Fourth Semester**  
**LOGISTICS MANAGEMENT**  
**GROWTH MANAGEMENT**  
**(CBCS - 2020 onwards)**

Time : 2 Hours

Maximum : 75 Marks

PART - A

(33 X 1 = 33)

Answer **all** the questions.

1. TQM focuses on

- (a) employees
- (c) both a and b

- (b) customers
- (d) none of these

2. Which Japanese term refers to continuous improvement

- (a) kaizen
- (c) seri

- (b) kanban
- (d) seito

3. A joint venture can be defined as \_\_\_\_\_

- (a) Two firms collaborate together on a specific project.
- (c) Two firms merge together.

- (b) One firm licenses its intellectual property to another firm.
- (d) Two firms come together to form a third, legally separate firm.

4. The basic activities of strategic management include \_\_\_\_\_

- (a) offense, defense and control
- (c) development, control and management

- (b) situation analysis, strategy formulation, implementation and evaluation.
- (d) ethics, management and practice

5. Growth management is the

- (a) ability to have a dynamic approach to business growth.
- (c) ability to have an resistance growth in management.

- (b) ability to have a instant approach to management growth.
- (d) None of the above

6. Growth strategies are \_\_\_\_\_

- (a) Market penetration, Market development, Product development, Diversification  
(b) market research, market flow, product cycle  
(c) market penetration, market strategy, market cycle  
(d) All of the above

7. The SIX-S process are \_\_\_\_\_

- (a) sinews, strategy  
(b) staging, synchronizing  
(c) securing, sustenance  
(d) All of the above

8. SWOT stands for

- (a) Strengths, Weaknesses, Opportunities, and Thrust  
(b) Strengths, Weaknesses, Opportunities, and Threats  
(c) Strengths, Weaknesses, Opportunities, and Time  
(d) None of the above

9. Who invented the Ansoff model?

- (a) R. Igor Ansoff  
(b) K. Ansoff  
(c) H. Igor Ansoff  
(d) None of the above

10. McKinsey 7S model is a tool that analyzes firm's organizational design \_\_\_\_\_

- (a) strategy, structure, systems, shared values  
(b) style, staff, skills  
(c) Shared values, skills, staff  
(d) Both A and B

11. What is Porter's generic competitive strategies?

- (a) cost leadership, differentiation and formula
- (c) cost leadership, differentiation, and focus

- (b) Cost analysis, differentiation and firm
- (d) All the above

12. Firm infrastructure is \_\_\_\_\_ in the generic value of logistics

- (a) a support activity.
- (c) not an activity.

- (b) a primary activity.
- (d) the only activity.

13. The logistical objective that ensures a proper balance between total logistics cost and a desired level of customer service performance is

- (a) right response.
- (c) right cost trade off.

- (b) right quality.
- (d) right information.

14. An appropriate strategy to achieve timely, accurate, paperless information flow is:

- (a) integrates this activity into all supply chain planning.
- (c) revision of organization processes supported by information systems.

- (b) efficient store assortments.
- (d) efficient replacement.

15. Ethics is a system of \_\_\_\_\_ Principles

- (a) moral
- (c) value

- (b) guiding
- (d) None of the above

16. \_\_\_\_\_ means a process of stimulating people to action to accomplish desired goals

- (a) motivation
- (c) communication

- (b) leadership
- (d) None of the above

17. \_\_\_\_\_ is the process of inducting an employee into social setup of work.

- (a) placement
- (c) absorption

- (b) induction
- (d) None of these

18. \_\_\_\_\_ is the act of increasing the knowledge and skills of an employee for doing a job.

- (a) training
- (c) placement

- (b) induction
- (d) orientation

19. The corporate governance structure of a company reflects the individual companies

- (a) Cultural and economic system
- (c) social and regulatory system

- (b) legal and business system
- (d) All of the above

20. In \_\_\_\_\_ style of leadership a manager centralizes decision making power himself

- (a) autocratic
- (c) free rein

- (b) participative
- (d) None of the above

21. \_\_\_\_\_ is considered as the primary function of management?
- (a)organizing (b)planning  
(c)staffing (d)controlling
22. Operational guides to action is known as \_\_\_\_
- (a)policies (b)procedures  
(c)plan (d)none of these
23. \_\_\_\_\_ approach of management heavily concentrates on people aspect of management.
- (a)Human relations (b)system  
(c)empirical (d)management science
24. Every \_\_\_\_\_ is important for an organization
- (a)strategies (b)level  
(c)objectives (d)policies
25. \_\_\_\_\_ is the next step of planning.
- (a)coordination (b)organizing  
(c)directing (d)staffing

26. An organization try to change the product as per the needs of the \_\_\_\_

- |              |            |
|--------------|------------|
| (a)employees | (b)society |
| (c)executive | (d)labours |

27. planning premises provide \_\_\_\_ for planning and action

- |            |              |
|------------|--------------|
| (a)way     | (b)framework |
| (c)correct | (d)effective |

28. In strategic thinking, how long is the long, approximately?

- |                      |                      |
|----------------------|----------------------|
| (a)1 month to 1 year | (b)2 to 3 years      |
| (c)3 to 5 years      | (d)more than 5 years |

29. Appeals and representations are used in \_\_\_\_\_ communication.

- |               |              |
|---------------|--------------|
| (a)horizontal | (b)downward  |
| (c)upward     | (d)grapevine |

30. Which type of organization is permanent and stable?

- |                             |                           |
|-----------------------------|---------------------------|
| (a)formal organization      | (b)informal organization  |
| (c)business or organization | (d)strategic organization |

31. The selection of best alternative from many alternatives is known as \_\_\_\_

- (a) Selection
- (b) Decision-making
- (c) Organizing
- (d) Budgeting

32. \_\_\_\_\_ is type of external recruitment

- (a) transfer
- (b) employment agencies
- (c) Promotion
- (d) reemployment

33. Assessment centres are helpful to organization to assess \_\_\_\_ and other skills

- (a) Psychological
- (b) speaking
- (c) appearance
- (d) None of the above

PART - B

(7 X 6 = 42)

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

34. (a) Write the 'SIX-S' in detail.

[OR]

(b) Identify the growth opportunities in Sinews.

35. (a) Write the improvement strategies of synergy and value chain-based growth.

[OR]

(b) Explain the McKinsey 7s framework in detail.

36. (a) Discuss the Porter's generic competitive strategies in detail.

[OR]

(b) What are the strategies for staffing? Explain any one with suitable instance.

37. (a) What are the key factors of employee development plans?

[OR]

(b) Compare vertical and horizontal growth.

38. (a) Discuss the Greiner's model of crises induced growth.

[OR]

(b) Write the importance of high growth road map.

39. (a) Discuss the benefits of product and brand domain.

[OR]

(b) Enumerate the check list for securing profitability.

40. (a) Explain the significance of kaizen and radical innovation.

[OR]

(b) How organizational growth can be monitored? Explain the metrics involved.

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