

M.B.A. (M.M.) (Sem.-2) Examination
 Marine Insurance and Risk Management
 (MI & RM)

Time : 2-30 Hours]

May 2019

[Max. Marks : 70

1. What is **Risk Management**? Explain the **Importance & Significance of Risk Management in Maritime Business** considering **High Risk, High Value, Complexity & Security issues**.
2. Narrate in details the "**Risks associated in Handling**" for the following types of Cargos & also suggest **Risk Management steps for each one:-**
 - > **Ro-Ro Cargo**
 - > **Pharmaceutical Cargo**
 - > **Project Cargo**

- OR -
2. Explain in details the "**Risks associated in Storage**" for the following types of Cargos & also suggest **Loss Minimization steps for each one:-**
 - > **Refrigerated Cargo**
 - > **Liquid Chemical Cargo**
 - > **Containerized cargo**
3. Elaborate "**Risk Management Process**" at any one **Sea-Port -OR- a Logistic Company**.

- OR -
3. What are the factors **involved in consideration of cargo at risk**? Please explain.
4. Please discuss **Inclusions & Exclusions** in Insurance coverage of containerized cargo

- OR -
4. Discuss in details about below:
 - **Constructive Total Loss**
 - **General Average**
 - **Salvage**
 - **Partial Average**
5. Explain **Hull Insurance, Inclusions and Exclusions** under same.

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Candidate's Seat No : _____

M.B.A. (M.M.) (Sem.-2) Examination
Marketing Strategy and Control System
(MS & CS)

Time : 2-30 Hours]

May 2019

[Max. Marks : 70

- Q-1
- A. Distinguish among Marketplace, Marketspace and Meta market with relevant examples. 14
- B. What is Customer Perceived Value? Provide components of CPV and suggest how would you make better propositions for customers through these components.

- Q-2 Make a marketing plan. 14

Consider yourself as a brand manager of a 'Fog' scent. Provide a marketing plan to launch this brand as gift giving to people, considering gift giving is a new trend in the market. Take assumptions wherever required. Your marketing plan consists at least following points.

- Executive summary
- Situational analysis
- Objectives
- STP
- Financials and recommendations.

OR

Answer the following questions.

- A. Distinguish among Fad, Trend and Mega Trend with relevant examples.
- B. Distinguish among Penetrated Market, Target Market, Available Market and Potential Market.

- Q3(a) Explain product classification along with their appropriate marketing-mix strategy. 14

OR

Take a case of a Company in India that has multiple product lines that help them to amply cover of the market.

- Q3(b) What is branding and what is its importance to the advertiser.

P. T. O.

Q4(a) What pricing strategy could be adapted at the time of launching a new product? 14

OR

Do you think that there a shift in Service expectation by Customers? How do the Marketers fulfill the gap in the Customers' expectation and perception from a Company providing Services?

Q4(b) What is the importance of distribution channels? Explain how the manufacturers use *push and pull strategy*?

OR

Explain the following:

- i) Role of wholeseller in distribution channel
- ii) Private Labels

Q-5 Elaborate on 'Relationship Marketing' and 'Integrated Marketing' – the dimensions in Holistic Marketing 14

M.B.A. (M.M.) (Sem.-2) Examination
Human Resource Management

Time : 2-30 Hours]

April 2019

[Max. Marks : 70

Q-1

Compulsory question (7*2)

14

- a) What do you mean by Promotion?
- b) What is minimum Wages?
- c) How do you differentiate Personnel Management and Human Resource Management?
- d) Illustrate factors affecting Job Design?
- e) What are the objectives of HRM?
- f) Give two main causes of Industrial Dispute?
- g) What are Characteristics of a Trade Union?

Q-2

A Explain about the benefits given in the Maternity Benefit Act.

14

OR

A Define Grievance and give its characteristics.

AND

B Describe a career development program

OR

B Describe the objectives of compensation Planning?

Q-3

A Explain different level of need analysis

14

Selection process has got various stages, explain these stages.

OR

A Briefly discuss about the Workmen's compensation Act 1923

AND

B What is Industrial Dispute and explain about the how the legal framework aids in addressing the industrial dispute?

OR

B What are the different types of interview in an organization?

Explain the basic learning principles.

E139-2

- Q-4 Explain the various methods of performance appraisal in an organization. 14
OR
Explain the techniques of training in organization.

- Q-5 **Compulsory question** 14

The personal office of Riocon Chemical Limited informed the middle managers, through a circular that a group of consultants would be calling on them later in the week to provide training on Team building. The consultants would be emphasizing on how to develop team work and to build inter group relationships throughout the company. The information also contained the approach to be adopted by the consultants and explained the five steps process of team buildings: problem sensing, examining differences, giving and receiving feedback, developing interactive skills, and follow up actions. The circular also included a note on the utility of team building in organizational effectiveness.

On receiving the circular, middle managers felt tense as they thought teambuilding as an exercise involving a lot of hocus-pocus as they thought team sensitivity training exercises in which participants used to attack each other and let out their aggression by heaping abuse on those disliked.

Therefore, the managers felt that the consultants were not needed for team building. One of the managers commented, "that we understand what is involved in team building, we can go ahead and conduct session ourselves. All we have to do is to choose a manager who is liked by everyone and put him in the role of change agent/consultant. After all, you really do not need high-priced consultants to do this team building stuff. You just have to have a good feel for human factor". The other managers generally agreed. However, the corporate personnel and proceeded with his original programmed of hiring consultants.

Questions:

- a. Why did middle managers show resistance to team building approach of organization development? (5)
- b. Do you think the managers had accurate view of team building concept and role of external consultant in that? (4)
- c. Did corporate personnel office sell the concept of team building and its usefulness properly to middle managers? What actions that the department has taken? (5)

M.B.A. (M.M.) (Sem.-2) Examination
Environment and Disaster Management
(E & DM)
May 2019

Time : 2-30 Hours]

[Max. Marks : 70

- Q-1** What is Disaster? Explain Natural and Manmade disasters in brief **14**
- Q-2** Describe the Disaster Preparedness Plan for port in case of Oil Spill. **14**
- OR**
- Explain Renewable and Nonrenewable Energy resources in detail.
- Q-3** Do's & Don'ts Before, During and After Cyclone **14**
- OR**
- Describe the Disaster Preparedness Plan for port in case of Cyclone.
- Q-4** How Port Development and Port Operations impacts on Environment. Explain any seven activities with their impacts. **14**
- OR**
- What is Ecosystem and explain how ecosystem works.
- Q-5** How Disaster affects the Environment? Explain the linkages between Environment and Disaster. **14**

**M.B.A. (M.M.) (Sem.-2) Examination
Maritime Economics**

Time : 2-30 Hours]

April 2019

[Max. Marks : 70

Q-1 Explain the key factors that influence the supply of sea transport. **14**

Q-2 Discuss the role and contribution of the ship demolition and scrapping industry in creating an economic balance globally. **14**

OR

Write short notes on:

- a. Fleet productivity
- b. Parcel size distribution

Q-3 What are the common causes of world business cycles? **14**

OR

'Eighty percent of international maritime trade flows through twenty percent of countries'. State whether you agree or disagree with the given statement and give detailed justifications to support your answer.

Q-4 a. Explain concept of ship recycling and it's process. **14**
b. Voyage cash flow analysis.

OR

- a. Discuss the factors influencing ship building demand.
- b. Discuss how ship's revenues are calculated.

Q-5 Explain the different cost classifications of running the ship **14**

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Candidate's Seat No : _____

M.B.A. (M.M.) (Sem.-2) Examination
Export-Import : Procedure and Documentation
April 2019

Time : 2-30 Hours]

[Max. Marks : 70

- Q-1** Explain the importance of Uniform customs and practices for documentary credits **14**
- Q-2** Explain Different strategic options to enter into foreign markets in detail **14**
- Or
- What is the motivation for competing internationally explain in detail
- Q-3** Explain the importance of Uniform custom practice 600 and explain any 8 articles in detail **14**
- Or
- Define Advance authorization and duty free import authorization with examples.
- Q-4** Explain foreign trade policy and modes of import of capital goods in detail **14**
- Or
- Explain different terms of payment in export and import business.
- Q-5** Explain importance of charter party vessel in import and export business. **14**

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Candidate's Seat No : _____

M.B.A. (M.M.) (Sem.-2) Examination
Costing and Financial Management
April 2019

Time : 2-30 Hours]

[Max. Marks : 70

- Q-1 A) Define the scope and Goal of financial management? What are the Function of Finance Management 14
B) What is cost accounting? What are the classification of Cost write down in Brief
- Q-2 A) What is working capital management? What is importance of it in manufacturing firm? 7
B) Mr. Patel has taken loan from SBI on 1-4-2019 for Rs. 200000 for 7 years, Mr. Patel pays 10 % interest, find out the EMI amount to repay every year to SBI by Mr. Patel and prepare loan account for the same 7

Or

- Q-2 A) XYZ Ltd. Manufactures consumable products, From the following prepare the cost sheet for the year 2018-19 7

Particular	Amount
Material (Opening)	30000
Material (Closing)	25000
Work-in Progress (Opening)	50000
Work –in Progress (Closing)	55000
Finished Goods Opening	60000
Finished Goods Closing	80000
Material Purchased	120000
Direct Labour	90000
Manufacturing Overhead	80000
Selling Expenses Overheads	40000
General Expenses	32000
Sales	392000

- B) Mr. X Invested Rs. 100000 in fixed Deposit interest rate is 8% , what he will receive after 7 years . 7
- Q-3 A) One Company has equity capital of Rs 1000000 each share of Rs 10, and 10% debenture of Rs. 500000 and 12 % Preference Share of Rs 300000 if company's EBIT is Rs 300000 and tax rate is 35 %. 1)Find out EPS 2) if in above capital structure there is only equity capital then what will be the EPS compare and comment on it. 7
B) What is WACC ? Explain it by giving Hypothetical Example. 7

P.T.O

E 100 2

Or

- Q-3 Mr. Singh started transport business with a fleet of 10 taxis. Expenses of operating the fleet are given below:

14

Cost of each taxi	380000
Salary of office and garage staff	38000 p.m.
Rent of garage	12000 p.m.
Drivers' salary per taxi	4000 p.m.
Insurance, Tax and sundry exp. Per taxi	55200 per year

The life of taxi is 300000kms at the end of which it is estimated to be sold at Rs 20000. A taxi is expected to run on an average 4000 kms per month. Petrol consumption is 12 kms per liter of petrol costing Rs. 30 per liter. You are required to

- 1) Calculate the cost of running taxi per km by preparing a statement of operating cost.

Find out the profit or loss if mr. Singh ha charged RS 10 per km

- Q-4 A company is considering the following investment projects:

14

Projects	Cash Flow Rs			
	C0	C1	C2	C3
A	-25000	25000		
B	-25000	15000	20000	
C	-25000	20000	14000	12000
D	-25000	25000	13000	3000

- A) Rank th project according to each of the following methods a) payback, b) ARR, c) IRR and D) NPV assuming discount rates of 10 and 30 per cent.

Assuming the projects are independent, which one should be accepted? If projects are mutually exclusive, which project is best?

Or

- Q-4 A) A company annually manufactures and sells 20000 units of a product, the selling price of which is Rs. 50 and profit earned is Rs. 10 per unit.

14

The analysis of cost of 20000 units is

Material cost	Rs 300000
Labour cost	Rs 100000
Overhead	Rs 400000 (50% Variable)

You are required to compute:

- 1) BEP sales amount and unit
- 2) Sales to earn profit of rs 300000

Profit when 15000 units were sold

- Q-5 Write down short note on any two

14

- A) Decision making Process
- B) Key Factor
- C) Leverage Analysis
- D) Cost Accounting Verses Financial Accounting

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M.B.A.-1 (Sem.-2) (Full time and Evening) Examination
Environment for Business (EB)

Time : 2-30 Hours]

May 2019

[Max. Marks : 70

Note: (1) Q1 and Q5 are compulsory.
(2) All questions carry equal marks.

Q1. After the Great Depression, how did the various countries adopted industrial policy? What are its main objectives? Why is it desirable? What are the common instruments of industrial policy? (14 marks)

Q2(A). What are the causes of failure of five-year plans in India? (7 marks)

Q2(B). Explain the quantitative and qualitative tools of monetary policy. (7 marks)

OR

Q2(A). What do you understand by compensatory fiscal policy? Explain both the approaches. (7 marks)

Q2(B). What do you understand by Foreign Direct Investment? Explain its advantages and disadvantages. (7 marks)

Q3(A). What are the effects of both external and internal social environment on business? (7 marks)

Q3(B). What is technological change? How do people adapt to this change? Explain with graph. (7 marks)

OR

Q3. Write short notes on (any 2)

(1) Organizational culture

(2) Technological collaboration

(3) Consumerism

(14 marks)

Q4. What are the implications of the following for a country?

(1) Tariff barriers

(2) Regional integration

(3) Balance of payment

(14 mark)

OR

Q4. Discuss India's performance after initiation of (1) FEMA, and (2) EXIM policy.

(14 marks)

Q5 (A). How the government regulates environmental pollution? What are its implications for business and industry? (7 marks)

Q5 (B). Differentiate between the following (any two):

(1) Stock pollutant and Fund pollutant

(2) SEZ and EPZ

(3) Adam Smith's and Ricardo's theory of international trade

(7 marks)

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Candidate's Seat No : _____

**M.B.A.-1 (Sem.-2) (Full-time and Evening) Examination
Human Resource Management (HRM)**

Time : 2-30 Hours]

May 2019

[Max. Marks : 70

Note: All questions carry equal marks i.e. 14 marks. Q1 and Q5 do not have choices for others kindly see internal choices if given.

Q1. Explain briefly (14 Marks)

- a) MBO
- b) Pre Employment Background Investigations
- c) High performance work system (with example)
- d) Broad banding of compensation

Q2. (a) What is the difference between a strategy, a vision and a mission? Explain with example. What is Strategic Human Resource Management? (7 Marks)

Q2. (b) Explain manpower planning and forecasting manpower needs in detail. (7 Marks)

OR

Q2. Explain various types of employment interviews based on the structure, content and administration. Also explain the common errors that occur & precautions that should be taken during interviewing a candidate. (14 Marks)

Q3. Explain various steps in Job Evaluation process and the importance and usage of Job Evaluation information for organizations. (14 Marks)

OR

Q3. Explain the various challenges and issues faced by the HR Manager in current era of globalization. Also state the various solutions implemented by HRM Worldwide to handle these. (14 Marks)

Q4. What is the scope of Factory's Act, 1948? Write and explain the Provisions regarding Health of Worker's under Factory's Act, 1948. (14 Marks)

OR

Q4. What are the Duties and Liabilities of a Registered Trade Union? State the Conditions of Recognition of Trade Union by the orders of Labor Court (14 Marks)

Q5. Explain the following (14 Marks)

- (a) Write the role of an Employer as per the Provisions of Payment of Wages Act 1936. (7 Marks)
- (b) Discuss the main Clauses of the Minimum Wages Act. (7 Marks)



