

# Undergraduate Department of Business Administration

## BBA (Maritime Logistics)

### Programme Outcomes (POs) for Undergraduates

Undergraduate programmes are expected to have developed in undergraduates the following graduate attributes:

1. **Cognitive Ability:** Capacity to register, remember and recall ideas and add knowledge in the relevant discipline.
2. **Reflective Skills:** Ability to apply knowledge and solve problems in similar but unknown disciplinary contexts.
3. **Communicative Competence:** Ability to communicate in one's mother tongue and in English discipline-specific complex ideas and life experiences.
4. **Aptitude for Higher Studies:** To be proactive in demonstrating general aptitude to evaluate the circumstances and come up with an interest to progress further in career by opting for postgraduate studies or through entrepreneurial initiatives with multidisciplinary and trans-disciplinary contexts.
5. **Employability Capacity:** Ability to serve the nation as school teachers, responsible staff and officers in various private and public sectors to find suitable meaning for the education they have pursued here.
6. **Action Research Aptitude:** Skills to undertake action research as independent projects on the themes and issues concerning life and work moving ahead with techno-savvy and eco-friendly approaches.
7. **Quest for Lifelong Learning:** Skills to learn lifelong independent of academia transcending the space and time barriers.
8. **Study Abroad:** Ability to pursue higher studies in a global context of multilingual, multicultural, multiethnic and multiracial communities without compromising the values and ethos cherished and nurtured in love with the motherland.
9. **Citizenry Attributes:** Be responsible citizens with democratic bent of mind, probity in public life, moral uprightness, and commitment for social uplift of the marginalised, the poor, the destitute, and the needy.
10. **Civic Responsibility:** Capacity to respect human values, to exhibit religious tolerance, and to practice politics of difference and dissent.

## Program Specific Outcomes

This programme is expected to have developed in undergraduates the following attributes:

- PSO 1:** Understand the basic concepts in maritime logistics thereby instilling potential knowledge related to the sector.
- PSO 2:** Assess an inclusive information system, forecasting inventory and material handling concepts of maritime logistics through critical thinking and evaluation.
- PSO 3:** Validate warehouse and transportation nuances by setting footprint into respective domain.
- PSO 4:** Develop strategic way of thinking that facilitates decision making in maritime logistics.
- PSO 5:** Enhance professional skills in all functional areas of maritime logistics like Freight Station operations and Port Terminal Management.
- PSO 6:** Work efficiently in handling agile logistics business operations in a slugfest environment.
- PSO 7:** Acquire judicious skill-sets in becoming successful logisticians which seem to be the need of the hour.
- PSO 8:** Acquaint with the most indispensable concepts of general management.
- PSO 9:** Exhibit learning skills in their academic and professional components of maritime logistics that ameliorates futuristic growth.
- PSO 10:** Understand and commit professionally and independently with the ultimate responsibility, synchronizing with code of conduct in their related field.

**Department of Business Administration – BBA (Maritime Logistics)**

**w.e.f. 2020-2021**

<b>Semester</b>	<b>Part</b>	<b>Course Code</b>	<b>Course Title</b>	<b>Hours</b>	<b>Credit</b>
I	I	TAS/FRS/HIS	Tamil/ French/ Hindi	3	2
	II	ENS1201	Conversational Skills	3	2
	IIIC	BML1403	Analyzing Financial Accounting Statements	4	4
	IIIC	BML1405	Warehouse Management	5	4
	IIIC	BML1501	Introduction to Maritime Logistics	5	5
	IIIS	MAS1481	Statistics for Analysis	4	4
	IV	BML1201	Word and Presentation Tools – Practical	3	2
	IV	BML1203	Communicative English	3	2
				<b>30</b>	<b>25</b>
II	I	TAS/FRS/HIS	Tamil/ French/ Hindi	3	2
	II	ENS1202	Reading & Writing Skills	3	2
	IIIC	BML 1300	Organizational Behavior	3	3
	IIIC	BML 1400	Materials Management	4	4
	IIIC	BML 1304	Port Terminal Management	3	3
	IIIC	BML 1402	ICD and CFS Operations	4	4
	IIIS	MAS 1382	Quantitative Techniques	4	3
	IV	BML 1200	Environmental Studies	3	2
	IV	BML 1202	Data Analysis using Spreadsheet – Practical	3	2
	V	XXXX	SLP/NSS/PED/NCC	-	1
				<b>30</b>	<b>26</b>
III	I	TAS/FRS/HIS	Tamil/ French/ Hindi	3	2
	II	ENS2201	Study Skills	3	2
	IIIC	BML 2401	Cost Accounting	4	4
	IIIC	BML 2301	Marketing Management	3	3
	IIIC	BML 2303	MIS For Logistics	4	3
	IIIC	BML 2403	EXIM Policies and Procedures	4	4
	IIIC	BML 2305	Coastal and Inland Water Transportation	3	3
	IIIC	BML 2307	Freight Forwarding	3	3
	IIIC	BML 2309	Supply Chain Management	3	3
				<b>30</b>	<b>27</b>

BML 2

IV	I	TAS/FRS/HIS	Tamil/ French/ Hindi	3	2
	II	ENS2202	Career Skills	3	2
	IIIC	BML 2400	Management Accounting	4	4
	IIIC	BML 2300	Human Resources Management	4	3
	IIIC	BML 2402	Total Quality Management	4	4
	IIIC	BML 2302	Port - Inland Connectivity	3	3
	IIIC	BML 2304	International Business	3	3
	IIIC	BML 2306	Advance Maritime Logistics	3	3
	IIIC	BML 2308	Marine Insurance	3	3
V	XXXX		SLP/NSS/PED/NCC	-	1
				<b>30</b>	<b>28</b>
V	IIIC	BML 3201	Maritime Freight (MOOC)	3	2
	IIIC	BML 3203	PPP in Port Sector (MOOC)	3	2
	IIIC	BML 3205	Commercial Geography (MOOC)	3	2
	IIIC	BML 3500	Apprenticeship I	-	23
				<b>9</b>	<b>27</b>
VI	IIIC	BML 3200	Maritime Environment (MOOC)	3	2
	IIIC	BML 3202	Port Based Industrialization (MOOC)	3	2
	IIIC	BML 3204	Multimodal Transportation (MOOC)	3	2
	IIIC	BML 3600	Apprenticeship II	-	23
				<b>9</b>	<b>27</b>

**Evaluation Scheme during III Year:** During Semester V, students will be taking up two MOOC courses among three choices offered by Logistics Sector Skill Council (LSC) along with Apprenticeship I and similarly in semester VI students will be taking up two MOOC courses among three choices offered by LSC along with Apprenticeship II. LSC will oversee the conduct and evaluation of all Allied Courses (MOOC) in coordination with the Collaborating Institution. An Evaluation Committee will be appointed comprising one member each from Logistics Sector Skill Council (LSC), the Collaborating Institution (CI) and the Industry Supervisor, who will evaluate the performance of students during Apprentices I & II and the results of the same will be reflected in their academic mark statements.

**Mapping of Courses against Program Specific Outcomes (PSOs):**

	PSO1	PSO2	PSO3	PSO4	PSO5	PSO6	PSO7	PSO8	PSO9	PSO10
BML1403	X			X	X		X	X		X
BML1405	X	X		X		X		X		X
BML1501		X		X	X		X		X	X
BML1401	X		X		X	X		X		X
BML1201		X	X	X		X		X		X
BML1203	X			X	X	X		X		X
BML 1300	X	X		X			X		X	X
BML 1400		X	X	X	X		X			X
BML 1304	X		X		X	X		X		X
BML 1402	X	X	X				X	X	X	
BML 1302	X		X	X	X			X		X
BML 1200		X		X		X		X	X	X
BML 1202		X	X		X	X	X			X
BML 2401		X	X		X			X	X	X
BML 2301	X	X	X		X		X	X		
BML 2303		X		X	X		X	X	X	
BML 2403		X	X		X	X		X		X
BML 2305	X		X			X	X	X		X
BML 2307			X	X	X	X	X		X	
BML 2309	X	X	X	X		X			X	
BML 2400		X	X			X		X	X	X
BML 2300		X		X	X			X	X	X
BML 2402	X	X	X		X	X			X	
BML 2302	X		X	X		X			X	X
BML 2304	X	X		X	X				X	X
BML 2306	X		X		X	X		X	X	
BML 2308		X	X		X		X	X		X

**Mapping of Program Specific Outcomes (PSOs) against Program Outcomes (POs):**

	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10
PSO1					X					
PSO2		X								
PSO3	X									
PSO4				X						
PSO5						X				
PSO6										X
PSO7									X	
PSO8			X							
PSO9		X								
PSO10					X					

**BML1403****Analyzing Financial Accounting Statements****4 Hrs / 4 Cr**

**Course Objective:** This course is designed to impart the knowledge on accounting information system to students and to analyze future performance of companies and making financial decision.

**Course Outcomes:** Understand the nature of accounting and its process in theoretical aspect

1. Understand the nature of accounting
2. Demonstrate the accounting concepts and conventions
3. Extend the Golden rules of accounting and inference the concept through journalizing the transactions
4. Strengthen the Interpretation of financial statement
5. Familiarize the Cash Book and trial balance

**Unit 1:** Introduction to Accounting: Definitions - Nature and Scope of Accounting – Objectives of Accounting – Functions of Accounting – Book Keeping – Advantages – Limitations – Basis of Accounting.

**Unit 2 :** Accounting Principles: Accounting Concepts – Conventions – Accounting Policies – Accounting Cycles – Capital and Revenue Receipts – Concepts and Classifications of Assets and Liabilities – Accounting Equations – Double Entry System Vs Single Entry System.

**Unit 3:** Journal: Golden Rules of Accounting - Journalizing the Transactions – Trade Discounts – Cash Discounts – Source Documents - Ledger – Posting of Ledgers – Difference between Journal and Ledger.

**Unit 4:** Analysis and interpretation of financial statements – Concept of financial statement – horizontal and vertical formats - tools for analysis of financial statements.

**Unit 5 :** Trial Balance: Objectives – Limitations – Practical System of Accounting – Cash Book – Single, Double and Triple Column Cash Book – Subsidiary Books – Account Current – Bills of Exchange.

**Text Book:** Robert N Anthony, David Hawkins, Kenneth A. Merchant, Accounting: Text and Cases. McGraw-Hill Education, 13-th Ed. 2013.

**Reference Books:**

1. M.C. Shukla, T.S. Grewal and S.C. Gupta. Advanced Accounts. Vol.-I. S. Chand & Co., New Delhi.

2. S.N. Maheshwari, and. S. K. Maheshwari. Financial Accounting. Vikas Publishing House, New Delhi.

Revised Blooms Taxonomy	K1: Remembering	K2: Understanding	K3: Applying	K4: Analyzing	K5: Evaluating	K6: Creating
CO 1		X				
CO 2			X			
CO 3		X				
CO 4			X			
CO 5					X	

**Mean Value=3**



**BML 1405****Warehouse Management****5 Hrs / 4 Cr**

**Course Objective:** The prime objective of this course is to develop competencies and knowledge of students to become Warehouse professionals.

**Course Outcomes:** On completion of the course, students should be able to

1. Understand the classification and functions of warehousing
2. Awareness of advanced shipping notice and dispatch process
3. Ascertain on the warehouse activities and cross docking strategy
4. Understand warehouse utilization management and handling of dangerous goods
5. Apprehend on safety rules, Personal Protective Equipment and 5S concept

**Unit 1:** Introduction to Warehouse (Storage and Packaging) Background – Need for Warehouse – Importance of warehouse - Types of Warehouses - Broad functions in a warehouse - warehouse layouts and layout related to functions. Associate warehouse -Its functions - equipment available in associate ware house - Video on warehouse – Visits to ware houses - Warehouse Organization Structure - Benefits of Warehousing.

**Unit 2:** Receiving and Dispatch of Goods in warehouse: Various stages involved in receiving goods – Stages involved receipt of goods- Advanced shipment notice (ASN) or invoice items list- Procedure for Arranging of goods on dock for counting and Visual inspection of goods unloaded- Formats for recording of goods unloaded from carriers- Generation of goods receipt note using computer- Put away of Goods- Put away list and its need-Put away of goods into storage locations - storage location codes and its application- Process of put away activity- Procedure to Prepare Warehouse dispatches.

**Unit 3:** Warehouse Activities: Explain receiving, sorting, loading, unloading, Picking Packing and dispatch, activities and their importance in a warehouse - quality parameters - Quality check- need for quality check-importance of quality check. Procedure to develop Packing list / Dispatch Note-Cross docking method - Situations suited for application of cross docking -Information required for coordinating cross docking- Importance of proper packing-Packing materials - Packing machines -Reading labels

**Unit 4:** Warehouse Management: Warehouse Utilization Management - Study on emerging trends in warehousing sector - DG handling -use of Material Handling Equipment's in a warehouse - Inventory Management of a warehouse - Inbound & Outbound operations of a warehouse and handling of Inbound & Outbound operations. Distribution – Definition – Need for physical distribution – functions of distribution – marketing forces affecting distribution. The distribution concept – system perspective. Channels of distribution: role of marketing channels – channel functions – channel structure –designing distribution channel – choice of distribution channels.

**Unit 5:** Warehouse Safety Rules and Procedures: The safety rules and procedures to be observed in a Warehouse - Hazardous cargo – Procedure for Identification of Hazardous Cargo - safety data sheet- Instructions to handle hazardous cargo - Familiarization with the industry. Health, Safety & Environment - safety Equipment's and their uses - 5S Concept on shop floor. Personal protective Equipment's (PPE) and their uses.

**Text Book:** Course Material Prepared by LSC

**Reference Books:**

1. J P Saxena, Warehouse Management and Inventory Control- Vikas Publication House Pvt Ltd, First Edition, 2003.
2. Warehouse Management: Automation and Organisation of Warehouse and Order Picking Systems [With CDROM], Michael Ten Hompe, Thorsten Schmidt, Springer-verlag, First Edition, 2006.

Revised Blooms Taxonomy	K1: Remembering	K2: Understanding	K3: Applying	K4: Analyzing	K5: Evaluating	K6: Creating
CO 1		X			X	
CO 2						
CO 3				X		
CO 4			X			
CO 5			X			

**Mean Value=3.4**

**BML 1501****Introduction to Maritime Logistics****5 Hrs / 5 Cr**

**Course Objective:** The learner will gain knowledge specifically on Marine Logistics

**Course Outcomes:** On completion of the course, students should be able to

1. Understand the evolution of logistics.
2. Aware of third party and fourth party logistics chain.
3. Apprehend on the implication of logistic manager in strategic decision making.
4. Aware of maritime activity in Indian context.
5. Knowing the sagarmala projects functioning.

**Unit 1:** Logistics: History And Evolution – Objectives – Elements – Activities - Importance - Modes of transportation- Role of Logistics - Meaning of Derived Demand- Management - Strategic Role of Logistics- Model – Process – Activities

**Unit 2:** Achievement of competitive advantage through logistics Framework: Integrated Logistics Management. Outsourcing Logistics: Reasons - Third party logistics provider - Fourth party Logistics providers- (4PL) – Role of logistics providers.

**Unit 3:** Role of logistics managers in strategic decisions: Strategy options, Lean strategy, Agile Strategies & Other strategies - Customer Expectations from Logistic Service Provider – Logistics Strategy

**Unit 4:** Maritime Logistics: Elements of Maritime history of India - Advantages- Economies of scale – Major Shipping routes- Ports of the world- Major shipping lines-Major and Non-Major ports of India-Port infrastructure- Employment in Logistics.

**Unit 5:**Sagarmala- Modernization of Ports: New Port Developments in India- Port based development – Coastal Communities-Sustainability aspects in Port and shipping Operations- Port based Employment.

**Text Book:** LSC course material

**Reference Books:**

1. Satish C. Ailawadi and Rakesh Singh : Logistics Management, Prentice-Hall of India Pvt Ltd., New Delhi, 2005.
2. Sagarmala -Website

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<b>Revised Blooms Taxonomy</b>	<b>K1: Remembering</b>	<b>K2: Understanding</b>	<b>K3: Applying</b>	<b>K4: Analyzing</b>	<b>K5: Evaluating</b>	<b>K6: Creating</b>
<b>CO 1</b>	X					
<b>CO 2</b>			X			
<b>CO 3</b>				X		
<b>CO 4</b>			X			
<b>CO 5</b>					X	

**Mean Value=3.2**

**MAS 1481****Statistics for Analysis****4Hrs / 4Cr**

**Course Objective:** This course aims at aiding the learners in reaching a level of increased competence in business statistics and expands understanding of the applications of statistical concepts in business

**Course Outcomes:** On completion of the course, students should be able to

1. Understand the data collection strategies
2. Aware of mean standard deviation and measure of dispersion
3. Acquaint oneself with the concept correlation analysis
4. Know about the index number concept.
5. Understand on the concept of probability and sampling.

**Unit 1:** Data collection - Collection and Presentation of Data - Statistical data – Primary and Secondary; Methods of collection of Primary data; Presentation of Data – Textual, Tabular and Diagrammatic form (Line chart, Bar chart, Pie chart, Histogram, Frequency polygon and Ogive); Frequency distribution.

**Unit 2:** Measures of Central Tendency - Measures of Central Tendency – Mean (A.M., G.M., H.M.), Median, Mode – different properties; Partition values – Quartiles, Deciles, Percentiles; Partition values from Ogives. Measures of Dispersion – Range, Q.D., M.D., S.D. – their coefficients; Comparing consistency; Different properties. Moments, Skewness and Kurtosis – Moments about an arbitrary number; Central Moments; Relation between central and non-central moments up to 4th order and coefficients

**Unit 3:** Correlation Analysis: -Methods of Studying Correlation for Grouped and Ungrouped Frequency Conceptual Distribution. Regression Analysis: Equation of Regression Lines for Grouped and Ungrouped Frequency Distribution, Standard Error Estimate.

**Unit 4:** Index Number -Index Number – Construction, Price and Quantity index numbers, Laspeyres', Paasche's, Edgeworth- Analytical Marshall's, Fisher's method, Relative methods, Tests of index number formulae: Time and Factor reversal tests, General index number, Chain base index number, cost of living index number (CLI), Uses of CLI and its applications, Uses and limitations of index numbers.

**Unit 5:** Probability and Sampling -Probability theory – concept and approaches; Probability rules – addition Analytical and multiplication theorem, Binomial, Poisson and Normal Distribution and their applications Sampling – Purpose and Methods of Sampling, Merits and limitations of Sampling.

**Text Book:** Gupta and Gupta, Business Statistics (Sultan Chand & Sons: New Delhi)

**Reference Books:**

1. Chandan, J. Statistics for Business Economics. (Vikas: New Delhi)
2. Sharma, Shenoy and Srivastava, Quantitative Analysis for Managerial Decision Making

<b>Revised Blooms Taxonomy</b>	<b>K1: Remembering</b>	<b>K2: Understanding</b>	<b>K3: Applying</b>	<b>K4: Analyzing</b>	<b>K5: Evaluating</b>	<b>K6: Creating</b>
<b>CO 1</b>		X			X	
<b>CO 2</b>						
<b>CO 3</b>				X		
<b>CO 4</b>			X			
<b>CO 5</b>			X			

**Mean Value=3.4**

**BML120****Word and Presentation Tools – Practical****3Hrs / 2Cr**

**Course Objective:** This course aims to introduce the learners about word and presentation tools and its applications, thereby empowering them to utilize e-sources for upgrading their knowledge base.

**Course Outcomes:** On completion of the course, students should be able to

1. Understand the basics of Operating system
2. Know the auto text and spelling check
3. Aware of PowerPoint basics
4. Acquaint on the alignment properties in Word practical
5. Understanding on the chart preparation and other similar things in PowerPoint

**Unit 1:** Introduction: Characteristics of computer – Components of computer - Operating system and basics of Windows- Versions of Windows Operating System - The User Interface - Windows Setting - Advanced Windows – Office tools outline – turning off features.

**Unit 2:** Creating document: Create a new document - Open, save and print a document - Edit and format text - Change the page layout, background and borders - Insert headers and footers - Insert and edit tables - Insert clip art and pictures to documents - Perform a mail merge - Share and review shared document files.

**Unit 3:** Getting acquainted with powerpoint: Create a new presentation - Modify presentation themes - Add and edit text to slides - Add new slides to a presentation - Insert clipart images and shapes to slides - Insert and modify tables and charts - Add sound and video to a slide presentation - Insert and edit animations and slide transitions - Display a speaker-lead and self-running presentation.

**Unit 4:** Word-Practical: Locate and open a new document - Type text using (Italicize the text - Underline the title of the story – Bold - Increase the font size to 14 - Change the font style to (your choice!) - Adjust the line spacing to 2.0 (double space) - Spellcheck your work - Use Save As to save your document to my Drive - Name the document The Old Man and the Sea - Insert a picture onto your document (find an image from the internet, save it to the my drive) - Add a numbered list with your top three favourite authors (or movie stars, etc.) - Save your work) – Create a resume.

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**Unit 5:**Powerpoint –Practical: Prepare a PowerPoint presentation with at least five slides – insert appropriate illustrations – image – links – table – design – animation – add sounds and make a slideshow.

**Text Book:** P.K Sinha `Computer Fundamentals`, BPB Publications, 1992

**Reference Books:**

1. PC Software for window made simplex by R.K Taxali – Tata McGraw Hill Publishers Pvt. Ltd.,

<b>Revised Blooms Taxonomy</b>	<b>K1: Remembering</b>	<b>K2: Understanding</b>	<b>K3: Applying</b>	<b>K4: Analyzing</b>	<b>K5: Evaluating</b>	<b>K6: Creating</b>
<b>CO 1</b>	X					
<b>CO 2</b>			X			
<b>CO 3</b>				X		
<b>CO 4</b>			X			
<b>CO 5</b>					X	

**Mean Value=3.2**



**BML 1203****Communicative English****3Hrs / 2Cr**

**Course Objective:** The prime objective of this course is to provide an exposure to the corporate business communication networks, ethics and practices for the students.

**Course Outcomes:** On completion of the course, students should be able to

1. Cite the Meaning, role and Functions of communications.
2. Explain the various kinds of written communication.
3. Write a business report and business proposals
4. Demonstrate group discussion and able to conduct meetings and conferences
5. Apply various skills in presentations and public speaking.

**Unit 1:** Nature and Scope of Communication: Functions – Basics – Network - Types; Verbal and Non-Verbal Communication – Barriers of Communication; Listening: Feedback; Conversations: Types – Essential – Management of Conversations – Non- Verbal Cues in Conversation.

**Unit 2:** Business Writing: Written Communication – The Seven C's of Business Letter Writing – Basic Principles – Components of Business Letters – Strategies for writing the body of a Letter – Kinds of Letters – Memos.

**Unit 3:** Report Writing: Significance – Purpose – Steps in Writing a Business Report – Parts of a Report – Corporate Reports; Proposals: Business Proposals – Formats -Layout and Design – Key Elements of writing Business Proposals.

**Unit 4:** Group Discussions and Team Presentations: Methodology – Guidelines -Functions and Team Presentations; Meetings and Conferences: Introduction -Planning a Meeting – Conference – Proceedings - Minutes and Evaluation.

**Unit 5:** Presentation Skills: Use of Aids - Public Speaking - Practice Presentation - Communication; Ethics in Business Communication: Ethics - Values -Professionalism in Communication - Corporate Ethics - Computer Ethics - Ethics in Internet and Advertising.

**Text Book:** Raman, M & Singh, P - Business Communication, Oxford University Press, 2010

**Reference Books:**

1. Kaul , Asha - Effective Business Communication, Prentice Hall, 2010
- 2.Rizvi, M. Ashraf - Effective Technical Communication, Tata McGraw Hill, 2011

<b>Revised Blooms Taxonomy</b>	<b>K1: Remembering</b>	<b>K2: Understanding</b>	<b>K3: Applying</b>	<b>K4: Analyzing</b>	<b>K5: Evaluating</b>	<b>K6: Creating</b>
<b>CO 1</b>		X				
<b>CO 2</b>			X			
<b>CO 3</b>		X				
<b>CO 4</b>			X			
<b>CO 5</b>					X	

**Mean Value = 3**

**BML 1300****Organizational Behaviour****Hrs / 3Cr**

**Course Objective:** A learner of an Organizational Behaviour will acquainted with Organizational theory and develop a better conceptualization of organizational life.

**Course Outcomes:** On completion of the course, students should be able to

1. Cite the meaning and evolution of OB and understand the concepts of scientific management scope.
2. Identify different types of personality theories and to analyse the perceptual process.
3. Demonstrate the learning theories and to know the causes of job satisfaction
4. Apply the theories of motivation.
5. Explain the types of groups, differentiate between team and group and to know the various leadership styles.

**Unit 1:** Overview of Organisational Behaviour: Definition and Meaning - Importance - Foundation; Organization Theory: Evolution of OB - Industrial Revolution - Scientific Management - Human Relations Movement - Hawthorne Studies.

**Unit 2:** Personality and Perception: Nature of Personality -Types- Determinants - Theories of Personality - Shaping of Personality; Perception: Meaning and Definition - Perceptual Process - Factors influencing Perception.

**Unit 3:** Learning: Meaning and Definition - Theories of Learning- Learning Process; Attitudes: Components of Attitudes – Types – Formation of Attitudes – Job Satisfaction - Causes.

**Unit 4:** Work Motivation: Nature - Importance - Theories of Motivation – Maslow's Hierarchy of Needs Theory - Alderfer's ERG Theory - Herzberg's Motivation Hygiene Theory - Vroom's Expectancy Theory.

**Unit 5:** Group Dynamics: Nature and Types of Groups – Why do people join groups? Team: Nature - Benefits and Types of Teams; Leadership: Nature – Importance –Styles of Leadership.

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**Text Book:** K. Aswathappa, Organizational Behaviour, Himalaya Publishing House, Mumbai, 2012.

**Reference Books:**

1. S.S. Khanka, Organisational Behaviour, S. Chand & Company Pvt. Ltd, 2010.
2. Luthans, Fred, Organisational Behaviour, McGraw-Hill, 2009.

<b>Revised Blooms Taxonomy</b>	<b>K1: Remembering</b>	<b>K2: Understanding</b>	<b>K3: Applying</b>	<b>K4: Analyzing</b>	<b>K5: Evaluating</b>	<b>K6: Creating</b>
<b>CO 1</b>		X				
<b>CO 2</b>					X	
<b>CO 3</b>		X				
<b>CO 4</b>				X		
<b>CO 5</b>					X	

**Mean Value = 3.6**

**BML 1400****Materials Management****4Hrs / 4Cr**

**Course Objective:** The learners will understand the basic Principles and concept of material management

**Course Outcomes:** On completion of the course, students should be able to

1. Understand the evolution of materials management
2. Ascertain the purchasing process in detail
3. Apprehend the role of inventory and its analysis in production process
4. Understand the quality control and value engineering concept
5. Know the material handling equipment and safety aspect in it

**Unit 1:** Introduction: Materials Management - Evolution, Importance, Scope and Objectives- Interface with other functions. Concept of Logistics and Supply Chain Management and evolution to 4PL- Supply Chain Management - Objectives, Components, Significance, Trade off Customer Service & Cost.

**Unit 2:** Purchasing: Purchasing in Materials management- system concept- purchasing and procurement activities under Materials management- Value Analysis and value Engineering- Purchasing and quality Assurance- Purchase Cycle – Negotiation & Bargaining – Vendor relations - Purchasing Methods - Global Sourcing-Stores – Functions, Importance, Organization of stores & Stores layout. Stores procedure – documentation.

**Unit 3:** Inventory: Need of Inventory -Types of Inventory - Basic EOQ Model - EOQ with discounts - Classification of material - ABC Analysis -VED, HML, FSN, GOLF, SOS (Numerical expected on Basic EOQ, EOQ with discounts & ABC) Material Requirement Planning (MRP) - Advantages over conventional planning (Order Point Method) – Input and output of MRP system - Forecasting – Overview of quantitative and qualitative methods of forecasting - Master Production Schedule - Bill of Materials – BOM Explosion - Material flow in MRP. MRP II. Concept of ERP. (Numerical likely on BOM Explosion, estimating Net requirements)

**Unit 4:** Quality control of material: Incoming material quality control- Statistical quality control- Governmental purchasing practices and procedures-Inventory control & Cost Reduction techniques: Inventory turns ratios-Standardization – Need and importance.

## BML 2

Codification – Concept, benefits. Value Engineering and Value Analysis – Concept and process.

**Unit 5:** Materials handling and storage systems: Physical distribution logistics-transportation, Traffic and claims management- Operations research and related techniques- Principles of Material Handling system - Materials Handling Equipment – Safety issues.

**Text Book:** Course Material Prepared by LSC

### Reference Books:

1. Materials management: procedures, text and cases - A.K. Datta
2. Materials management: An integrated approach - P. Gopalakrishnan

Revised Blooms Taxonomy	K1: Remembering	K2: Understanding	K3: Applying	K4: Analyzing	K5: Evaluating	K6: Creating
CO 1		X			X	
CO 2						
CO 3				X		
CO 4			X			
CO 5			X			

**Mean Value =3.4**

**BML 1304****Port Terminal Management****3Hrs / 3Cr**

**Course Objective:** The basic objective of this course is to provide rudimentary knowledge on the functioning of the Port.

**Course Outcomes:** On completion of the course, students should be able to

1. Understand the various aspect of ports
2. Know the nuances of port operations and cargo handling
3. Understand the storage yards and value-added service
4. Ascertain the factors associated with port and business initiatives in India
5. Apprehend on the service port and port activities that levies charges

**Unit 1:** Port-Main functions of a Port: Types of Port -Port Infrastructure- Port Equipment- Cargo types – Container- Liquid- Bulk- Break bulk- Port Channel – Draft-mooring- Anchorage

**Unit 2:** Port Operations: Berths and terminals- Services rendered in a Port – Pre-shipment planning- Storage plan and on-board stowage- Yard planning- Transport movement planning- Developments in container/cargo handling- Safety- Security.

**Unit 3:** Storage yards: Rail sidings- Rail operations – Stevedoring- Layout and working of container terminals. Port system and sub systems, Value added service- Bunkering- Ballast water management

**Unit 4:** Factors affecting choice of a port: Productivity parameters and factors determining productivity. Measuring and evaluating – Performance and productivity – Ease of Doing Business initiatives in India.

**Unit 5:** Port Organization: Service Port- Tool Port-Land lord Port- Captive berths- Introduction to Public Private Partnerships in Ports –Port ownership in Indian scenario- Acts regulating ports in India. Responsibilities of port trusts, growth and status of ports in India- Pricing of Port services- TAMP guidelines- Cost plus method- Normative method.

**Text Book:** LSC course material

**Reference Books:**

1. Patrick M. Alderton (2008) Port Management and Operations. Informa Law Category, U.K.

BML 2

2. World bank. 2007, Port Reform Tool Kit. World Bank, Washington

<b>Revised Blooms Taxonomy</b>	<b>K1: Remembering</b>	<b>K2: Understanding</b>	<b>K3: Applying</b>	<b>K4: Analyzing</b>	<b>K5: Evaluating</b>	<b>K6: Creating</b>
CO 1	X					
CO 2			X			
CO 3				X		
CO 4			X			
CO 5					X	

**Mean Value = 3.2**



**BML 1402****ICD and CFS Operations****4Hrs / 4Cr**

**Course Objective:** To make the students gain basic knowledge on the functioning of the Inland Container Depots and Container Freight Stations.

**Course Outcomes:** On completion of the course, students should be able to

1. Understand the Container Freight Stations basics
2. Outline the need for cargo movement and container storage strategies.
3. Be aware of sorting and stacking activities and the buffer yards
4. Illustrate the customs activities and role of Container Corporation of India.
5. Apprehend on the dry ports concept; FTA and Special Economic Zone.

**Unit 1:** CFS: Role and Functions- Receipt and dispatch/delivery of cargo - Stuffing and stripping of containers - Transit operations by rail/road to and from serving ports - Customs clearance - Consolidation and desegregation of LCL cargo/ Temporary storage of cargo and containers / Reworking of containers / Maintenance and repair of container units.

**Unit 2:** The physical movement of cargo in or out of a Container Freight Station - Stuffing, sealing and marking of containers for labelling and identification - Storage of containers.

**Unit 3:** Ordinary sorting and stacking of containers: Pre or post shipment -Preparing containers internal load plan - Customs activities in CFS- Use of Buffer yards in CFS- Man power in CFS- Charges for services- Marketing of CFS

**Unit 4:** ICD: Role and Functions- Operations carried out in ICD- Customs activities in CFS- Man power in ICD- Rail carriers – CONCOR and private Rail Operators- Improving the service quality in ICD

**Unit 5:** Dry Ports: Inland Ports- Movement of cargo from/to Land locked Areas- Operations proposed in Dry Ports- Factors for successful functioning of Dry Ports- Free Trade Areas- SEZ

**Text Book:** LSC course material

**Reference Books:**

BML 2

1. Rama gopal, C. Export Import Procedures – Documentation and Logistics, New Age International Publishers, New Delhi.

<b>Revised Blooms Taxonomy</b>	<b>K1: Remembering</b>	<b>K2: Understanding</b>	<b>K3: Applying</b>	<b>K4: Analyzing</b>	<b>K5: Evaluating</b>	<b>K6: Creating</b>
<b>CO 1</b>		X				
<b>CO 2</b>			X			
<b>CO 3</b>		X				
<b>CO 4</b>			X			
<b>CO 5</b>					X	

**Mean Value = 3**

**MAS 1382****Quantitative Techniques****4Hrs / 3Cr**

**Course Objective:** The main goal of this course is to make the students confounded in the basic mathematical and operational techniques that would enhance the perceptual thinking.

**Course Outcomes:** On completion of the course, students should be able to

1. Solve linear equations and probability problems.
2. Analyse the problems related to linear programming.
3. Solve transportation problems.
4. Analyse Hungarian Assignment Algorithm and to determine variations of the assignment problem.
5. Analyse the concepts of game theory and queuing theory

**Unit 1:** Basic Concepts of Matrix Algebra: Solving Equations – Linear Equations and In-Equations; Probability: Theory of Probability; Operations Research as a Quantitative aid to Decision Making.

**Unit 2:** Concept of Linear Programming: Problem Formulation – Terminologies – Assumptions – Applications and Limitations; LPP Solution Methods – Graphical Method – Simplex Method.

**Unit 3:** Transportation Problem: Mathematical Formulation – Initial Basic Feasible Solution Methods – Northwest Corner Rule – Least Cost Method – Vogel's Approximation Method – Optimality Checking – Stepping Stone Method.

**Unit 4:** Assignment Problem: Introduction - Mathematical Formulation – Hungarian Assignment Algorithm – Variations of the Assignment Problem.

**Unit 5:** Game Theory: Introduction – Basic Terminologies – Two-Person Zero-Sum Game – Games with Saddle Point – Games without Saddle Point Mixed Strategies – Dominance Property of Reducing the Size of the Game – Solution Methods. Queuing Theory: Characteristics of Queuing Models – Kendall's Notation for Representing Queuing Models.

**Text Book:** Natarajan, Balasubramani, Tamilarasi, Operations Research, Pearson Education, 2007.

**Reference Books:**

1. Ramnath, Rohitashwa, Quantitative Techniques for Managers, Himalaya Publications, 2010.
2. Panneerselvam, Operations Research, Prentice Hall, 2007.

<b>Revised Blooms Taxonomy</b>	<b>K1: Remembering</b>	<b>K2: Understanding</b>	<b>K3: Applying</b>	<b>K4: Analyzing</b>	<b>K5: Evaluating</b>	<b>K6: Creating</b>
<b>CO 1</b>	X					
<b>CO 2</b>			X			
<b>CO 3</b>				X		
<b>CO 4</b>			X			
<b>CO 5</b>					X	

**Mean Value =3.2**

**BML 1200****Environmental Studies****3Hrs / 2Cr**

**Course Objective:** To acquaint the learners with the knowledge and awareness of environment and pollution.

**Course Outcomes:** On completion of the course, students should be able to

1. Recognise the natural environment that we live in.
2. Acknowledge and gratify natural components and resources.
3. Decrease their contribution towards pollution of natural resources and instead, saving them.
4. Identify opportunities for businesses to help promote conservation of nature and issues that endanger it.
5. Develop both individual and social ethics that would create responsible human beings.

**Unit 1:** Introduction: Environment - Terms and definition - Components - Ecology - Balanced Ecosystem - Biodiversity and Conservation.

**Unit 2:** Structural Components: Types and functions of structural components of Biotic Organisms - Natural Resources - Energy - Energy flow - Energy Source - Renewable and Non-renewable sources.

**Unit 3:** Pollution: Pollutants - Types of Pollution - Industry and Pollution – Developing Countries and pollution - Pollution related issues in Developing Countries - Technological Compromise - Specific cases.

**Unit 4:** Natural Environment: Impact on Business - Guidelines for development of natural resources - Sustainable Development - Green Index.

**Unit 5:** Control and Management: Pollution Control and Management - Legal Statutory Requirements - Business Ethics and Social Responsibility - Specific Cases.

**Text Book:** Bharucha, Erach, Environmental Studies, Hyderabad, UGC University Press, 2005

**Reference Books:**

1. K.K. Kumarasamy, Environmental Studies, Bharathidasan University, 2004.
2. Arumugam and Kumaresan, Environmental Studies, Sara Publication, Nagerkoil, 2008.

<b>Revised Blooms Taxonomy</b>	<b>K1: Remembering</b>	<b>K2: Understanding</b>	<b>K3: Applying</b>	<b>K4: Analyzing</b>	<b>K5: Evaluating</b>	<b>K6: Creating</b>
<b>CO 1</b>		X			X	
<b>CO 2</b>						
<b>CO 3</b>				X		
<b>CO 4</b>			X			
<b>CO 5</b>			X			

**Mean Value =3.4**



**Course Objective:** This course is designed with the view of making the student skillful at Spreadsheet

**Course Outcomes:** On completion of the course, students should be able to

1. Know about the rudimentary concept of Spreadsheet
2. Ascertain on the formulas and range concepts of Spreadsheet
3. Understand the concept of auto sum; screen splitting up and freezing of panes
4. Knowing the chart preparation and data validation
5. Understanding the concept of pivot table creation and macros function

**Unit 1:** Introduction to Excel: About Excel & Microsoft - Uses of Excel - Excel software, Spreadsheet windowpane - Title Bar, Menu Bar, Standard Toolbar, Formatting Toolbar, the Ribbon - File Tab and Backstage View - Formula Bar - Workbook Window - Status Bar - Task Pane - Workbook & sheets Columns & Rows.

**Unit 2:** Selecting Columns & Rows: Changing Column Width & Row Height, Auto fitting Columns & Rows, Hiding - Unhiding Columns & Rows, Inserting & Deleting Columns & Rows, Cell, Address of a cell, Components of a cell – Format, value, formula, use of paste and paste special Functionality Using Ranges. Using Ranges, Selecting Ranges, Entering Information into a Range, Using AutoFill.

**Unit 3:** Creating Formulas: Using Formulas, Formula Functions – Sum, Average, if, Count, max, min, Proper, Upper, Lower, Using AutoSum, Advance Formulas Concatenate, Lookup, Lookup, Match, Count if, Text, moving between Spreadsheets, Selecting Multiple Spreadsheets, Inserting and Deleting Spreadsheets Renaming Spreadsheets, Splitting the Screen, Freezing Panes, Copying and Pasting Data between Spreadsheets, Hiding, Protecting worksheets.

**Unit 4:** Creating Charts: Different types of chart, Formatting Chart Objects, Changing the Chart Type, Showing and Hiding the Legend, Showing and Hiding the Data Table Data Analysis Sorting, Filter, Text to Column, Data Validation.



**Unit 5:** PivotTables: Creating PivotTables, manipulating a PivotTable, Using the PivotTable Toolbar, Changing Data Field, Properties, displaying a PivotChart, Setting PivotTable Options, Adding Subtotals to PivotTables Spreadsheet Tools, Making Macros, Recording Macros, Running Macros, Deleting Macros.

**Text Book:** Microsoft Excel 2016: Comprehensive, Freund, Starks, and Schmieder, Cengage Learning, 2017, ISBN: 9781305870727.

**Reference Books:**

1. An Introduction to Excel Spreadsheets; Gatenby James; Bernard Babani Publishing; ISBN: 9780859347013

Revised Blooms Taxonomy	K1: Remembering	K2: Understanding	K3: Applying	K4: Analyzing	K5: Evaluating	K6: Creating
CO 1		X				
CO 2			X			
CO 3		X				
CO 4			X			
CO 5					X	

**Mean Value = 3**

**Course Objective:** This course acquaints learners with the latest theory in the area of cost accounting. It provides an in-depth study in principles and techniques for identification, analysis and classification of cost components to facilitate managerial decision making.

**Course Outcomes:** On completion of the course learners would be able to

1. Know the concepts and techniques in costing
2. Make themselves in familiarize with material cost, inventory control and maintenance of stock level
3. Find out the difference between labour cost and labour turnover
4. Classify overhead cost and methods of absorption
5. Exemplified the different methods of costing

**Unit 1:** Introduction – Definitions - Nature and Scope of Cost Accounting – Objectives - Difference Between Cost and Financial Accounting – Cost Classifications – Types –Methods and Techniques of Costing – Preparation of Cost Sheet.

**Unit 2:** Material Cost – Purchase Control – Bills of Materials – Requisition – Inspection – Material Inventory Control – Maintenance of Stock Level – Stores Ledger – Material Issue Control – Pricing of Materials.

**Unit 3:** Labour Cost – Direct and Indirect Labour Cost Control – Time and Motion Study – Merit Rating Time Keeping and Time Booking – Labour Turnover - Causes of Labour Turnover; Labour Cost Accounting – Time Rate System – Methods of Remuneration – Accelerating Premium Plans – Payroll Department Functions.

**Unit 4:** Overhead Analysis – Importance – Classifications – Procedures of Linking Overhead to Cost Units – Overhead Rates – Methods of Absorption of Overhead Rates.

**Unit 5:** Basics of Cost Accounting Applications in Unit Costing – Job Costing – Batch Costing – Contract Costing – Process Costing – Operation Costing and Operating Costing - Service Costing.

**Text Book:** S.P Jain and K.L Narang – Cost Accounting –Kalyani Publishers – New Delhi – 110 002. 2013.

**Reference Books:**

1. R.S.N. Pillai& V. Bhavathi, Cost Accounting, S. Chand Publishers, New Delhi – 110 055. 2013.

2. M.N. Arora, Vikas Publishing House, Elements of Cost Accounting, New Delhi – 110 014 2013.

<b>Revised Blooms Taxonomy</b>	<b>K1: Remembering</b>	<b>K2: Understanding</b>	<b>K3: Applying</b>	<b>K4: Analyzing</b>	<b>K5: Evaluating</b>	<b>K6: Creating</b>
<b>CO 1</b>		X			X	
<b>CO 2</b>						
<b>CO 3</b>				X		
<b>CO 4</b>			X			
<b>CO 5</b>			X			

**Mean Value =3.4**

**Course Objective:** The learners will understand the concept of marketing and its applications and will expose them to the latest trends in marketing.

**Course Outcomes:** On completion of the course, learners would be able to

1. Classify market, marketing and selling
2. Relate the nature and key concepts in product development.
3. Examine the relevance of pricing and factors influencing it.
4. Demonstrate the ability of Brand to justify marketing strategies of a firm.
5. Identify the recent trends in marketing.

**Unit 1:** Market: Introduction – Evolution – Meaning – Definition – Classification; Marketing: Objectives – Importance – Marketing and Merchandising - Marketing and Selling – Marketing and Distribution – Marketing and Business – Modern marketing – Role of Marketing in Economic Development.

**Unit 2:** Product: Meaning – Features – Classification – Policies – Planning and Development – Product line – Product Mix: Product Mix Strategies – Product Innovation; New Product: Life Cycle – Planning Process – Product Diversification – Product Elimination – Product Modification – Product Failure.

**Unit 3:** Pricing: Meaning – Objectives – Factors affecting Pricing Decisions – Procedure for Price Determination; Kinds of Pricing: Psychological – Customary – Skimming – Penetration – Geographical – Administrated – Dual – Mark up – Price lining – Negotiated – Competitive – Monopoly – Oligopoly; Price Differentials – Price Leader – Factors Affecting Price – Resale Price Maintenance.

**Unit 4:** Branding: Brand – Branding – Brand Name – Types of Brand – Reasons for Branding - Conditions Favorable to Branding – Brand mark – Functions – Advantages – Trade mark; Labeling: Meaning - Types – Functions – Advantages and Disadvantages; Packaging: Meaning – Growth – Functions – Kinds; Channels of Distribution: Definition – Importance – Types – Factors affecting the choice of distribution channel.

**Unit 5:** E- Business: Introduction – Telemarketing – Automatic Vending – E-Business – E Commerce – Electronic Data Interchange – E-Mail – Internet – E-Auctioning – E- Marketing – E-Trading; Recent Trends in Marketing: Relationship Marketing – Word of mouth Marketing – Test Marketing.

**Text Book:** R.S.N. Pillai and Bagavathi, Modern Marketing, S.Chand Ltd, New Delhi 2014.

**Reference Books:**

1. Philip Kotler, Marketing Management, Pearson Education, New Delhi, 2010.
2. Stanton William J, Fundamentals of Marketing, McGraw Hill, New Delhi, 10th Edition, 2010.

Revised Blooms Taxonomy	K1: Remembering	K2: Understanding	K3: Applying	K4: Analyzing	K5: Evaluating	K6: Creating
CO 1		X				
CO 2			X			
CO 3		X				
CO 4			X			
CO 5					X	

**Mean Value = 3**

**Course Objective:** The purpose of this course is to introduce the applications and usage of Information technology in the logistics sector. This course will help the learners to understand the basic concept of MIS and appreciate the available IT solutions along with the relevant business processes.

**Course Outcomes:** On completion of the course, learners would be able to

1. Understand the basics of MIS and enable them to enhance their ability and Professional skills in Logistics.
2. Learn various database technology
3. Know the conceptual dissemination of technology information in logistical sector
4. Relate MIS in all functional areas of an enterprise
5. Familiarize in various business tools an ERP module

**Unit 1:** Introduction: IT and management opportunities and challenges-Strategic planning and models - Information management & IT Architecture – IT Architecture & infrastructure, cloud computing and services, Virtualization and Virtual Machines.

**Unit 2:** Database Technology: Data warehouse- Data Mart Technologies- Data and Text mining- Business Intelligence & Analytics, Digital and physical document management. Networks, collaboration & sustainability: Business IT networks & components, communication technologies – Sustainability and Ethical issues - Internal control- Business Control and Auditing.

**Unit 3:** Conceptual dissemination of technology information: and strategic planning – Technology choice and evaluation methods – Analysis of alternative technologies – Implementing technology programmes - Intellectual Capital - An introduction to Intellectual Property Right - Patent -Copyrights - Trademarks and other issues.

**Unit 4:** Functional Area & Compliance systems: Management levels and functional systems Enterprise Systems and applications: Enterprise systems, Enterprise Resource Planning (ERP), Supply Chain Management (SCM), Collaborative Planning, Forecasting, and Replenishment system (CPFR), Customer Relationship Management (CRM). Performance

Management: Data visualization, Mashups, and Mobile intelligence, Fleet Management Information System.

**Unit 5:** Business Process and Project Management: Architecture & IT design, System development, Software & Applications for management (Business software tools), Support system. ERP modules -sales and Marketing, Accounting, Finance, Materials and Production management etc.

**Text Book:** Course Material Prepared by LSC

**Reference Books:**

1. Kenneth c. L., Jane P. L., & RajanishDass (2001) Management Information System - Managing the Digital Firm. Pearson Education: New Delhi.
2. VI, K., & ANDREW, B. W. Frontiers of Electronic Commerce. Pearson Education: New Delhi.

<b>Revised Blooms Taxonomy</b>	<b>K1: Remembering</b>	<b>K2: Understanding</b>	<b>K3: Applying</b>	<b>K4: Analyzing</b>	<b>K5: Evaluating</b>	<b>K6: Creating</b>
<b>CO 1</b>		<b>X</b>				
<b>CO 2</b>					<b>X</b>	
<b>CO 3</b>		<b>X</b>				
<b>CO 4</b>				<b>X</b>		
<b>CO 5</b>					<b>X</b>	

**Mean Value = 3.6**

**Course Objective:** To impart the knowledge on the key functions in export and import policies and procedures. To educate the learners in solving issues related to requirements in EXIM management.

**Course Outcomes:** On completion of the course, learners would be able to

1. Remember the basics of global trade, EXIM policies and procedures.
2. Understand export marketing and various import policies and procedures.
3. Understand the payment methods, risk and various financing strategies.
4. Understand documentation, pre-shipment procedures, process and role in logistics
5. Update on schemes and policies in EXIM trade and leverage appropriate benefits.

**Unit 1:** Elements of International Trade: Features, Benefits, Advantages. Registration Formalities, Types of Exporters –Manufacturer/Merchant Exporter. Methods of exporting- Methods of entry into foreign market Classification of goods- Preparation for exports- Registration formalities- IEC Number- Import and export of restricted items- Commercial Documents-Regulatory documents- Documents related to goods- Shipment related documents- Documents related to payments- Documents related to inspection- Excisable goods- Export contracts-

**Unit 2:** Exports: Processing of an Export Order: Quality Control, Pre-Shipment Inspection - Realizing Payment of Export Proceeds, Negotiation of Documents – SEZ, EOU, Deemed Exports. Imports: Preliminaries, Procedures, Policies - Documentation – Bill of Entry, Customs Formalities, Categories of Importers, Retirement of Import Documents. Excise Formalities

**Unit 3:** Method of receiving payment: Instrument of payment- Letter of credit- Pre-shipment finance- post-shipment finance and credit in foreign currency- Negotiation of documents- Duty drawbacks.

**Unit 4:** Pre-shipment procedures: Clearing and forwarding agents- The Central Excise and customs clearance procedure- Shipment of export cargo- Direct port entry- Customs clearance of import cargo- Coverages by ECGC- Cargo insurance- Processing of an export order. Documentation: Commercial and Regulatory Documents viz L/C, B/L, Shipping Bill,



Invoice, Pricing Factors, Payment Terms – L/C, D/A, D/P. Sale Terms – FOB, CIF, C&F. Financing – Insurance- Marine, Credit, Exchange Rate. Calculation of FOB, CIF and C&F Prices.

**Unit 5:** F.T.P.(Latest): Highlights. Export Incentives, Schemes, Assistance viz EPCG, Merchandise Exports Incentive Scheme (MEIS) -MDA, DBK, Institutional Frame Work – Export Promotion Organization viz EPC, CB, DGFT- FIEO, ICA.

**Text Book:**Dr.Khushpat S, Jain. Export Procedures and Documentation. Himalaya Publishing House

**Reference Books:**

1. T.A.S. Balagopal. Export Management. Himalaya Publishing House

Revised Blooms Taxonomy	K1: Remembering	K2: Understanding	K3: Applying	K4: Analyzing	K5: Evaluating	K6: Creating
CO 1		X			X	
CO 2						
CO 3				X		
CO 4			X			
CO 5			X			

**Mean Value =3.4**

**Course Objective:** The learners will get familiarize with international and domestic experience with its advantages and trend of coastal shipping

**Course Outcomes:** On completion of the course, learners would be able to

1. Know the advantages of costal shipping and their recent trends.
2. Understand issues in short sea shipping and its various aspects in shifting of cargo

transport to coastal and inland water mode

3. Familiarize in Inland waterways and its issues.
4. Aware on the importance and future development of Indian waterways.
5. Acquaint of international experience in inland waterways

**Unit 1:** Coastal Shipping: Advantages-Growth trends in India- Impediments in the Growth- International trends- Major and Non-Major Ports of India - Indian Fleet- Captive Cargo- Potential Cargo- Distribution of Automobiles through Coastal- Issues of return Cargo.

**Unit 2:** Short Sea Shipping: Cost Aspects – Incentives - Aspects of level Playing Field with foreign lines -. Cabotage- Measures to improve Coastal Tonnage- Potential of passenger movement - Marco polo Programme.

**Unit 3:** Inland Waterways: National Waterways of India - Road Connectivity to jetties - Cargo mobilization- Conditions for modal shift to water ways- Issues in Navigation- Infrastructure for inland waterways- issues in modal shift – Vessel management

**Unit 4:** Inland waterways: India’s experience – Nature and quantity of Cargo movement - Initiatives- Performance of NWS- Comparison with other modes- creation of new waterways-

**Unit 5:** Inland Waterways: Learnings from International experience – EU initiatives

**Text Book:** LSC course material

**Reference Books:**

1. Web site: <http://iwai.nic.in/>

<b>Revised Blooms Taxonomy</b>	<b>K1: Remembering</b>	<b>K2: Understanding</b>	<b>K3: Applying</b>	<b>K4: Analyzing</b>	<b>K5: Evaluating</b>	<b>K6: Creating</b>
<b>CO 1</b>		<b>X</b>				
<b>CO 2</b>			<b>X</b>			
<b>CO 3</b>		<b>X</b>				
<b>CO 4</b>			<b>X</b>			
<b>CO 5</b>					<b>X</b>	

**Mean Value = 3**

**Course Objective:** To develop learners' competencies and knowledge to become freight forwarding professionals in the field of Logistics

**Course Outcomes:** On completion of the course, learners would be able to

1. Apply the basic knowledge of freight forwarding procedure
2. Know about customs clearance procedures, documentation and multimodal transportation.
3. Understand operation procedures of freight forwarding
4. Understand about the basic regulation pertaining to Cargo movement
5. Anticipate documentation procedures in various accepts of logistical sector

**Unit 1:** Introduction to EXIM: Freight forwarding and custom clearance –Importance of custom clearance – certificate of origin, ICEGATE and insurance – Custom Act – Regulations pertaining to custom clearance – Different modes of freight forwarding – Domestic and international freight forwarding networks – Process of freight forwarding.

**Unit2:** Customs clearance procedure: Documents and its importance - Stages of Documentations process and procedures - Documentation types and filing processes - Details of documents as per the format approved by the Customs - The requirement of documents for pre-shipment and requirement of documents for Import - Multimodal transportation - Vendor management - Bulk load handling - DG handling

**Unit 3:** Operation Procedures of Freight Forwarding: The procedures for Pre-Operating Checks and Operational checks to be performed for every shipment /consignment - List of basic handling of errors and the Operational errors - Checking of shipping bill based on invoice and packing list received from department for Freight Forwarding. Regulations (EXIM/IATA/Countries)/COM based on permutations and combinations of weight vs volume.

**Unit 4:** Cargo handling: INCO terms and terminologies used - Full Export and Import value of the cargo – Importer and exporter Code (IEC),The registered PAN based Business Identification Number received from the Directorate General of Foreign Trade - Different type of Cargo, their quantity and value - Packaging and transportation requirements for the

cargo during shipment from the shipper - Inspection procedure for the cargo while unloading  
 - Basic Regulation pertaining to Cargo movement by Air, Sea, and Land. Climatic conditions of different routes in different seasons.

**Unit 5:** Documentation of Freight Forwarding process: Timelines and requirements - Carting, unloading, Stacking, Loading; and Stuffing - Procedure for dealing with loss or damage to goods - Different P.G.A and their roles. Technical knowledge on Containers; Pallets; Palletization; Fumigation - The general reporting processes and time frames - Shipping line available for different routes - Letters of Credit and payment Terms- Details of the transport available in Different routes - Organization fees, charges structure and Organizational procedures - computer and its application in internal systems of documentation.

**Text Book:** Course Material Prepared by LSC.

**Reference Books:**

1. J P Saxena, Warehouse Management and Inventory Control- Vikas Publications Pvt Ltd, 2003.

Revised Blooms Taxonomy	K1: Remembering	K2: Understanding	K3: Applying	K4: Analyzing	K5: Evaluating	K6: Creating
CO 1	X					
CO 2			X			
CO 3				X		
CO 4			X			
CO 5					X	

**Mean Value =3.2**

**Course Objective:** To develop an understanding of basic concepts and role of logistics and supply chain management in logistics.

**Course Outcomes:** On completion of the course, learners would be able to

1. Impart knowledge relating to functions under Supply chain Management.
2. Understand the strategies of international logistics and supply chain management.
3. Apply various key supply chain business processes.
4. Develop customer service management in logistics.
5. Understand planning and strategies involved in supply chains and generate viable alternatives to solve.

**Unit 1:** Introduction to Supply Chain Management: Concept – Evolution and Development – Difference – Role – Scope – Functions and Importance – Contemporary Manufacturing and Distribution Practices in Globalized Economy – Local and International Supply Chains – Benefits and Issues – Types of Supply Chains and examples

**Unit 2:** Strategic, tactical, operational decisions in supply chain : SCM building blocks – Supply Chain Drivers and Obstacles – International Logistics and Supply Chain Management – The Total Cost Concept and Logistics and SCM Trade-Offs.

**Unit 3:** Key Supply Chain Business Processes: Planning – Sourcing – Producing – Distributing and Paying – Managing material flow and distribution – Distribution and Planning Strategy – Warehousing and Operations Management – Transportation Management – Inventory Management. Sourcing and Supplies Management, Outsourcing – Global Sourcing – Supply Chain Performance.

**Unit 4:** Customer Service Management and Measurements: CRM – Manufacturing Logistics – Pricing Strategies – SCM Relationships – Third Party Logistics and Fourth Party Logistics – Case studies

**Unit 5:** SCM Network Design and Facilities Development: SCM Planning and Development Strategies - Supply Chain Uncertainties – Supply Chain Vulnerabilities - Supply Chain Coordination and Integration: Role of IT, Impact of Internet and E-Business – IT enabled SCM

**Text Book:** Martin Christopher. Logistics and Supply Chain Management Sunil Chopra and Peter Meindal. Supply Chain Management

<b>Revised Blooms Taxonomy</b>	<b>K1: Remembering</b>	<b>K2: Understanding</b>	<b>K3: Applying</b>	<b>K4: Analyzing</b>	<b>K5: Evaluating</b>	<b>K6: Creating</b>
<b>CO 1</b>		<b>X</b>				
<b>CO 2</b>			<b>X</b>			
<b>CO 3</b>		<b>X</b>				
<b>CO 4</b>			<b>X</b>			
<b>CO 5</b>					<b>X</b>	

**Mean Value = 3**

**Course Objective:** This course focuses the learners on the preparation of reports for internal users, such as the managers and officers of a company. These reports are an integral part of managerial accounting which provides techniques for assisting management in making decisions and tools for evaluating the effectiveness of those decisions.

**Course Outcomes:** On completion of the course, learners would be able to

1. Enrich the concept of management accounting and its significance in business.
2. Enhance the abilities to analyze the financial statements.
3. Understand and apply the techniques of fund flow statement and Cash flow statement
4. Familiarize them with various budgets and budgetary control
5. Establish the uses of standard costing and need for marginal costing

**Unit 1:** Management Accounting: Definitions – Objectives – Difference Between Management Accounting, Financial and Cost Accounting – Functions of Management Accountant – Limitations – Installation of Management Accounting System.

**Unit 2:** Analysis and Interpretation of Financial Statements – Concept of Financial Statements –Horizontal and Vertical Formats – Tools for Analysis of Financial Statements; Ratio Analysis – Utility – Limitations – Profitability Ratios – Turnover Ratios – Financial Ratios – Dupont Control Chart Analysis.

**Unit 3:** Funds Flow Statement –Sources and Applications of Funds – Managerial Applications of Funds Flow Statement – Cash Flow Statement – Construction of Cash Flow Statement as per AS 3.

**Unit 4:** Budget and Budgetary Control – Objectives – Installation of Budgetary Control System – Procedures for Preparation of Budgets – Classifications of Budgets – ZBB Budgets.

**Unit 5:** Marginal Costing – Cost Volume Profit Analysis – Managerial Applications – Standard Costing – Types of Standards – Variance Analysis – Difference Between Standard Costing and Budgets.

**Text Book:**Dr. S.N. Maheswari - Principles of management Accounting – Sulthan Chand Publications – New Delhi – 110 002, 2011



**Reference Books:**

1. RSN. Pillai& V. Bhavathi – Management Accounting - S. Chand Publishers – New Delhi – 110 055, 2010.
2. Ravi M. Kishore – Management Accounting – Taxmann Publications – New Delhi – 110 005, 2011.

<b>Revised Blooms Taxonomy</b>	<b>K1: Remembering</b>	<b>K2: Understanding</b>	<b>K3: Applying</b>	<b>K4: Analyzing</b>	<b>K5: Evaluating</b>	<b>K6: Creating</b>
<b>CO 1</b>		X			X	
<b>CO 2</b>						
<b>CO 3</b>				X		
<b>CO 4</b>			X			
<b>CO 5</b>			X			

**Mean Value =3.4**

**Course Objective:** To introduce the learners about process of managing people and the workforce in a business or Organisation.

**Course Outcomes:** On completion of the course, learners would be able to

1. Facilitate and communicate the scope, functions and significance of human resource and their effective management in organizations.
2. Demonstrate a basic understanding of job analysis and human resource planning and also, to identify the basic problems and factors affecting HRP.
3. Contribute to the development, implementation, and evaluation of employee recruitment and selection processes. Develop, implement, and
4. Analyze the key issues and methods related to performance appraisal and wage and salary administration. Outline and discuss the current social
5. Analyze the concepts of international human resource management and the various aspects of e-HRM.

**Unit 1:** Evolution and Development of Human Resource Management; HRM: Definition and Meaning - Objectives - Scope - Functions and Importance; Difference between Human Resource Management and Personnel Management; Role of HR Manager.

**Unit 2:** Job Analysis: Need - Process; Job Description: Contents - Steps; Job Specification; Uses of Job Analysis; Human Resource Planning: Definition and Meaning – Objectives – Benefits – Human Resource Planning Process – Factors Affecting Human Resource Planning - Problems in Human Resource Planning.

**Unit 3:** Recruitment: Definition-Objectives–Sources–Factors Influencing Recruitment; Selection: Meaning and Definition-Selection Procedure–Placement and Induction; Employee Training: Meaning – Benefits of Training – Need for Training - Objectives – Training Methods – Training Procedure – Evaluation; Development: Meaning – Objectives - Need – Difference Between Training and Development.

**Unit 4:** Performance Appraisal: Meaning – Need and Purpose - Methods of Performance Appraisal; Promotion - Transfer – Demotion; Wage and Salary Administration: Definition and Concepts – Objectives – Factors Affecting Wage and Salary Levels; Social Security Measures: Meaning – Objectives – Types.

**Unit 5:** International Human Resource management: Introduction-Global recruitment- Global Selection approach–Expatriate and international Adjustment- Cross Culture training; E-Human Resource Management: Introduction–Aspects of E- HRM – E- Recruitment - E- Selection – E- Performance Management – E- Training and development – E-HR Records – E- HR information.

**Text Book:**P.Subba Rao, Personnel and Human Resource Management, Himalaya Publishing House.

**Reference Books:**

1. Aswathappa. K, Human Resource and Personnel Management, Tata McGraw - Hill Publishing Company Ltd, New Delhi, 2008.
2. C.B.Mamoria and V.S.P.Rao, Personnel Management, Himalaya Publishing House, New Delhi, 2012.

Revised Blooms Taxonomy	K1: Remembering	K2: Understanding	K3: Applying	K4: Analyzing	K5: Evaluating	K6: Creating
CO 1		X			X	
CO 2	X					
CO 3				X		
CO 4			X			
CO 5						

**Mean Value =3**

**Course Objective:** The learner will inculcate the need for quality centric perspective in the conduct of Business both as managers and entrepreneurs.

**Course Outcomes:** On completion of the course, learners would be able to

1. Get familiarize with the basic concepts of Total Quality Management
2. Know the importance of Customer satisfaction and employee involvement in the organization.
3. Understand the different techniques and performance measures that can be adopted in the organization
4. Gather information about the best industrial practices through Benchmarking
5. Assimilate the need for Quality management and environment management system in organizations

**Unit 1:** Quality Concepts: Definition–Dimensions; Total Quality Management: Evolution - Dimensions – Basic Concepts – Principles– Role of TQM Leaders - Barriers to TQM Implementation; Contributions of Quality Gurus: Deming - Juran - Crosby – Taguchi.

**Unit 2:** Customer Satisfaction: Meaning – Types of Customers; Customer Perception of Quality: Factors Influencing Customer Perception of Quality - Identifying Customer Needs – Customer Retention and Feedback; Employee Motivation: Concept – Importance – Theories of Motivation; Employee Empowerment: Definition – Principles – Characteristics; Recognition and Reward: Meaning – Types of Rewards; Performance Appraisal: Need – Process – Benefits.

**Unit 3:** PDSA Cycle: Meaning – Phases – Benefits; 5S: Meaning – Objectives – Factors – Benefits; Kaizen: Various Aspects – Features; Performance Measures: Objectives – Pre-Requisites - Implementation Strategy; Quality cost:Definition - Elements – Analyzing Techniques - Trend analysis -Characteristics - Pareto Analysis – Uses.

**Unit 4:** Bench marking: Meaning - Types - Process –Benefits; Quality Function Deployment: Definition - Methodology – Process; Total Productive Maintenance: Definition - Types –

Objectives- Eight Pillars of TPM; Failure Mode Effective Analysis: Definition - Types – Stages.

**Unit 5:** Six Sigma: Definition - Process - Advantages; ISO 9000 Quality System: Definition – Objectives – Benefits – Process Model – Elements - Implementation- Documentation; Quality Auditing: Types of Audit; Environmental Management System Standards: Concept-Requirements and Benefits.

**Text Book:** V. Jayakumar, R. Raju, Total Quality Management, Lakshmi publications, Chennai, 2016.

**Reference Books:**

1. R.Ramakrishnan – Total Quality Management, Eswar Press, 2010
2. Dale. H, Carol Glen, Mary- Total Quality management , Pearson Education , 2011

Revised Blooms Taxonomy	K1: Remembering	K2: Understanding	K3: Applying	K4: Analyzing	K5: Evaluating	K6: Creating
CO 1	X					
CO 2			X			
CO 3				X		
CO 4			X			
CO 5					X	

**Mean Value =3.2**

**Course Objective:** To familiarize the learners with basic concept of cargo movement to the port by various mode and to develop knowledge on the financial and time advantages and disadvantages of various modes.

**Course Outcomes:** On completion of the course, learners would be able to

1. Understand the entire concept of road transport system.
2. Know the operations in rail transport system
3. Analyze the major Gate Access Operations in Ports
4. Get familiarize with cost incidence in road and rail transport
5. Be a better logistician

**Unit 1:** Introduction to Road Transport System: Classification of vehicles - Road network in India - Road transport companies and their operation Integrated logistics provided by road transport companies - Documents and permits required in road transport system. Problems in road transport - Regulatory authorities involved with road transport system.

**Unit 2:** Rail Transport Systems: Types of railway wagons – Rakes- Railway goods freight structure - Operations. Railway goods service operations - Operations at a railway goods yard/siding - Operations and control in the railways - Organization of Indian railways- ICDs - CONCOR Private Rail Operators-.

**Unit 3:** Gate Access Operations in Ports: Role in DPD-DPE- Information system applications – GPS – RFID- Liability and Claims following cargo damage- Conversion of Parking yards to processing zones.

**Unit 4:** Cost Incidence in road and rail transport to/from the Port: Case studies from Chennai and JNPT.

**Unit 5:** Port connectivity in India: DFCs- Western and Eastern- Industrial Corridor- Port based economic clusters- Dry ports- Cold logistics

**Text Book:** LSC Course Material

**Reference Books:**

1. Logistics of facility location and allocation / Dileep R. Sule (Marcel Dekker)
2. Logistics & supply chain management / Martin Christopher,2011 (Prentice Hall Financial Times)

<b>Revised Blooms Taxonomy</b>	<b>K1: Remembering</b>	<b>K2: Understanding</b>	<b>K3: Applying</b>	<b>K4: Analyzing</b>	<b>K5: Evaluating</b>	<b>K6: Creating</b>
<b>CO 1</b>		X				
<b>CO 2</b>					X	
<b>CO 3</b>		X				
<b>CO 4</b>				X		
<b>CO 5</b>					X	

**Mean Value = 3.6**

**Course Objective:** To develop an understanding the modes of globalizing the business, and International treaties that regulate functioning of MNCs

**Course Outcomes:** On completion of the course, learners would be able to

1. Get better knowledge about domestic and International Business
2. Understand the International business culture
3. Know various national and International organisation relating to trade and business
4. Understand multinational strategies and dimensions
5. Acquaint foreign exchange market and its functions

**Unit 1:** Introduction: Globalisation – Meaning and implications - Globalisation of markets and production – The emerging global economy - Drivers of Globalisation. Modes and entry strategies of international business – arguments for and against – trends in international trade. Differences between domestic and international business.

**Unit 2:** International Business Environment: Cultural aspects - Values and norms, social structure, religious and ethical systems, language, education, implications of cultural differences on business - International business environment, Political and legal factors, political systems, legal systems - International business environment, Economic factors, the determinants of economic development - Tariffs, subsidies, local content requirements, administrative policies, anti-dumping policies, political and economic arguments for intervention, Development of the world trading system.

**Unit 3:** WTO and Regional Integrations: GATT - The Uruguay round of negotiations. WTO, genesis and functions, the future of WTO - Regional Integrations, Trading Blocks, nature and levels of integration, arguments for and against regional integration, Trading blocks, European Union, ASEAN, APEC, NAFTA, SAARC.

**Unit 4:** Multinational Corporations: Organisation, design and structures, headquarters and subsidiary relations in multinational corporations - International Monetary System, Funding facilities and strategies of IMF and World Bank, Expatriation and Repatriation, Ethical dimensions in International Business.



**Unit 5:** Foreign Exchange Market-Functions: Nature of foreign exchange market - Trading mechanism - Exchange rate determination - Balance of trade - Stability of exchange rate, currency convertibility.

**Text Book:** Charles W L Hill. And Arun Kumar Jain. International Business: competing in the global market place, Mc Graw-Hill.

**Reference Books:**

1. John D. Daniels Lee H Radebaugh, International Business: Environments and Operations Addison Wesley.
2. Justin Paul – International Business – Prentice Hall of India.

Revised Blooms Taxonomy	K1: Remembering	K2: Understanding	K3: Applying	K4: Analyzing	K5: Evaluating	K6: Creating
CO 1		X				
CO 2					X	
CO 3		X				
CO 4				X		
CO 5					X	

**Mean Value = 3.6**

**Course Objective:** To impart knowledge relating to container transactions and commerce, international policies, norms and regulations in containerisation.

**Course Outcomes:** On completion of the course, learners would be able to

1. Apply the basic knowledge of Containerization in EXIM situations
2. Enhance their knowledge regarding yard operations
3. Understand their ability in Multi-Modalism and Multi-modal Trade Routes
4. Get familiarize with conventions for the containerized transport
5. Play a role as port agents and charter party

**Unit 1:** Container Ships: Terminal - Consideration of Container Terminal Planning -- Container types - ISO Container Dimension by types - Features of Containerization – Container operators - Container Distribution

**Unit 2:** Storage of containers in yard and in vessels: Cargo and Container handling equipment – Shore cranes – Yard cranes – IT enabled yard operations

**Unit 3:** Multi-Modalism Multi-modal Trade Routes: Evolution - Basic Intermodal System - Modal Interface – Advantages of Multi-modalism – Influencing Factors – Conventions Relating to Multimodal Transport Cargo Liability -Container Commerce

**Unit 4:** IMO conventions for the containerised transport: SOLAS - - Dangerous Cargo - IMDG Code – Classes - Weight restrictions in containers – ISPS Code - MARPOL International Conventions relating to Bill of Lading - Hamburg Rule

**Unit 5:** Introduction to Chartering: Chartering-Voyage Charter-Time Charter-Chartering Negotiations- Chartering and the internet-Charter Parties-Construction of voyage charter parties-Loading place and cargo-Loading rates-Lay days and cancelling date- Cost of loading and discharge- Time charter-The agents influence upon the charter- The port agents' role in charter party negotiations.

**Text Book:** LSC Course Material.

**Reference Books:**

1. ICS .2011/12, Ship Operations and Management. London, UK.
2. Hariharan, K. V. (2002) A Text Book on Containerization and Multimodal Transport. Shroff Publishers and Distributors: New Delhi.

<b>Revised Blooms Taxonomy</b>	<b>K1: Remembering</b>	<b>K2: Understanding</b>	<b>K3: Applying</b>	<b>K4: Analyzing</b>	<b>K5: Evaluating</b>	<b>K6: Creating</b>
<b>CO 1</b>		X			X	
<b>CO 2</b>						
<b>CO 3</b>				X		
<b>CO 4</b>			X			
<b>CO 5</b>			X			

**Mean Value =3.4**

**Course Objective:** It will give wide understanding of General Insurance and advanced knowledge of Marine Insurance and to get familiarize with International Insurance Practices and Claim Procedures.

**Course Outcomes:** On completion of the course, learners would be able to

1. Know the overall concept of Marine Insurance.
2. Understand and interpret Inland transit insurance.
3. Acquaint the deep knowledge about insurance relating to EXIM cargo
4. Understand the concepts of marine insurance in Brokers' duties
5. Understand marine hull and machinery insurance.

**Unit 1:** Introduction of Marine Insurances: Relevance of Principles of General Insurance to Marine- concept of insurable interest and utmost good faith Insured value- Assignment — INCOTERMS – Insurances of stock in Warehouses.

**Unit 2:** Inland Transit Insurance: Critical underwriting aspects – Documents associated with Marine Cargo Insurance – Types of Policies- Risks included and excluded— Risk Management in Marine Cargo Insurance – Claim procedure for Inland Transit Claims - Survey processes

**Unit 3:** Insurance of EXIM cargo: Marine Cargo Clauses – ICC (A)– ICC (B) and ICC (C) Clause – General Exclusion – General Inclusions - Insurance of freight – Claim procedure for Marine Cargo Claims- Documents required to substantiate claims- Express and Implied Warranties - Subrogation

**Unit 4:** Marine Insurance Broker's duties: General average and salvage – Insured value – Marine Insurance Act 1963 – Jettison – Limits of Liability for carriers-

**Unit 5:** Marine Hull & Machinery Insurances: Institute Clauses - War and strikes risk – Different types of Liability- Protection and Indemnity for ship owners and charterers

**Text Book:** LSC course material

**Reference Books:**

1. IC 70 - Marine Hull insurance underwriting and claims Published by Insurance Institute of India – 2015
2. IC 60 - Marine Cargo insurance principles and underwriting Published by Insurance Institute of India – 2015.

<b>Revised Blooms Taxonomy</b>	<b>K1: Remembering</b>	<b>K2: Understanding</b>	<b>K3: Applying</b>	<b>K4: Analyzing</b>	<b>K5: Evaluating</b>	<b>K6: Creating</b>
<b>CO 1</b>		X				
<b>CO 2</b>					X	
<b>CO 3</b>		X				
<b>CO 4</b>				X		
<b>CO 5</b>					X	

**Mean Value = 3.6**

**Course Objective:** This course is designed to familiarize the student with advanced concepts in optimizing costs in liner transport.

**Course Outcomes:** On completion of the course, students should be able to

1. Know about the structure of shipping industry
2. Ascertain on the maritime freight cost and shipping cycle
3. Understand the concept of bill of lading and marine insurance
4. Knowing the concept of NVOC and LCL consolidation
5. Understanding the role of mercantile marine department

**Unit 1:** Structure of Shipping Industry: Chartering – Time – Voyage - Charter parties- bulk carriers - Ocean linear conference system Freight structure and practices – Coordination - role of intermediaries – Forwarding and clearing agents - Freight brokers - Stevedores and ship agents.

**Unit 2:** Determinants of Maritime Freight cost: Distances -Economies of Scale- Imbalances - Type and Value of goods – Port Characteristics- Competition- Mergers and acquisitions of Shipping Lines- Consortiums- Shipping cycles-

**Unit 3:** Bill of Lading- Commercial documents: Obligations- INCO Terms- Volatility in ocean freights and measures to reduce the impact of fluctuations- Marine Insurance for Hull, machinery and cargo

**Unit 4:** NVOC- LCL Consolidation- Feeder services- transshipments- major transshipment hubs of the world- requirement to be a transshipment hub.

**Unit 5:** Role and functions of Ship owner: Carrier- Steamer agent - Main line operator- Feeder operator - Statutory authorities- Immigration department- Mercantile Marine department- PHO- PGAs

**Text Book:** LSC course material

**Reference Books:**

1.ICS .2011/12, Ship Operations and Management. London, UK.

**BML 3203          PPP In Port Sector (MOOC) 3Hrs / 2Cr**

**Course Objective:** This course is designed to familiarize the student with advanced concepts in optimizing costs in liner transport.

**Course Outcomes:** On completion of the course, students should be able to

1. Know about the PPP in generic
2. Ascertain on the basic features of PPP
3. Understand the transparency and accountancy of PPP projects
4. Knowing the development stages of PPP Project
5. Conversant on the contemporary industry scenario

**Unit 1:** Public Private Partnership: Concept – Evolution- Characteristics - Benefits– Private sector Capital- Early PPP projects in Indian Port Sector.

**Unit 2:** Public Private Partnership: Degrees of Private involvement – Basic features of various models of PPP including BOT – BOO- BOOT- DBF – DBFO - Concession Agreements- Sharing of Risks and Rewards.

**Unit 3:** Aspects of PPP: Transparency - Accountability – Fairness – Efficiency – Advantages- Focus on outputs - How PPPs make projects affordable- Faster project delivery – Allocation of Risks to the party best able to manage the risk - Asset Utilization, Social and Economic benefits, sustainable development, better compliance to regulation.

**Unit 4:** Stages of development of PPP projects: Initial feasibility, Procurement phase, Construction phase, Operation phase- Factors that can lead to success of PPP projects - Political will - Government commitment - PPP Champion - Clear output specification - Appropriate risk sharing – Performance management - Tariff in port services– Limitations in PPP.

**Unit 5:** Elementary Case studies: of PPPs in Indian Port sector-NSICT - APMT

**Text Book:** LSC course material

**Reference Books:**

1. Joshi, R. N. (2013) Public Private Partnership in Infrastructure: Perspectives, Principles and Practices. Vision Books: New Delhi.

**BML 3205 Commercial Geography(MOOC) 3Hrs/ 2Cr**

**Course Objective:** To acquaint the students about dynamic aspects of Commercial Geography.

**Course Outcomes:** On completion of the course, students should be able to

1. Know about the introduction to geography
2. Understand the physical factors in Indian context
3. Understand the transportation system in India
4. Ascertain on the world time zone
5. Know about the airport codes and world geography

**Unit 1:** Introduction to Geography: Definition, nature and scope, relation with other branches. -Meaning of environment, physical or natural environment and cultural or man-made environment, -Commercial activities: Primary, secondary, tertiary and quaternary activities - Factors affecting commercial activities of physical or natural factors: Location, climate, physiography.

**Unit 2:** Physical factors: Location of India in the World map, longitudes, latitudes and equator, Size of country including land mass, List of States their capitals, important cities and towns / Union Territories, -India's population size & distribution - India and the world, its neighbours

**Unit 3:** Transportation systems in India: Inland & overseas. Roadways - National Highway including Golden Quadrilateral, E-W corridor, N-S corridor, N-H numbers - Railway junctions & connections - Airports international & domestic airport locations - Seaports - Industrial belts in India - Industrial Estates, SEZs, Export Processing zones, Textile zones, Leather zones, chemical zones.

**Unit 4:** Introduction to World Time Zone: Time Zones - Greenwich Mean Time - Calculation of time zone - by using longitude - Local Time - Standard Time - International Date Line

**Unit 5:** IATA Airport Codes & World Geography: Introduction to IATA Airport Codes, its history importance and use in the air transportation business. Continents of the world and the countries in the subcontinents and regions - Capital of the countries, important and commercial cities in the world - Currencies of the countries - Important commercial Airports,



Traveltimeforshipments/cargotovariouscountriesfromIndiaand vice versa -Tradelines to theworldfrom India-Typesoftradebetweenthecountries

**TextBook:**LSCcoursematerial

**BML 3200 Maritime Environment(MOOC) 3Hrs / 3Cr**

**Course Objective:** This course is designed to familiarize the student with elements of Maritime Environment

**Course Outcomes:** On completion of the course, students should be able to

1. Know about the legal economic system
2. Ascertain on the contract law
3. Understand the concept of bailment and guarantee
4. Ascertain on the customs; central excise and GST
5. Conversant on the contemporary port act and multimodal carriages

**Unit 1:** Environmental, Legal and economic system: Marine and Coastal environment, Elements of conventions- IMO conventions - SOLAS – MARPOL-STCW- MMC- safety construction – fire protection & prevention – safety equipment – radio communication – safety of navigation – ISM code - IMDG code–prevention of operational pollution – oil cargo pollution – limitation of pollution following an incident- Port State Control - Director General of Shipping regulations and The Merchant Shipping Act and Amendments.

**Unit 2:** Law of Contract Law of Contract: Nature of the contract - Offer and acceptance, consideration, capacity of contract, free consent, Performance and discharge of contract, remedies for breach of contract-

**Unit 3:** Law of Agency and Bailment: Definition of agent and principal, Classification of agents – Relationship of Principal and Agent- Duties and liabilities of principal –Delegation of authority, relations of principal with third parties and Termination of agency. Bailment: Definition, rights and duties of bailor and bailee, termination of bailment. Contract of indemnity and guarantee- kinds of guarantee.

**Unit: 4** Customs: Central Excise – Customs Law – Basic concepts – types of customs duties, Anti- Dumping duty, safeguard duty- GST – Scope of GST – service provider and service receiver- GST in logistic sector – Regulatory Authorities in Maritime Sector in India.

**Unit 5:** Introduction to Indian Ports Act: Major Ports Act- TAMP- State Maritime Boards – Functioning- Statutes relating to Multi Modal Carriages.

**Text Book:** LSC course material

**Reference Books:**

1. Kapoor N D. Elements of Mercantile Law. Sultan Chand Sons

**Course Objective:** This course is designed to familiarize the student port based commercial activity

**Course Outcomes:** On completion of the course, students should be able to

1. Know about the port infrastructure and development
2. Ascertain on the sagarmala project
3. Understand the concept of logistics park
4. Ascertain on the industrial cluster
5. Conversant on the nuances of cruise shipping

**Unit 1:** Port infrastructure: Various kinds of Port infrastructure for specific cargo types – Port Infrastructure and shipping – Port Infrastructure and Development – Agriculture Supply Chain-

**Unit 2:**Sagarmala: Four pillars of Sagarmala – Port Modernization – Port connectivity – Port led Industrialization – Coastal Community Development— Make in India - Competitive logistic cost – Transport of energy fuel.

**Unit 3:** De-bottle necking existing port: Capacity improvement at existing Port – New Ports, Highways – Railways – Pipeline – Multi Logistic Hubs – Case study of China and Dubai - Captive Jetties – Logistics Parks – Ship Building – Bunker sales – Cold Chain.

**Unit 4:** Industrial Cluster:Industrial Corridors- Coastal Economic Zones – Coastal Tourism Development – Marine Fisheries Development – SEZ.

**Unit 5:** Cruise Shipping Off shore services bunkering: Ship chandelling – Infrastructure Processes –container maintenance and commerce – Automation and Employment – PGAs – Cross Docking - Destination Assembly Strategy.

**Text Book:** LSC course material

**BML 3204 Multimodal Transportation (MOOC) 3Hrs/ 3Cr**

**Course Objective:** This course is designed to familiarize the student on regulatory framework and policies for Multi-modal transportation.

**Course Outcomes:** On completion of the course, students should be able to

1. Know about the transportation system
2. Ascertain on the containerization
3. Understand the concept of INCOTERMS
4. Ascertain on the PFT policy
5. Conversant on the India's growing scenarios of trade and transport

**Unit 1:** Transportation Systems & Multi modal Transport – Concept of Multi modal & Intermodal Transport – introduction to Multi modal transport, the difference between Multi modal and Intermodal transport – Type of transport modes detail and characteristics of air, road, rail, water, pipelines, package carriers – Need, Aim and Key Issues of Multimodal transport.

**Unit 2:** How to organise Multi modal transport – Role of Containerisation in MMT – history, utility, types, ease of handling, cost saving – Types of Multi modal transport – combined container transport, rolling Road & forwarding of trailers, RORO & LASH transportation – National Multi modal Transport Committee (NMTC) and Logistics Policy of India – key features and importance.

**Unit 3:** Multi modal Transportation Act & Procedures – MMTG Act of 1993 – Custom procedures for Export & Import – Bill Of Lading – Hague Rules, Visby Rules, Hamburg Rules, Voyage by Sea – INCOTERMS – meaning, explanation, list, and types.

**Unit 4:** MMT and Indian Railways – PFT Policy – maintenance of rolling stock, cargo handling, customs, etc – Warehousing Policy – stuffing, de-stuffing, stacking, use of MHE, etc – Layout and design of Multimodal Logistics parks

**Unit 5:** Multi modal transport & Practice Today – India's growing conflict between Trade & transport – issues, policy, problems & pricing – Integrated Transport – Bharatmala, Sagarmala, IWT, DFC, the concept of ICP (International Check Posts – Scenario in India and neighbouring countries with a case study

**Text Book:** LSC course material