

# MBA (Shipping & Logistics)

## FIRST YEAR

MSPL 10

### MANAGEMENT FUNCTIONS AND BEHAVIOUR

#### BLOCK I

Evaluation of Management Theory – Scientific, classical theory – Behavioral school – Hawthorne experiments – Systems Approach – Management roles – Management skills – Management functions. Planning – Process – Organisation structure and design – Departmentation Delegation and Decentralisation – Decision making – Importance, process and techniques.

#### BLOCK II

Staffing – Recruitment, Selection and training – Communication – Process – Barriers and breakdown in communication – Electronic media in communication – Coordination – Control process – Control techniques and Information technology.

#### BLOCK III

Individual behaviour – Implications – Perception and learning – Motivation – theories and applications – Monetary and non-monetary rewards – Attitudes – Theories of attitudes – Job satisfaction and its effect on employee performance – Personality – Determinants – Theories.

#### BLOCK IV

Group behaviour – Group dynamics – Leadership – Theories and styles – Conflict and negotiation – Organisation culture – Organisation effectiveness.

#### BLOCK V

Organisation change – Manager as a change agent – Organisation Development – O.D. interventions – Organisation Behaviour in global scenario – Future trends in Organisation Behaviour

#### REFERENCES

- |                          |   |                             |
|--------------------------|---|-----------------------------|
| Principles of Management | - | Koontz O Donnell            |
| Essentials of Management | - | Koontz O Donnell & Weihrich |
| Management               | - | Stoner, Freeman & Gilbert   |
| Management               | - | Robins, Coulter             |
| Organisational Behaviour | - | Stephen. P. Robbins         |
| Organisational Behaviour | - | Fred Luthans                |
| Organisational Behaviour | - | Newstrong & Keith Davis     |
| Organisational Behaviour | - | K. Aswathappa               |

**BLOCK I**

Accounting – Definition and Scope of Accounting – Concepts – Accounting standards – Double entry system of Accounting – Preparation of Journal , Ledger –Errors and rectification – Preparation of Trial Balance, Profit and Loss Account – and Balance Sheet Financial Accounting and Cost Accounting – Managerial Uses –Differences.

**BLOCK II**

Financial Statement Analysis – Nature of Financial Statements – Limitations of Financial Statements – Analysis of Interpretation – Types of Analysis – Tools of Analysis – Trend Analysis – Common size statements – Comparative statements. Ratio Analysis – Liquidity – Profitability – Turnover – Proprietary Ratios – Interpretation of Ratios – Application to Decision Making – Uses and Limitation – Inter-firm, Intra firm comparisons

**BLOCK III**

Fund flow statements – Meaning and importance –Statement of Changes in Working Capital – Calculation of funds from Operation – Preparation of fund Flow statement – Uses and Limitation of Fund flow statement.

Cash flow statement – Uses – Preparation of cash flow statement – Difference between fund flow and Cash flow analysis

**BLOCK IV**

Marginal costing and Break-Even analysis – Concept of Marginal Cost – Contribution – Applications of Marginal Costing – Cost – Volume – Profit relationship – Budget and Budgetary Preparation of Various – Cash Budget – Control – Types of Budgets –Master Budget – Zero Based Budgeting.

**BLOCK V**

Standard Costing and Variance Analysis – Fixation of Standard costs for Materials, Labour and Overhead Variances – Comparison between Budgeting and Standard Costing – Responsibility Accounting – Meaning and Objectives - Types of Responsibility Centres.

**REFERENCES**

Principles of Management Accounting	- Manmohan, S.N. & Goel
Advanced Accounting	- R.L.Gupta & Radhaswamy
Cost Accounting	- Jain & Narang
Advanced Accounting	- Shukla & T.S.Grewal
Advanced Studies in Cost Accounting	- Das Gupta
Management Accounting & Financial Accounting	- S.N. Maheswari
Advanced Cost Accounting	- Prasad

**MSPL 13****QUANTITATIVE TECHNIQUES****BLOCK I**

Set Theory – Set Operations (only through Venn Diagram) – Series – Arithmetic, Geometric Series – Concept of Interest – Annuity Formula – Matrix Theory – Matrix Operations.

**BLOCK II**

Basic Concepts of differentiation and integration – Concepts of Marginal, average and total cost – Economic Order Quantity, Break Even Analysis. Presentation of Statistical Data – Tables and Graphs – Frequency Distribution – Histogram – Cumulative Frequency Curves.

**BLOCK III**

Data Analysis – Univariate ungrouped and grouped Data – Measures of Central Tendencies – Measures of Dispersion – Bivariate Analysis – Correlation and regression.

**BLOCK IV**

Probability – Definition – Addition and Multiplication rules (only) – Simple business application problems – Probability distribution – Binomial, Poisson and normal distribution – Simple problem applied to Business.

**BLOCK V**

Index numbers – Simple and weighted index numbers Concept of Weights – Business Index numbers – CPI, WPI Time series, variation in time series, trend - Cyclical and random – Use of Time series for business forecasting.

**REFERENCES**

Statistics for Management	- Richard. I. Levin & David. S. Rubin
Statistical Methods	- S.P. Gupta
Business Mathematics	- Sancheti & Kapoor
Calculus	- Schamm Series
Basic Statistics	- B.L. Agarwal
Practical Business Statistics	- F.E. Coxtton & D.J. Cow

**BLOCK I**

Information system: Managers' view – Concepts of systems and Organisations – Strategic uses of Information Technology.

**BLOCK II**

Computer System Resources: Computer Hardware and Computer software – File and DBMS – Distributed System – Internet and Office Communications.

**BLOCK III**

Application of Information System to functional Business Areas: Operational Information System – Tactical and Strategic Information system – Decision support system and Expert system.

**BLOCK IV**

Planning and development of Information system: Information system planning – System Analysis and Design – Alternative application development approaches.

**BLOCK V**

Management of Information systems: Organisation of Information System's and End user computing – Security and ethical issues of Information System's.

**REFERENCES**

Principles of Management Information System - G.M. Scott

Management Information System Information

System for Modern

Management

Management Information System

Management Information System

Management Information System

- David & Alsol

- Murdick & Ross

- Gordon.B. Davis &argerethe H. Alsol

- James.O. Brien

- Lucas

**BLOCK I**

Marketing – Meaning – functions – Approaches to the study of marketing – Marketing segmentation – Systems approach – Features of industrial, consumer and services marketing – Marketing information system.

**BLOCK II**

Marketing environment – External factors – Demographic factors – Internal factors – Marketing mix – 4ps' in marketing. Industrial Buyer Behaviour – Nature of Industrial Buying – Objectives in Organizational Buying – Product Analysis for identifying information needs of key influencers – Interpersonal dynamics of Industrial buying behaviour – Psychological Factors on decision making – Conflict and Resolution in Joint Decision Making –Supplier Choice and Evaluation. Marketing Research: Meaning - Objectives – Procedures

**BLOCK III**

Product Management – New Product –Meaning –Product mix product planning and Development – Product policies – product line decisions – product positioning and targeting –managing product life cycle product failures –branding and packaging. Pricing –Meaning-Pricing factors – Objectives and policies – pricing methods and Procedure.

**BLOCK IV**

Physical Distribution Mix: Distribution channel policy –Choice of channel – Channel Management –Conflict and cooperation in channels – Middlemen functions - Logistics Promotion Mix decision –Advertising role – Budgeting copywriting, media selection measuring Advertising effectiveness – Sales promotion tools and techniques, personal selling –salesman qualities –sales force determination – determining sales territory, fixing sales quota and target, public relations on role and methods.

**BLOCK V**

Services Marketing – Concept, distinctive features – Positioning in services marketing – Pricing issues in services marketing – Advertising & Sales Promotion management in services marketing – Relationship Building with customers – Application of services marketing - Marketing of shipping services, port services.

**REFERENCES**

Principles of Marketing	-	Philip Kotler & Gany Armstrong
Fundamentals of Marketing	-	William J. Stanton
Marketing	-	V.S. Ramasamy & Namakumar
Marketing Management	-	Philip Kotler
Marketing Management	-	Marvin A. Jolson
Fundamentals of Marketing	-	Cundiff, Still & Govani

**BLOCK I**

Human Resource Management: Meaning, Nature, Objectives, Scope and Functions the Philosophy and Policy of the HRM - Department Structure and Functions – Managerial and Operating Functions – HRM as a Profession – Environmental Influence of HRM.

**BLOCK II**

Human Resource Planning: Manpower Planning – Strategy consideration of Planning – Job Analysis – Job Specification – Job Description – Approaches to Job Design – Job Simplifications – Job Enlargement – Job Rotation – Job Enrichment – Absenteeism and Labour Turnover. Recruitment & Selection: Recruitment Policy - Problems - Source of Recruitment – Recruitment Practices in India – Selection – Placement and Induction – Promotions and Transfers – Demotions and Separations.

**BLOCK III**

Training & Development: Training – Need and Importance – Steps in Training Programme – Evaluation of Training Programmes – Concept of Management Development Programme – Techniques of Training and Development – Group Discussion- Conferences and Seminar – Case Studies – Role Playing – Business Games – Sensitivity Training – Stages of Career Development.

**BLOCK IV**

Wage & Salary Administration: Compensation Plan – Job Evaluation – Individual – Group – Incentives – Bonus – Fringe Benefits – Performance Appraisal – Meaning - Need and Importance – Objectives – Methods and Modern Techniques of Performance Appraisal – Requisite of Good Appraisal Plan – Problems in Performance Appraisal.

**BLOCK V**

Quality of working life – Issues in Quality of Working life – Obstacles in QWL – Quality Circles – Management By Objectives.

Trade Union – Structure, Objectives, Policies, Growth of Trade Union in India – Joint Consultation and Employee Participation in Management – Collective Bargaining - Case Studies.

**REFERENCES**

Personnel Management	- E.B. Flippo
Personnel Management	- C.B. Mamoria
Personnel Management & Industrial Management	- Tripathi
Personnel Management	- Strauss Sayles
Human Resource Management	- Gary Dessler
Personnel Management & Human Resources	- C.K. Srivatsava

**BLOCK I**

Research: Meaning – Scope and Significance – Types of Research – Research Process – Problems in Research – Significance of Research in Social Sciences – Identification – Selection and formulation of problem – Review of Literature – Research Hypothesis – Meaning – Sources – Types – Formulation of Research Design – Features of Good Design – Factors affecting Research Design – Evaluation of Research Design.

**BLOCK II**

Sampling Design: Censes Method and Sampling Method – Principles of Sampling – Methods of Sampling – Probability and Non-Probability Sampling Methods – Selection of a sample – Size – Criteria of Good Sample Design. Scaling Techniques: Meaning, Types of Scale - Scale Construction Techniques.

**BLOCK III**

Data Collection: Types of Data – Sources of Data – Primary Data and Secondary Data – Data Collection Methods – Observation – Survey – Questionnaire – Interview Schedule – Effective Interview Techniques and Limitations of Interview – Constructing Questionnaire – Format of Good Questionnaire – Advantages and Limitations of Schedules and Questionnaire – Pilot Study. Analysis and Processing of Data: Meaning – Editing – Coding and Tabulation – Diagrams.

**BLOCK IV**

Tests of Significance – Assumption about parametric and non-parametric tests – Parametric Tests – Chi Square, T-Test, F-Test and Z Test. Non-Parametric Tests UTests – Kruskal Wallis – Introduction to ANOVA – One Way – Two Way – Multivariate Analysis Correlation and Regression only - No Problems.

**BLOCK V**

Report Writing: Significance-Tests in Report Writing – Layout of report – Types of Reports – Oral Presentation – Mechanics of writing Research Report – Norms for using tables – Charts and Diagrams – Appendix – Index and Bibliography.

**REFERENCES**

- |   |   |
|---|---|
| Research methods for Management & Commerce  | - K.V. Rao                                |
| Business Research Methods                   | - Emory & Cooper                          |
| Research Methodology                        | - C.R. Kothari                            |
| Business Research Methods                   | - Donald. R. Cooper & Pamila S. Schindier |
| Methodology & Techniques of Social Research | - Wilkinson Bhaderkar                     |
| Research methods in Social Science          | - Good & Hatt                             |

## **MSPL 100                    OVERVIEW OF MARITIME BUSINESS**

### **BLOCK I**

International Trade - Role of Shipping – Major Trade lanes – Commodities traded – Major origins & destinations – Seasons – Latitude, Longitude – Types of ships used for various cargoes – Major Maritime Nations – Ship Registries – International Shipping organizations.

### **BLOCK II**

Liner Shipping Business – Concept of Sectors in Liner Shipping – Types of Liner Ship Operators – Ship owning operations – NVOCC operations – MTO operations – Types of Liner Services – Independent service – Consortium / Alliance services – Principles of Container Operations.

### **BLOCK III**

Bulk Shipping Business – Dry Bulk operations – Tanker operations – Principles of Chartering – Bulk pool operations.

### **BLOCK IV**

Overview of Ports, canals & waterways – Inland Terminals – Port Features required for various cargo types – Port ownership / Management models – Environmental issues.

### **BLOCK V**

International Freight Forwarding – Logistics Service Providers – Project Cargo Forwarding – Multimodal operations – Warehousing Operations.

### **REFERENCES**

- |   |                               |
|---|-------------------------------|
| Elements of Shipping  | - Alan Branch                 |
| Commercial Shipping Handbook                                | - Peter Brodie                |
| Logistics Management & World Seaborne Trade                 | - Krishnaveni Muthiah         |
| Start Your Own Freight Brokerage Business                   | - Lynn, Jacquelyn             |
| Freight Forwarding and Multimodal Transport Contracts.      | - D. Glass.                   |
| Logistical Management – The integrated supply chain process | - D. J. Bowersox & D.J. Gloss |



**MSPL 101****MARITIME ECONOMICS****BLOCK I**

Managerial Economics – Meaning, Nature and Scope – Managerial Economics and Business Decision Making – Fundamentals of Macro economics – Business cycle concept – Balance of Payments & Exchange Rate mechanisms.

**BLOCK II**

Structure of Shipping industry – Oligopoly & perfectly competitive Shipping markets. – Factors affecting demand & supply of shipping – Shipping cycles – Cost analysis in shipping – Fixed costs, variable costs – Concept of opportunity cost.

**BLOCK III**

The demand for shipping – derived demand, elasticity of demand – Demand measurement – Effect of Substitution – Freight Rate mechanisms.

**BLOCK IV**

Factors influencing the supply of shipping – tonnage, number and flag - Productivity and supply trends - surplus tonnage, active fleet, short run supply. Measuring elasticity of supply.

**BLOCK V**

Pricing of shipping services – Determination of equilibrium pricing in various segments – Forecasting – Concept of freight futures and options.

**REFERENCES**

- |  |                              |
|--|------------------------------|
| Maritime Economics                                   | - Martin Stopford.           |
| The Handbook of Maritime Economics and Business      | - Costas Th. Grammenos       |
| Economics of Maritime Transport, Theory and Practice | - J. McConville              |
| An Introduction to Shipping Economics                | - Chrzanowski. I             |
| Quantitative methods in Maritime Economics           | - Evans. J.J. & Marlow. P.B. |
| The Economics of Tramp Shipping                      | - Metaxas.B.N.               |

## **MSPL 102 PORTS & TERMINALS MANAGEMENT**

### **BLOCK I**

Economic impact of ports on the regional economy – Location characteristics – Organization structure in Ports – Interface of Rail & Road infrastructure – Factors affecting the future of ports & terminals.

### **BLOCK II**

Port operations – Services rendered by ports & performance indicators – Terminal operations – Factors affecting Terminal productivity – Cargo handling equipment – Intermodal connections.

### **BLOCK III**

Marketing of Port services – Identifying stakeholders – Concept of hinterland – Identifying customer needs – Handling competition & adding value. – I.T. infrastructure in ports & terminals.

### **BLOCK IV**

Port development to tap the potential of Coastal Shipping – Cabotage law & practices affecting coastal movement of cargo – Green field projects for development of minor ports – Comparative analysis coastal shipping vs. inland movement.

### **BLOCK V**

Environmental issues connected with Ports & Terminals – Health and safety issues – Port security issues – International Ships and Port facility security (ISPS) code.

### **REFERENCES**

- |   |   |
|---|---|
| Port Management and Operations, 2nd Edition                                     | - Patrick Alderton.                                 |
| Port Security Handbook 2004.  |   |
| Port Infrastructure and Economic Development                                    | - Pradeepta Kumar Samanta<br>& Ashok Kumar Mohanty. |
| Port State control  | - Dr. Z. Ozcayir.                                   |
| Port Development : A Handbook for planners in<br>developing countries           | - UNCTAD.   |
| Excellence in Warehouse Management:<br>How to Minimise Costs and Maximise Value | - Stewart Emmett.                                   |

<b>SECOND YEAR</b>
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**MSPL 23****STRATEGIC MANAGEMENT****BLOCK I**

Overview of Strategic Management: Strategic Planning and Strategic Management – Strategic Management process – Mission – Vision and Objectives.

**BLOCK II**

Environment and Resources Analysis: Environment Analysis – Industry Analysis – Competitive Analysis – Internal Analysis – SWOT Analysis.

**BLOCK III**

Strategy Formulation and Choice: Corporate level strategy – Global Strategy – Business level strategy – Strategic Analysis and choice.

**BLOCK IV**

Strategy Implementation: Activating strategies – Structural Implementation – Behavioural Implementation – Functional and Operational Implementation.

**BLOCK V**

Strategy Evaluation and Control: Overview – Strategic control process – Operational control – Techniques – Dupont control model – Quantitative and qualitative tools – Porters Approach for globalization – Future of Strategic Management.

**REFERENCES**

- |   |                                |
|---|--------------------------------|
| Strategic Management                                  | - V.S.P. Rao & V. Hari Krishna |
| Business Policy & Strategic Management                | - Miller & Dass                |
| Strategic Management                                  | - Pearce & Robinson            |
| Business Policy & Strategic Management                | - William Gleuck & Jaunch      |
| Ethical Choices in Business                           | - Bhaskar Rao                  |
| Strategic Planning, Formulation of Strategic Planning | - V.S. Ramasamy & Namakumari   |
| Business Policy & Strategic Management                | - V. Subba Rao                 |

**BLOCK I**

International Business Environment : International business – An overview – Concept of international business – Classification of international business – factors influencing international business – Economic and policy environment – Regulation of international business.

**BLOCK II**

Multinational Corporations (MNCs): Concept, strategy and organization – Marketing management – Technology and MNCs – UN Code of conduct of MNCs. Economic Integration and Training Blocks: Structure of various regional economic agreements such as ASEAN, SAARC / SAPTA, NAFTA, EC - their procedure and impact on the trading activities of the member states.

**BLOCK III**

Foreign Collaborations and Joint Ventures: Industrial policy and foreign direct investment – Kinds of collaboration and joint ventures – Negotiating foreign collaboration / joint venture – Drafting of agreement – Restrictive clauses in the foreign collaboration / joint venture – UN Code of conduct of transfer of technology – Indian joint ventures abroad.

**BLOCK IV**

World Trade Organisation: Origin and development – UNCTAD World Trade Organisation (WTO) – Structure, functions and areas of operations – Dispute settlement under WTO – Anti-dumping duties – Countervailing duties – Environmental aspects in international trade – Trade Related Aspects of Intellectual Property Rights – Competition and trade in services.

**BLOCK V**

Settlement of International Commercial Disputes: International commercial arbitration – International institutions – Drafting of arbitration agreements – Procedure for international commercial arbitration.

**REFERENCES**

Competitive Global Management	- A.F.Alkhafaji
International Business for Third World Countries	- D. Thakur
Globalisation and International Business	- Devendra Thakur
Communication Management Theory and Practice	- P. Rathnaswamy
The Global Business Game: A Strategic Perspective	- Trilok. N. Sindhwani

## **MSPL 103                    SHIP MANAGEMENT PRACTICES**

### **BLOCK I**

Organization of a shipping company – Roles of Commercial, Technical & Crewing departments – In-house vs. outsourcing of Ship Management functions – Ship Registries, National vs. open registries – Ship Classification societies.

### **BLOCK II**

Commercial operations related to voyage – Chartering – Voyage estimates – Time charter yield calculation – Bunkering operations – Factors affecting vessel performance – Post fixture Management – Lay time calculation – Demurrage, Despatch calculation

### **BLOCK III**

Technical Management – Ship acquisition methods – Induction of a vessel in the fleet – Planned maintenance & emergency repairs – Dry-docking and annual / special surveys. – Management of ship spares.

### **BLOCK IV**

Crew Management – Manning regulations, international conventions viz. STCW, SOLAS – Crew management companies – Maritime training establishments – Maritime Training administration – Port state control.

### **BLOCK V**

Standard Ship Management contracts (BIMCO Shipman) – International Safety Management (ISM) code – ISMA code of Ship Management Practice.

### **REFERENCES**

Ship Management	- Malcolm Willingale
Professional Ship Management.	- Panayides P.
Guidelines on ISM Code	- International Shipping Federation (ISF)
Commercial Management in Shipping	- R. Tallack
Port State control	- Dr. Z. Ozcayir.

**MSPL 104****LEGAL ASPECTS OF MARITIME BUSINESS****BLOCK I**

Importance of the understanding of the Law & General principles of Law – Sources of Law– Common law, Case law, statute law – Types of courts & their jurisdiction – Limitation statutes & Time bars.

**BLOCK II**

Law of Contracts – Different types of tortious liabilities – Law of Agency – Agent's Authority & warranty of authority – Law related to Sale of Goods – INCO Terms.

**BLOCK III**

Law pertaining to Carriage of Goods by Sea – International conventions on carriers liability – Hague Rules – Hague Visby Rules – Hamburg Rules – Rules governing liability of Multimodal Transport Operators.

**BLOCK IV**

Functions of Bill of Lading – Analysis of various clauses in B/L – Features of various types of Bs/L used by Ship owners, Charterers, Freight Forwarders & Multimodal Transport Operators.

**BLOCK V**

Admiralty Law – Law of General Average, Salvage – Alternative methods of dispute resolution – Law related to environmental pollution by ships.

**REFERENCES**

Maritime Law, (6th Edition)	- Christopher Hill.
Carriage of Goods by Sea, (5th Edition)	- Wilson J.
The Hague-Visby Rules	- Richardson J.
Bills of Lading: Law and Contracts	- Nicholas Gaskell, R.Asariotis & Y.Baatz
P & I Clubs: Law & Practice	- Stephen J. Hazelwood.
General Average	- Law & Practice : F.D. Rose.

**BLOCK I**

Characteristics of Liner Services – Liner Trade routes – Types of Liner shipping operators – Break Bulk Liner services – Roll on / off Liner services – Container Liner services – Passenger / Cruise Liner services.

**BLOCK II**

Organization structure of a containerized Liner Shipping company – Operations, Technical & Commercial functions – Marketing of Liner services – Appointment & management of Liner Agencies – Standard Liner Agency Agreement.

**BLOCK III**

Handling of Liner cargo – Liner cargo stevedoring – Types of cranes used for handling Liner cargo – Unitization of cargo & evolution of containerization – Types of containers & their features, applications – World container fleet & methods of container acquisition viz. purchase, leasing.

**BLOCK IV**

Types of Liner Services – Independent service – Consortium / Alliance services – Direct vs Transshipment services – Short sea feeder services – Liner freight rate structure & economics of a typical liner voyage – Liner conferences.

**BLOCK V**

E-commerce applications in Liner companies – Internet Portals – Electronic Direct Interchange (EDI) of data by Liner companies with Terminals, Liner agents – Equipment control systems – Container Interchange services.

**REFERENCES**

International Ocean Shipping

Current concepts and Principles

The competitive dynamics of Container Shipping

World deep sea Container Practice

Shipping Conferences: A study of their

development & Economic Practices

- Abrahamsson.B.J.

- Gilman, S.

- Pearson, R. & Fossey, J.

- Deakin . B.M. & Seward. T

**MSPL 106****LOGISTICS & MULTIMODAL TRANSPORT****BLOCK I**

Concept of multi modal transport – Different transport modes – Modal interfaces – Intermodal systems – road/rail/sea; sea/air; road/air; road/rail, sea/rail, sea/road – Inland Container Depot (ICD) & Container Freight Station (CFS) Terminals

**BLOCK II**

International distribution and the role of logistics – Supply chain concept – Inbound Logistics System – Material management – Just in Time (JIT) concept – Importance of forecasting – Outbound Logistics System – Logistics / Marketing interface – Distribution Resource Planning (DRP)

**BLOCK III**

Role of Third-Party Logistics (3PL) Service Providers – Types of 3PL service providers – Transportation Carriers – Warehousing Providers – Logistics Management Providers – Emergence of 4PL service providers.

**BLOCK IV**

Development of Warehouse Resources – Location strategies – Identification of key measures of supply chain performance – Integrated Logistics – Contribution of SCM and logistics to improve competency – Role of benchmarking

**BLOCK V**

Human Factors And Performance related Issues in Supply Chain & Logistics Management – Warehouse Management Systems (WMS) – Accident prevention and safety programs – Ergonomics – Monitoring off-site employees– regulatory issues for logistics and supply chain managers.

**REFERENCES**

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|--|--|
| International Logistics Wood, D.F.                         | - A Barone, P.Murphy, and D.L. Wardlow,. |
| Business Logistics Management                              | - Ronald H.                              |
| International Logistics                                    | - P. David                               |
| Logistical Management: The integrated Supply Chain Process | - D.J. Bowersox & D.J. Closs.            |



**BLOCK I**

Building a strategic framework to analyse supply chains. Understanding the supply chain – Supply chain performance: Achieving Strategic fit and scope – Supply chain Drivers and Obstacles.

**BLOCK II**

Planning demand and Supply in a supply chain. Demand forecasting in a supply chain – Aggregate planning in a supply chain – Planning Supply and Demand in a supply chain: Managing predictable variability.

**BLOCK III**

Planning and managing inventories in a supply chain. Managing Economies of scale in a supply chain: Cycle inventory – Managing uncertainty in a supply chain: Safety Inventory – Determining Optimal level of product availability.

**BLOCK IV**

Transportation, Network design and Information technology in a supply chain. Transportation in a supply chain – Facility decisions: Network Design in a supply chain – Information Technology in a supply chain.

**BLOCK V**

Coordinating a supply chain and the role of E-business. Coordination in a supply chain – E-business and the supply chain – Financial evaluation of supply chain decisions.

**REFERENCES**

- |   |                               |
|---|-------------------------------|
| Supply Chain Management Strategy,<br>Planning and Operation | - Sunil Chopra & Peter Meindl |
| Supply chains A manager's guide                             | - David A. Taylor             |
| Purchasing & Supply chain Management                        | - Monczke, Trent & Handfield  |

**BLOCK I**

Financing of Shipping Business – Equity and debt issues – The basic secured loan & how it differs when the asset is a ship – The ship mortgage – Financing of new building ships – Appraising risk on shipping investment.

**BLOCK II**

Ship registration, Tax issues & depreciation policies – swaps and options in Ship financing – Sale & lease back – Derivatives in shipping finance – Analysis of the share price movements of a public limited company.

**BLOCK III**

Sales and purchase of secondhand ships – Financing of secondhand ships – Analysis of standard Ship Sale & Purchase contracts – Role of ship sale brokers – Demolition market dynamics.

**BLOCK IV**

General principles of Marine insurance – Marine insurance market structure – Effecting marine insurance cover – Types of marine insurance covers – Institute clauses – war & strike clauses – Marine insurance claim process – Marine Insurance claim during General average situations

**BLOCK V**

Principles of Protection & Indemnity (P&I) insurance – Types of P&I covers available & their modes of operation – Third party liability claims processing – Insurance cover for Pollution claims – Insurance cover for professional indemnity.

**REFERENCES**

- |  |                                       |
|--|---------------------------------------|
| Shipping Finance                                       | - Graham Burns and Stephenson Harwood |
| Ship Finance: Credit expansion and the Boom Bust Cycle | - Peter Stokes                        |
| Ship Sale and Purchase, 4th Edition                    | - Lain Goldrein QC and Paul Turner    |
| Marine Insurance : Law and Practice                    | - Professor Francis Rose.             |
| General Average : Law and Practice                     | - Francis World.                      |
| Marine war risks                                       | - Michael D. Miller                   |

**MSPL 108****SHIP AGENCY MANAGEMENT****BLOCK I**

General Principles of the law of Agency – Types of Agents in maritime business & the roles performed by them – Duties & rights of Principals – Duties & rights of Agents – Agent's authority & Breach of warranty of authority.

**BLOCK II**

Role of Tramp ship Agents (Port Agency) – Organization of a typical Port Agency – Services offered by Port Agency – Process of appointment of Port Agency – Services offered by Owner's protecting Agency – Operational aspects – preparation of statement of facts – Disbursement accounts.

**BLOCK III**

Role of Liner Agents – Organization of a typical Liner Agency – Services offered by Liner Agency – Process of appointment of Liner Agency – Marketing activities performed by Liner Agents – Operational aspects – Delivery of cargo to consignees – Disbursement accounts.

**BLOCK IV**

Role of Agents during cargo claims – Role of agents during General average situation – Role of Agents during ship arrest situation

**BLOCK V**

Ship Agents and E-commerce – Information flow through Ship Agents – Electronic Data Interchange, use of internet, access to Principals' systems for conducting day to day work – Use of electronic systems viz. Bolero, Liner portals.

**REFERENCES**

- |  |                         |
|--|-------------------------|
| Elements of Shipping                                 | - Branch, A.E.          |
| Ship broking and Chartering Practice                 | - Ihre, R. & Gordon, L. |
| Ships and Shipping, A comprehensive Guide            | - Neresian, R.          |
| Laytime Calculating                                  | - Packard, W.V.         |
| Thomas' stowage: The principles and stowage of Cargo | - Thomas, O.O.          |

## **Guide to Port Entry**

### **MSPL 25**

### **Project Work**

This course would enable students to choose one area for research study, under the guidance of the teaching faculty of the Programme study center with the ultimate aim of promoting quality researches in partial fulfilment of their education. The students are required to study the problem in detail, review literature, collect and analyse data and prepare a written report as approved by the University. Students can register for the Project Course with Course Code MSP 25 in the second year. For registration purposes, the Project Course is treated as one Course, carrying a weight of 8 credits .

### **OBJECTIVE**

The objective of the Project Course is to help the student develop his/her ability to apply multi-disciplinary concepts, tools and techniques to solve organizational problems and/or to evolve new/innovative theoretical framework. The subject area for the project work should be from the Shipping / Logistics sector to enable the student get a deeper insight in their sectoral specialization area.

### **TYPE OF PROJECT**

The Project may take any one of the following forms:

- i) Comprehensive case study (covering single organization/multifunctional area problem, formulation analysis and recommendations)
- ii) Inter-organizational study aimed at inter-organizational comparison/ validation of theory/survey of management services.
- iii) Evolution of any new conceptual / theoretical framework.
- iv) Field study (empirical study).

After the completion of the research study the students are required to submit a detail individual project report in a format / guidelines as approved by the University.