



**TAMIL NADU OPEN UNIVERSITY**

**Chennai - 15**

**School of Management Studies**

**ASSIGNMENT**

**Shipping And Logistics**

Programme Code No :

Programme Name :M.B.A

Course Code & Name:MSP-10 /MANAGEMENT FUNCTIONS AND BEHAVIOUR

Batch : AY 2018-19

No.of Assignment : 1

Maximum Marks : 100

Weightage : 25%

**Part – A (4 x 10= 40 Marks)**

**Answer the following in 200 words each. Each questions carries 10 marks.**

1. Write a note on systems approach to management.
2. What is planning?
3. Define staffing.
4. Define motivation.

**Part – B (2 x 30 = 60 Marks)**

**Answer any two of the questions given below in 1000 words each.**

1. What are the major findings of Hawthorne Experiments? Discuss their utility to a practicing manager.
2. List and briefly describe the functions of management.
3. Explain the various steps taken in the selection procedure



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**Shipping And Logistics**

Programme Code No :

Programme Name :M.B.A

Course Code & Name:MSP-10 /MANAGEMENT FUNCTIONS AND BEHAVIOUR

Batch : AY 2018-19

No.of Assignment : 2

Maximum Marks : 100

Weightage : 25%

**Part – A (4 x 10= 40 Marks)**

**Answer the following in 200 words each. Each questions carries 10 marks.**

1. Define managerial skills. Why these are needed? and explain various managerial skills.
2. Discuss the importance of forecasting as an element of planning.
3. Describe some of the inherited characteristics of behaviour. Do you believe that these characteristics can be changed or modified? Give reasons.
4. What is the relationship between perception and attribution?

**Part – B (2 x 30 = 60 Marks)**

**Answer any two of the questions given below in 1000 words each.**

1. Explain in detail the ERG theory of motivation. How does it significantly differ from Maslow's model of motivation?
2. Differentiate between formal groups and informal groups. Are the informal groups in any way in conflict with the formal groups? If so, give reasons for your judgment.
3. Explain in detail the various types of communication networks. Which of these is more effective and why?



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**ASSIGNMENT**

**Shipping And Logistics**

Programme Code No :

Programme Name :M.B.A

Course Code & Name:MSP-12 FINANCIAL AND MANAGEMENT ACCOUNTING

Batch : AY 2018-19

No.of Assignment : 1

Maximum Marks : 100

Weightage : 25%

**Part – A (4 x 10= 40 Marks)**

**Answer the following in 200 words each. Each questions carries 10 marks.**

1. Distinguish Double Entry System and Single.
2. What do you understand by Funds and funds flow? How do you analyze the flow of funds?
3. In the concept of marginal costing what do you mean by key factor?
1. How are budgets useful for the business?

**Part – B (2 x 30 = 60 Marks)**

**Answer any two of the questions given below in 1000 words each.**

1. How does Management Accounting help to achieve the desired efficiency?
2. In what ways Budgeting helps us to control the activities of a business unit
3. How Management Accounting differs from that of Cost Accounting?



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**Shipping And Logistics**

Programme Code No :

Programme Name :M.B.A

Course Code & Name:MSP-12 FINANCIAL AND MANAGEMENT ACCOUNTING

Batch : AY 2018-19

No.of Assignment : 2

Maximum Marks : 100

Weightage : 25%

**Part – A (4 x 10= 40 Marks)**

**Answer the following in 200 words each. Each questions carries 10 marks.**

1. What are the types of financial statement analysis?
2. State the uses and limitations of Funds flow statement.
3. From the following information calculate break even point in value.

Fixed cost Rs. 5,00,000

Variable cost Rs. 10 per unit

Selling price Rs. 15 per unit.

4. Calculate material variance of product 'A' from the following data :

Standard      10 kg              Rs.4 per kg

Actual                      12 kg              Rs.4.5 per kg

**Part – B (2 x 30 = 60 Marks)**

**Answer any two of the questions given below in 1000 words each.**

1. From the following data calculate  
(a) Current assets (b) Current liabilities (c) Stock

Current ratio 2.5: 1

Liquid ratio 1.5: 1

Working capital Rs. 90,000

2. The sales and profit during two years were as follows.

Year	Sales (Rs.)	Profit (Rs.)
2001	1,50,000	20,000
2002	1,70,000	25,000

You are required calculate

- (a) P.V. ratio
  - (b) Fixed cost
  - (c) Break even sales
  - (d) The sales required to earn a profit of Rs. 40,000
  - (e) The profit made when sales are Rs. 2,50,000
3. Write short note on the following:
- (a) Errors of commission
  - (b) Zero Base Budgeting (ZBB)
  - (c) Responsibility centres
  - (d) Margin of Safety (MOS)



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**Shipping And Logistics**

Programme Code No :

Programme Name :M.B.A

Course Code & Name:MSP 13-QUANTITATIVE TECHNIQUES

Batch : AY 2018-19

No.of Assignment : 1

Maximum Marks : 100

Weightage : 25%

**Part – A (4 x 10= 40 Marks)**

**Answer the following in 200 words each. Each questions carries 10 marks.**

1. What do you mean by set theory?
2. Write a note on break even analysis.
3. Explain the types of correlation.
4. Define probability.

**Part – B (2 x 30 = 60 Marks)**

**Answer any two of the questions given below in 1000 words each.**

1. What are the objectives and advantages of tabulation?
2. Explain the classical economic order quantity.
3. Calculate the co-efficient of correlation between X and Y from the following

data :

X :	1	3	5	8	9	10
Y :	3	4	8	10	12	11



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Programme Code No :

Programme Name :M.B.A

Course Code & Name:MSP 13-QUANTITATIVE TECHNIQUES

Batch : AY 2018-19

No.of Assignment : 2

Maximum Marks : 100

Weightage : 25%

**Part – A (4 x 10= 40 Marks)**

**Answer the following in 200 words each. Each questions carries 10 marks.**

1. What are the significances of EOQ?
2. From the following information calculate Arithmetic Mean :  
12, 25, 34, 48, 20, 18, 33, 52, 62, 16
3. Define Probability and state its rules.
4. What are the various methods of finding trend in Time series Analysis?

**Part – B (2 x 30 = 60 Marks)**

**Answer any two of the questions given below in 1000 words each.**

1. Compute Coefficient of Correlation for the following data through Karl Pearson's method.

x	25	35	45	52	20	33	40	30
y	20	15	10	14	23	18	22	30
2. Discuss the properties and applications of Poisson and Normal distribution.
3. Calculate Trend values from the following data using least square method

Year	2003	2004	2005	2006	2007	2008	2009
Sales ('000)	300	700	600	800	900	700	1000



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**Shipping And Logistics**

Programme Code No :

Programme Name :M.B.A

Course Code & Name:MSP 14 -MANAGEMENT INFORMATION SYSTEM

Batch : AY 2018-19

No.of Assignment : 1

Maximum Marks : 100

Weightage : 25%

**Part – A (4 x 10= 40 Marks)**

**Answer the following in 200 words each. Each questions carries 10 marks.**

1. Define Management Information System.
2. What is information technology?
3. What is expert system?
4. What do you mean by E-mail?

**Part – B (2 x 30 = 60 Marks)**

**Answer any two of the questions given below in 1000 words each.**

1. What is the importance of knowledge of Information System to the end users?
2. Explain the role of computers in Management Information System.
3. How Do Management Information System differ from Decision Support system?





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**Shipping And Logistics**

Programme Code No :

Programme Name :M.B.A

Course Code & Name: MSP 14 -MANAGEMENT INFORMATION SYSTEM

Batch : AY 2018-19

No.of Assignment : 2

Maximum Marks : 100

Weightage : 25%

**Part – A (4 x 10= 40 Marks)**

**Answer the following in 200 words each. Each questions carries 10 marks.**

1. Define Database Management System.
2. What is the main purpose of decision support system?
3. What are the types of feasibility study in system development?
4. What are the advantages of firewall?

**Part – B (2 x 30 = 60 Marks)**

**Answer any two of the questions given below in 1000 words each.**

1. Discuss the application of MIS in marketing function.
2. Explain waterfall model of system development.
3. How is the Internet challenging the protection of Individual privacy?



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Programme Code No :

Programme Name : M.B.A

Course Code & Name: MSP 15 -MARKETING MANAGEMENT

Batch : AY 2018-19

No.of Assignment : 1

Maximum Marks : 100

Weightage : 25%

**Part – A (4 x 10= 40 Marks)**

**Answer the following in 200 words each. Each questions carries 10 marks.**

1. What is marketing?
2. What do you mean by marketing research?
3. Define branding.
4. What are the activities in sales force management?

**Part – B (2 x 30 = 60 Marks)**

**Answer any two of the questions given below in 1000 words each.**

1. What are the bases of market segmentation? Explain them.
2. Briefly explain the determinants of consumer behaviour.
3. Briefly explain the different pricing methods.



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**Shipping And Logistics**

Programme Code No :  
Programme Name :M.B.A  
Course Code & Name:MSP 15 -MARKETING MANAGEMENT  
Batch : AY 2018-19  
No.of Assignment : 2  
Maximum Marks : 100  
Weightage : 25%

**Part – A (4 x 10= 40 Marks)**

**Answer the following in 200 words each. Each questions carries 10 marks.**

1. What are the determinants of consumer behaviour?
2. Why packaging plays a vital role in Branding?
3. What are the attributes of a good advertisement?
4. Define Relationship marketing.

**Part – B (2 x 30 = 60 Marks)**

**Answer any two of the questions given below in 1000 words each.**

1. What are the drawbacks of distribution system in India?
2. Evaluate the importance of marketing research. Is it gaining importance in India?
3. How will you make use of social media like Facebook and Twitter to ramp up your marketing activities?



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**Shipping And Logistics**

Programme Code No :

Programme Name :M.B.A

Course Code & Name:MSP 17- HUMAN RESOURCE MANAGEMENT

Batch : AY 2018-19

No.of Assignment : 1

Maximum Marks : 100

Weightage : 25%

**Part – A (4 x 10= 40 Marks)**

**Answer the following in 200 words each. Each question carries 10 marks.**

1. Discuss the concept of human resource management.
2. What is job analysis? Discuss its main uses.
3. Write a note on sensitivity training.
4. Explain the term 'Performance appraisal'.

**Part – B (2 x 30 = 60 Marks)**

**Answer any two of the questions given below in 1000 words each.**

1. Describe the functions of HRM department.
2. Discuss the process of human resource planning with suitable illustrations.
3. Explain the various steps taken in the selection procedure.



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Programme Code No :

Programme Name :M.B.A

Course Code & Name:MSP 17- HUMAN RESOURCE MANAGEMENT

Batch : AY 2018-19

No.of Assignment : 2

Maximum Marks : 100

Weightage : 25%

**Part – A (4 x 10= 40 Marks)**

**Answer the following in 200 words each. Each questions carries 10 marks.**

1. State the importance of HR planning.
2. Give the usual format of an application blank.
3. Write a note on Apprenticeship training.
4. What are the components of executive Compensation

**Part – B (2 x 30 = 60 Marks)**

**Answer any two of the questions given below in 1000 words each.**

1. Discuss the factors responsible for the growing importance of QWL.
2. Explain the problems faced by the trade union movement in India. Suggest remedies.
3. What are the guidelines that should be followed to make collective bargaining a success?



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Programme Code No :

Programme Name :M.B.A

Course Code & Name:MSP 19 RESEARCH METHODS

Batch : AY 2018-19

No.of Assignment : 1

Maximum Marks : 100

Weightage : 25%

**Part – A (4 x 10= 40 Marks)**

**Answer the following in 200 words each. Each questions carries 10 marks.**

1. What are the types of research?
2. What do you mean by research hypothesis?
3. Differentiate between a schedule and a questionnaire.
4. What are the rules to be followed for coding?

**Part – B (2 x 30 = 60 Marks)**

**Answer any two of the questions given below in 1000 words each.**

1. What are the major steps involved in preparing a research design?
2. Discuss the various types of sampling methods used in social investigation work.
3. Point out the main differences between primary and secondary data.



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**Shipping And Logistics**

Programme Code No :

Programme Name :M.B.A

Course Code & Name: MSP 19 RESEARCH METHODS

Batch : AY 2018-19

No.of Assignment : 2

Maximum Marks : 100

Weightage : 25%

**Part – A (4 x 10= 40 Marks)**

**Answer the following in 200 words each. Each questions carries 10 marks.**

1. What is meant by formulation of a research problem? What does it involve?
2. Differentiate between probability sampling and non-probability sampling.
3. Explain the important stages in data analysis. Give two examples.
4. Why is a 'Review of Literature' included in a research report? What is its purpose?

**Part – B (2 x 30 = 60 Marks)**

**Answer any two of the questions given below in 1000 words each.**

1. What is the importance of hypothesis testing in validating your findings?
2. What are the characteristics of a research report? What functions does it perform?
3. Why is the selection of a problem for research difficult? What does the nature of problem to be selected depend on in academic research?



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**Shipping And Logistics**

Programme Code No :

Programme Name :M.B.A

Course Code & Name:MSPL 100 OVERVIEW OF MARITIME BUSINESS

Batch : AY 2018-19

No.of Assignment : 1

Maximum Marks : 100

Weightage : 25%

**Part – A (4 x 10= 40 Marks)**

**Answer the following in 200 words each. Each question carries 10 marks.**

1. Explain the terms DWT, GRT, NRT and its usage in Cargo loading.
2. Explain Latitude and Longitude and how it helps to locate the points on earth.
3. Briefly explain the concept of 'Conferences' in liner business.
4. Explain the benefits of Inland Water Transportation with special reference to India.

**Part – B (2 x 30 = 60 Marks)**

**Answer any two of the questions given below in 1000 words each.**

1. Describe the interdependence of sea transport and international trade.
2. What are 'Classification Societies'? What are the roles played by these societies and IACS?
3. How far tramp shipping is different from Liner shipping?





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**Shipping And Logistics**

Programme Code No :

Programme Name :M.B.A

Course Code & Name:MSPL 100 OVERVIEW OF MARITIME BUSINESS

Batch : AY 2018-19

No.of Assignment : 2

Maximum Marks : 100

Weightage : 25%

**Part – A (4 x 10= 40 Marks)**

**Answer the following in 200 words each. Each question carries 10 marks.**

1. Write a brief note on 'Seasons'. What is the importance of that to the shipping industry?
2. Explain the role of shipping as a stimulant of international trade
3. What are the components of 'Freight Rates'? How it is being calculated at Liner Trade?
4. What is 'Outsourcing' of logistics

**Part – B (2 x 30 = 60 Marks)**

**Answer any two of the questions given below in 1000 words each.**

1. Bring out the salient features of dry bulk shipping business and the forces of freight market.
2. Discuss 'The Hague' and 'Hague Visby Rules'. What is the contribution of this rule towards uniform legal infrastructure in the shipping world?
3. List out the importance of Supply Chain Management. What objectives are foreseen when planning a SCM strategy?



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Programme Code No :

Programme Name :M.B.A

Course Code & Name:MSPL 100 OVERVIEW OF MARITIME BUSINESS

Batch : AY 2018-19

No.of Assignment : 3

Maximum Marks : 100

Weightage : 25%

**Part – A (4 x 10= 40 Marks)**

**Answer the following in 200 words each. Each question carries 10 marks.**

1. What is the importance of 'Load Lines' (Plimsoll Mark)?
2. Define NVOCC's. What are its objectives?
3. Briefly explain the Dry Bulk Cargoes and ships.
4. Analyse the need and emergence of 'Multimodalism'.

**Part – B (2 x 30 = 60 Marks)**

**Answer any two of the questions given below in 1000 words each.**

1. Explain the role of International Maritime Organization (IMO). Analyse the important conventions recommended by IMO on shipping.
2. Explain the various types of liner operators.
3. What is 'Voyage Estimation'? Discuss the features of 'Dry Bulk Cargoes' and the relative market structure of the trade.



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Programme Code No :

Programme Name :M.B.A

Course Code & Name:MSPL 101 MARITIME ECONOMICS

Batch : AY 2018-19

No.of Assignment : 1

Maximum Marks : 100

Weightage : 25%

**Part – A (4 x 10= 40 Marks)**

**Answer the following in 200 words each. Each question carries 10 marks.**

1. Explain the nature of Managerial economics.
2. What are the four Economic Markets?
3. What is 'Conference Shipping Market'?
4. Discuss the substitution effect and the income effect in the demand of shipping services.

**Part – B (2 x 30 = 60 Marks)**

**Answer any two of the questions given below in 1000 words each.**

1. Explain the components of Balance of Payments. Detail the various methods to correct the Balance of Payments.
2. Discuss the functions of foreign exchange market, and its types. Explain the causes for the fluctuations in exchange rate.
3. Give a brief account of cost analysis in shipping elaborating the various classifications of costs.



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Programme Code No :

Programme Name :M.B.A

Course Code & Name:MSPL 101 MARITIME ECONOMICS

Batch : AY 2018-19

No.of Assignment : 2

Maximum Marks : 100

Weightage : 25%

**Part – A (4 x 10= 40 Marks)**

**Answer the following in 200 words each. Each question carries 10 marks.**

1. Define Trade Cycles and explain the four phases of trade cycles.
2. Briefly explain the Shipping Cycle and the various stages in shipping market cycle.
3. Enumerate the reasons for increasing demand for shipping industries and services.
4. Explain the freight determination under oligopoly market.

**Part – B (2 x 30 = 60 Marks)**

**Answer any two of the questions given below in 1000 words each.**

1. Explain the Freight Rate Elasticity and different types of elasticity.
2. Explain the concept of disequilibrium in balance of payment and detail the causes and measures.
3. Detail the concept of Liner Shipping Industry, its functions to provide the cost effective logistics services.



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**Shipping And Logistics**

Programme Code No :

Programme Name :M.B.A

Course Code & Name:MSPL 101 MARITIME ECONOMICS

Batch : AY 2018-19

No.of Assignment : 3

Maximum Marks : 100

Weightage : 25%

**Part – A (4 x 10= 40 Marks)**

**Answer the following in 200 words each. Each question carries 10 marks.**

1. What are Macro Economic Markets? Explain the four different Macro economic markets.
2. Discuss the substitution effect and the income effect in the demand of shipping services.
3. What do you mean by 'Price discrimination'? Explain its types.
4. Explain the concept of 'Contribution' and give formulas for calculating BEP.

**Part – B (2 x 30 = 60 Marks)**

**Answer any two of the questions given below in 1000 words each.**

1. Explain demand for shipping. What are the factors involved in determining the demand for shipping?
2. Explain the importance of Maritime Forecasting, principles and techniques.
3. Explain in detail the Liner shipping industry and its functions. Explain the features of 'Conference' model.



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**Shipping And Logistics**

Programme Code No :

Programme Name :M.B.A

Course Code & Name:MSPL 102 PORTS AND TERMINALS MANAGEMENT

Batch : AY 2018-19

No.of Assignment : 1

Maximum Marks : 100

Weightage : 25%

**Part – A (4 x 10= 40 Marks)**

**Answer the following in 200 words each. Each question carries 10 marks.**

1. Bring out the differentiating features of government ports and private ports.
2. Detail general logistics services and general value added services.
3. What is the importance of identifying stakeholder's interests in a port project and explain the categories of stakeholders.
4. What is 'Environmental Impact Assessment' for a port development project?

**Part – B (2 x 30 = 60 Marks)**

**Answer any two of the questions given below in 1000 words each.**

1. Discuss the features of 'Communication mix' for promoting port services.
2. Enumerate the features of Dock Safety.
3. Explain the need for Port security. Do you think the present ISPS Code can able to provide the security?



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Programme Code No :

Programme Name :M.B.A

Course Code & Name:MSPL 102 PORTS AND TERMINALS MANAGEMENT

Batch : AY 2018-19

No.of Assignment : 2

Maximum Marks : 100

Weightage : 25%

**Part – A (4 x 10= 40 Marks)**

**Answer the following in 200 words each. Each question carries 10 marks.**

1. Explain the classification of Ports depending on owner's responsibilities.
2. Detail the various I.T. Systems followed for safe navigation in Port.
3. What do you understand by the term 'Greenfield Port Development'?
4. Enumerate the guidelines for handling of dangerous goods.

**Part – B (2 x 30 = 60 Marks)**

**Answer any two of the questions given below in 1000 words each.**

1. Discuss in detail the factors contradicting for changing role of ports.
2. Discuss the types of marine services provided by ports.
3. What are the various types of terminals? Explain the types of ownership and operations.