Regulations & Syllabus
for
Master of Business Administration (MBA)
in
Port and Shipping Management
FOREWORD

Since its inception in 2009, the School of Maritime Management of the Indian Maritime University has been offering two specialised MBA programmes – MBA (Port and Shipping Management) and MBA (International Transportation and Logistics Management). A majority of the subjects taught in the 2 MBAs were general management subjects, and there was a felt need to completely revise the curricula, giving greater emphasis to topics in Shipping, Ports and Logistics. Analysis of Case Studies was not part of the curricula, and this was a serious lacuna for a Management programme. The reconstituted School Board, with good support from the faculty, has completely revised the curricula of the 2 MBA programmes so as to bring them in tune with the changing dynamics of business, economics and maritime industry practices around the world. Whereas formerly subjects dealing with Shipping, Ports and Logistics numbered only 8 in the case of MBA (ITLM) and only 10 in the case of MBA (PSM) out of a total of 24 subjects, after the curricula revision, the number is 14 out of the same total in both MBA programmes. The course materials, pedagogy and evaluation criteria have been suitably redesigned. I am confident that the revised curricula of the 2 MBA programmes will meet the expectations of key stakeholders viz., students, faculty and the shipping, port and logistics industries.

Shri K. ASHOK VARDHAN SHETTY
Vice Chancellor, IMU and Chairman,
3rd August 2015
School Board of Maritime Management
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<tr>
<th></th>
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<tr>
<td>1</td>
<td>Shri K Ashok Vardhan Shetty</td>
<td>Chairman, Vice Chancellor, IMU</td>
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<tr>
<td>2</td>
<td>Dr A Mourougane</td>
<td>Associate Prof. &amp; Head, School of Maritime Management, IMU Chennai Campus</td>
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<tr>
<td>3</td>
<td>Dr B Swaminathan</td>
<td>Asst. Professor &amp; Director i/c, IMU Cochin Campus</td>
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<td>4</td>
<td>Dr P Panneervel IAS (Retd), Ahmedabad</td>
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<td>5</td>
<td>Dr Jose Paul</td>
<td>Former Chairman, Mormugao Port Trust and Visiting Professor, AMET University, Chennai</td>
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<td>6</td>
<td>Prof M Bhasi</td>
<td>Director &amp; Professor, School of Management Studies, CUSAT, Cochin</td>
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<td>7</td>
<td>Dr P T Srinivasan</td>
<td>Professor &amp; Head (Retd.), Dept. of Management Studies, Madras University, Chennai</td>
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<td>8</td>
<td>Dr Sanjay Bhavnani</td>
<td>Director &amp; COO, MMS Maritime (India) Pvt Ltd, Mumbai</td>
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<tr>
<td>9</td>
<td>Shri Ennarasu Karunesan</td>
<td>CEO &amp; Director, DP World, Chennai.</td>
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1. About the University:

The Indian Maritime University (IMU) was established through an Act of Parliament (No. 22 of 2008) on 14th November 2008. As a Central University, it is poised to play a key role in the development of required human resources for the maritime sector. The IMU, being the first of its kind in the country will cater to the educational requirement of the maritime fraternity. IMU has a panel of dedicated and experienced faculty members, state of the art infrastructure and efficient administration. IMU’s strength and uniqueness lie in its ability to integrate theories and practices and its commitment to provide quality maritime education, training and consultancy. The headquarters of IMU is located at Chennai and regional campuses are at Chennai, Mumbai, Kolkata, Visakhapatnam and Cochin.

2. MBA Programmes by SMM:

The Indian Maritime University offers two unique MBA Programmes under the School of Maritime Management, since academic year 2009-10 viz., MBA in Port & Shipping Management and MBA in International Transportation & Logistics Management. The duration of the MBA programme is two academic years with each academic year divided into two semesters. The odd semester functions from August to January each year and the even semester from February to June. There shall be not less than 90 working days in each semester. The University also encourages enrolment of candidates sponsored by government/private organizations to pursue the full time programme.
**MBA in Port & Shipping Management** is designed to provide the students with adequate skills and knowledge in functional areas of the Port and Shipping sector. It also gives a holistic understanding of the sector integrating various aspects viz. Port management, Maritime business environment and Shipping economics apart from a thorough grounding on general managerial skills. This helps the students to tap into opportunities not only in port, shipping and logistics sector but also into other sectors of the economy.

**MBA in International Transportation & Logistics Management** is a unique program to train students on the management of the domestic and international transport in the rapidly changing business environment. Logistics management assumes palpable significance as commercial activities related to movement of cargo plays a vital role in the fast paced competitive businesses. Students are thoroughly exposed to principles of Supply chain, Warehousing, Containerisation, and Strategic sourcing in business. The Logistics and Transport sector is one on a fast-track growth and the students gear up to match the requirement of the Industry.

### 3. Entry Requirements:

For entry into both the MBA programmes, the following are essential:

- A degree from a recognized University with a minimum of **50% marks** in aggregate. A relaxation of **5%** in eligibility marks to **SC/ST** candidates is given.
o A minimum of **50% marks in English** subject (Secondary/Higher Secondary/ UG degree). The relaxation of 5% will not apply to English Marks.

o A valid **IMU- CET** (Common Entrance Test) **score** conducted in that academic year. IMU-CET is being conducted every year in April/May for admission to the MBA Programmes.

4. **Payment of Fee:**

The course fee, for the programme, is Rs 2 lakhs per year. Both the programmes are non-residential. However, in case of availability, hostel facility may be provided to interested students on payment of prescribed hostel fees as per University norms. **Women students are offered Hostel facilities inside the campus for which currently a fee of Rs. 60,000 per year and a caution deposit of Rs. 20,000 are being collected.** Apart from the course fee, candidates are required to pay the prescribed examination fee at the time of appearing for the semester examinations.

5. **Credit Systems:**

The University follows the “Credit System” for both the programmes. Each lecture–based course in this programme carries 4 credits. The field work-based courses of Project work and Internship carry 8 and 4 credits respectively. For successful completion of the programme, a minimum of **“100 credits”** is essential.
6. Attendance:

All students must put in a minimum of 75% of attendance in order to appear for the university end-semester examinations (theory and practical). The minimum percentage of attendance will be calculated only in terms of the total working days in the semester and not in terms of classes or subject-wise.

7. Condonation Fee:

If a student has put in less than 75% but has above or equal to 65% of attendance, owing to reasons such medical, bereavement or any other legitimate reason, the Campus Director / Principal is empowered to condone the shortage of attendance subject to the collection of prescribed Condonation Fee for Attendance as per the University norms.

8. Break-in-Studies:

A student who has put in less than 65% attendance will not be permitted to write the University’s end semester examination and further will not be permitted to move to the next semester. It will be treated as a case of “Break-in-Studies” and he will be required to repeat the incomplete semester in the next academic year. However, such students are permitted to write the arrear examinations of previous semesters. Before rejoining the programme, he/she must obtain due permission from the Vice Chancellor after which he is required to remit the following fees:
(i) The condonation fee for ‘Break in Studies’ as prescribed by the university

(ii) The semester fees for the concerned semester once again where he/she is repeating an incomplete semester.

9. Programme Completion:

Students, enrolled for an MBA programme shall complete the same within a maximum of 4 years duration, from the date of enrolment to the respective programme.

10. Continuous Internal Assessment:

Each course faculty will continuously assess the students based on their performance viz. Case study discussion, Paper presentation, Quiz, Written/Oral Test, and Assignments. Case method as a pedagogical tool is adopted for all courses. The maximum internal assessment mark for each course is 40. There is no minimum pass mark in the internal assessment. The breakup of internal assessment marks will be as follows:

<table>
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<th>Component</th>
<th>Marks</th>
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<td>a. Internal Tests (best 2 out of 3)</td>
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<td>b. Class participation</td>
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<tr>
<td>c. Individual assignment &amp; presentation</td>
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<tr>
<td>d. Group assignment &amp; presentation</td>
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<tr>
<td><strong>Total</strong></td>
<td><strong>40</strong></td>
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</tbody>
</table>


11. **Internship:**

Each student, for both the programmes, is required to undergo an individual internship for a period of minimum forty-five (45) days and maximum of sixty (60) days during their summer break of the first year. The students are attached to a reputed port/shipping/logistics related company as an intern and prepare a report about the learnings undertaken during the period. After completion of internship, they are required to submit an individual ‘Internship report’ to the department, within 15 working days from the date of commencement of their third semester. This report will be assessed jointly by two examiners (Internal and External) for a maximum of 75 marks (3 credits). The Viva Voce examination will be conducted jointly by the two examiners for a maximum of 25 Marks (1 Credit).

12. **Project work:**

Each candidate shall be required to take up an individual Project at the beginning of the IV semester. These projects shall be completed under the guidance of faculty members within the University. The respective guide shall be responsible for certification of the data and shall guide the student in drafting the final report.

The students are required to submit their project proposal at the end of the third semester well before the winter break commences and get the same approved by the department. The students may choose to work on projects related port/shipping/logistics area, conduct appropriate studies/research
before submission of findings in the form of a research report. A student has
to submit three copies of the project research report to the guide on or before
the specified date. The Project report will be evaluated jointly by two Examiners
(Internal and External) for a maximum of 150 Marks (6 Credits).

The Viva-voce will be conducted by the two Examiners for a maximum of 50 Marks
(2 Credits). The student may retain one copy after due certification by the guide
and the Head, SMM. The guide shall retain one copy and send one copy to the
department library after the Viva Voce Examination. The student who fails to
submit his /her project report at the end of the respective academic year shall
be permitted to submit the same only at the end of the subsequent academic
year along with the ensuing batch.

13. University Examinations:

The University examinations, for the both the programmes, will be held
towards the end of each semester for duration of three hours per course for a
maximum of 60 marks with a passing minimum of 30 marks.

14. Passing Minimum:

The internal assessment component does not have any passing minimum. The
passing minimum is 50% of the University examination in each course. The
overall passing minimum ( for 100 marks ) is computed by totaling the internal
assessment marks and the University examination marks obtained by each
student.
15. **Question Paper and Evaluation:**

The question paper for all the courses, for both the programmes, will be set for a maximum mark of 60 and will have three sections Section A, Section B and Section C. Questions in each section for will be taken evenly from each unit of the prescribed syllabus.

**SECTION A (12 x 1 = 12 Marks)**

Section A will comprise of 12 multiple choice questions, all of which will have to be answered and evaluated for 1 mark each.

**SECTION B (5x 4 = 20 Marks)**

This section will consist of seven questions, out of which any five may be chosen. Answers to these questions should not exceed 200 words each. Each answer will be evaluated for 4 marks.

**SECTION C (4 x 7 = 28 Marks)**

This section will consist of six questions, the first of which will be a case study/analytical problem and is compulsory. Out of the remaining five questions the students may answer any three. An analytical question may be framed in those courses where case discussion is not suitable. The analysis/answer shall not exceed 500 words and will be assessed for 7 marks each.

**Question Paper Pattern**

**SECTION – A Multiple Choice Questions (MCQ)**

Answer all the Questions: 12 x 1 mark = 12 marks
11. **Internship:**

Each student, for both the programmes, is required to undergo an individual internship for a period of minimum forty-five (45) days and maximum of sixty (60) days during their summer break of the first year. The students are attached to a reputed port/shipping/logistics related company as an intern and prepare a report about the learnings undertaken during the period. After completion of internship, they are required to submit an individual ‘Internship report’ to the department, within 15 working days from the date of commencement of their third semester. This report will be assessed jointly by two examiners (Internal and External) for a maximum of 75 marks (3 credits). The Viva Voce examination will be conducted jointly by the two examiners for a maximum of 25 Marks (1 Credit).

12. **Project work:**

Each candidate shall be required to take up an individual Project at the beginning of the IV semester. These projects shall be completed under the guidance of faculty members within the University. The respective guide shall be responsible for certification of the data and shall guide the student in drafting the final report.

The students are required to submit their project proposal at the end of the third semester well before the winter break commences and get the same approved by the department. The students may choose to work on projects related port/shipping/logistics area, conduct appropriate studies/research
before submission of findings in the form of a research report. A student has to submit three copies of the project research report to the guide on or before the specified date. The Project report will be evaluated jointly by two Examiners (Internal and External) for a maximum of 150 Marks (6 Credits). The Viva-voce will be conducted by the two Examiners for a maximum of 50 Marks (2 Credits). The student may retain one copy after due certification by the guide and the Head, SMM. The guide shall retain one copy and send one copy to the department library after the Viva Voce Examination. The student who fails to submit his /her project report at the end of the respective academic year shall be permitted to submit the same only at the end of the subsequent academic year along with the ensuing batch.

13. **University Examinations:**

The University examinations, for the both the programmes, will be held towards the end of each semester for duration of three hours per course for a maximum of 60 marks with a passing **minimum of 30 marks**.

14. **Passing Minimum:**

The internal assessment component does not have any passing minimum. The passing minimum is **50%** of the University examination in each course. The overall passing minimum ( for 100 marks ) is computed by totaling the internal assessment marks and the University examination marks obtained by each student.
SECTION – B (200 words)

Answer any 5 out of 7 : 5 x 4 marks = 20 marks

SECTION – C (500 words- Case study/Analytical problem/Essay)

i. Question 1 of the section is compulsory: 1 x 7 marks = 07 marks

ii. Question 2 to 6- Answer any 3 out of 5: 3 x 7 marks = 21 marks

TOTAL= 60 marks

16. Evaluation of Answer Scripts:

Answer scripts of the University examination will be subjected to double valuation by a Panel of Examiners constituted by a competent authority. Where there is variation of more than 15% of marks between the first and second valuation, the paper shall be sent for third valuation. The final marks shall be the “average of the third valuation and the nearest among the first and second valuation”. However, Guidelines for valuation and ‘Declaration of Results’ framed by the competent authority from time to time will apply.

17. Arrear paper:

A student with arrears can repeat the papers along with the subsequent semester examinations. In such cases, the internal marks obtained by the student will be carried over for computation of total marks.
18. **Classification of Marks:**

The classification of marks will be as follows.

- 75% of the marks and above – Distinction
- 60% and above but below 75% - I class
- 50% and above but below 60% - II class
- Below 50% - Fail

19. **Consolidated Mark Statement:**

The consolidated marks statement indicating marks scored in all the courses will be issued when the students pass all the courses of the respective MBA programme. The fee for consolidated marks statement is to be remitted along with the examination fee while registering for the IV semester examination.

20. **Rank Certificate:**

For each specialisation, meritorious students who secure the first “THREE” ranks in the overall performance (internal assessment and the university examination) in the first attempt itself will be issued Rank Certificates on a written request through prescribed form.

21. **Provisional Certificate:**

For those who are declared qualified for the M.B.A degree, Provisional Degree certificate will be issued in person or sent by post after publication of the
results. All the students have to pay the fee for the provisional certificate along with fourth semester examination fee.

22. **Award of Degree:**

Students who have successfully completed the programme within the stipulated period will be awarded the degree of Master of Business Administration in the respective specialisation. For those who are declared qualified for the MBA degree, the convocation form will be issued. The degree certificate will be issued to the students only if they apply for the same in the prescribed convocation form, along with the fee specified in the application form. The degree will be conferred in person or in absentia as requested.
# Master of Business Administration
## Port and Shipping Management
### Semester – I
#### Allocation of Classes, Assignment Marks, etc. for Students

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<tr>
<td>Total</td>
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<td>24</td>
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<td></td>
<td></td>
<td>600</td>
<td>24/432</td>
<td>6</td>
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</table>
# Master of Business Administration
## Port and Shipping Management
### Semester – III
#### Allocation of Classes, Assignment Marks, etc. for Students

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Name</th>
<th>Credits</th>
<th>Test (Best 2 out of 3)</th>
<th>Class Participation</th>
<th>Internal Assessment Mark (40 Marks)</th>
<th>Total Marks</th>
<th>Lecture Hours Per week</th>
<th>Group Discussion/ Tutorial hour per week</th>
<th>Total contact hours per week</th>
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<tr>
<td>PG21T2301</td>
<td>Logistics and Supply Chain Management</td>
<td>4</td>
<td>10</td>
<td>05</td>
<td>10, 15</td>
<td>60</td>
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<td>4/72</td>
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<td>PG21T2302</td>
<td>Elements of Port Management</td>
<td>4</td>
<td>10</td>
<td>05</td>
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<td>4/72</td>
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<tr>
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<td>4</td>
<td>10</td>
<td>05</td>
<td>10, 15</td>
<td>60</td>
<td>100</td>
<td>4/72</td>
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<td>PG21T2304</td>
<td>Containerisation and Multimodal Transport</td>
<td>4</td>
<td>10</td>
<td>05</td>
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<td>4/72</td>
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<td>PG21T2305</td>
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<td>4</td>
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<tr>
<td>PG21T2306</td>
<td>Seaborne Trade &amp; Merchant Fleet</td>
<td>4</td>
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</table>

**Field visit, Library, Computer lab etc.**

| Total       | 28 | | | | 700 | 24/432 | 6 | 40 |

* Internship: - internship report submitted by students based on the individual internship done during their summer break will be jointly evaluated by two examiners (Internal and External) for a maximum of 75 marks (3 Credits). The Viva voce examination will be conducted jointly by the same examiners for a maximum of 25 marks (1 Credit).
# Master of Business Administration
## Port and Shipping Management
### Semester - IV
#### Allocation of Classes, Assignment Marks, etc. for Students

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Name</th>
<th>Credits</th>
<th>Test (Best 2 out of 3)</th>
<th>Class Participation</th>
<th>Individual Assignment &amp; Presentation</th>
<th>Group Assignment &amp; Presentation</th>
<th>Semester Exam Marks</th>
<th>Total Marks</th>
<th>Lecture Hours Per Week</th>
<th>Group Discussion/ Tutorial hour Per Week</th>
<th>Total Contact Hours Per Week</th>
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<td>PG21T2401</td>
<td>Port Economics</td>
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<td>05</td>
<td>10</td>
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<td>PG21T2402</td>
<td>Shipping Finance and Insurance</td>
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<td>Chartering and Ship Broking</td>
<td>4</td>
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<td>100</td>
<td>4/72</td>
<td>1</td>
<td>5</td>
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<tr>
<td>PG21T2404</td>
<td>Public Private Partnership and Port Development</td>
<td>4</td>
<td>10</td>
<td>05</td>
<td>10</td>
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<td>4/72</td>
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<td>PG21P2401</td>
<td>Project**</td>
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<td>200**</td>
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<td>10</td>
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</table>

Field visit, Library, Computer lab etc.  

| Total       | 24            |                         |                       | 600             | 16/288 | 4                          | 40                         |

**The Project Work will be evaluated jointly by TWO Examiners (Internal and External) for a maximum of 150 Marks (6 Credits). The Viva-voce examination will be conducted by both Examiners for a maximum of 50 Marks (2 Credits).**
SYLLABUS
SEMESTER – I

1. Principles and Practices of Management
2. Managerial Economics
3. Financial Accounting and Management
4. Communication Skills
5. Human Resource Management
6. Marketing Management
Objective: 72 Hrs

This course presents a thorough and systematic coverage of management theory and practice. It focuses on the basic roles, skills and functions of management.

Unit I: Global Management - Theory and Practice 12 Hrs


Unit II: Planning and Decision Making 15 Hrs

Planning: Essentials of planning- Types- Planning process- Objectives- Management by Objectives- Strategies- Policies and planning premises- Blue ocean strategy - Portfolio matrix- Premising and Forecasting.


Unit III: Organising and Staffing 20 Hrs

Organising: Nature- Formal and informal organisation- Entrepreneuring and Reengineering Organisation structure-process- Departmentation- Strategic Business Units (SBU)- Line/Staff authority- Empowerment- Functional authority-


**Unit IV: Leadership and Motivation 12 Hrs**


**Unit V: Controlling and Control techniques 13 Hrs**

Controlling function – Basic control process – Critical control points – standards – Control as a feedback system – Control of overall performance – Profit & Loss control – Control through ROI – Management audits – Balanced score card – effective control.

Control techniques: Budget as a control device – Time-event Network analysis – analytics in managing – Use of computers in handling information – Digital economy, e-commerce and m-commerce – Tools to improve productivity and TQM.
Text Books:


Reference Books:


Websites:

1. [http://www.exed.hbs.edu/](http://www.exed.hbs.edu/)
2. [http://ceoforum.us/](http://ceoforum.us/)
PG21T2102- MANAGERIAL ECONOMICS

Objective: 72 Hrs

To impart theoretical and practical knowledge on business decision making using the tools of economic analysis and to offer insights into the behaviour of microeconomic and macroeconomic units.

Unit I: Fundamentals of Managerial Economics 15 Hrs


Unit II: Production and Cost 15 Hrs

Production Function: Production functions with one variable input- Determining the optimal use of the variable input- Production functions with multiple variable inputs- Determining the optimal combination of inputs- Returns to scale. Cost Analysis: Meaning and measurement of cost- Short run cost functions- Long run cost functions- Economies and diseconomies of scale- Cobb-Douglass Production function- Estimating cost functions- Break Even Analysis.

Unit III: Pricing and Output Decisions: Strategy and Tactics 18 Hrs

systematic- analytical, value based pricing- Optimal differential price levels-
Differential pricing in target market segments- Pricing in practice.

**Unit IV: Macroeconomics: Economic Growth and Business Cycles**  12 Hrs


**Unit V: Macroeconomics: Growth and Development Problems**  12 Hrs


**Text Books**

Reference Books


Websites

1. www.cambridge.org
2. www.stanford.edu
3. www.lse.ac.uk
4. https://economics.uchicago.edu/
5. www.ibscdc.org
PG21T2103 - FINANCIAL ACCOUNTING AND MANAGEMENT

Objective: 72 Hrs.

To impart basic understanding of financial transactions of a business entity and to help the students develop skill to understand and analyse financial problems and data to make good financial decisions.

Unit I: Fundamentals of Financial Accounting 13 Hrs


Unit II: Preparation of Final Accounts 18 Hrs


Unit III: Financial Decision 15 Hrs

Unit IV: Investment Decision 14 Hrs

Investment Decision – nature, concepts, importance and types of investment decision- Investment evaluation criteria - Payback period method, Accounting Rate Return(ARR), Discounted cash flow methods- Net Present Value (NPV), Profitability Index (PI), Discounted Payback method and Internal Rate Return(IRR)- Project appraisal under Risk and Uncertainty - Conservative methods and modern methods of Risk analysis.

Unit V: Dividend Decision and Working Capital Management 12 Hrs


Text Books:

1. GREWAL, T.S. Introduction to Accounting. S. Chand and Co: New Delhi
Reference Books:

2. REDDY, T. S., & HARI, P. R., *Financial and Management Accounting*. Margham publications

Websites:

1. http://ipa.nic.in/
PG21T2104- COMMUNICATION SKILLS

Objective: 72 Hrs.
To prepare students for today’s communication challenges in business organisations with special emphasis on current communication technology.

Unit I: Introduction to Business Communication 14 Hrs
Introduction: Communication in Business - Importance of Communication- Effective business communication-formal and informal communications- grapevine-communication at work place - using technology to improve business communication-concept of knowledge management-Mastering listening skills –Improving non-verbal communication skills-Communicating in Teams-Interpersonal skills- management by walking around, - Importance of Feedback -positive and negative feedback-practising effective feedback, Cross-cultural communication challenges in a global field.

Unit II: Writing Process, Messages and Meetings 14 Hrs
Writing Process: planning, analysing the situation-gathering information-selecting the right medium- adapting to the audience- first draft- revision- editing and review-usage of technology-proof reading- creating brief messages – writing routine and positive messages- drafting negative messages- writing persuasive business messages- developing marketing & sales messages- drafting effective email messages- creating effective business blogs-creating podcasts-distribution of blog and podcast content- Meeting-drafting of Notice, Agenda and Minutes.
Unit III: Proposals and Reports  
14 Hrs
Planning informational reports- Analytical reports- planning proposals- Composing reports – Drafting based on style /tone to suit audience- Helping readers- Use of technology in reports/ proposals- revising reports and proposals- submitting proposals.
Research Reports: The written research report- executive summary, introduction, methodology, findings and conclusions- writing the draft- oral presentation-preparation, delivery and audio visuals, Presenting results and report writing-precautions for report writing- norms for using tables, charts, diagrams- appendix-norms for using Index and Bibliography- Format of Business documents.

Unit IV: Presentation skills  
14 Hrs
Oral presentation: audience analysis- composing presentation- preparation to speak-overcoming anxiety- handling questions responsively-communicating across cultures- enhancing presentations with slides and other visuals- creating effective handouts- practicing the delivery- Designing a visual communication- identify points to illustrate- visual design principles- presenting information/ concepts/ideas-

Unit V: Developing CVs and Attending Interviews  
16 Hrs
Organising approach to employment process- Planning a Resume’- writing a resume-writing application letters- follow ups- understanding the interview process—common types of interview- Preparing for a job interview- interviewing for success-interviewing across borders- following up- Letter of acceptance- letter declining an offer- avoiding miscues.
Text Books


Reference Books


Websites

2. http://hbswk.hbs.edu/topics/communication.html
3. http://www.kellogg.northwestern.edu/
Objective: 72 Hrs
This course imparts the basics of planning for human resources and emphasizes the need for management development, training and adequate compensation.

Unit I: Introduction of Human Resource Management 12 Hrs

Unit II: Recruitment and Training 18 Hrs

Unit III: Performance Appraisal and Compensation 12 Hrs
Unit IV: Labour Legislation & Employee Relations in India  18 Hrs


Unit V: Cultural Diversity and Multicultural Teamwork  12 Hrs


Text Book


References


**Websites:**

1. [http://www.shrm.org](http://www.shrm.org)
2. [http://www.paycheck.in](http://www.paycheck.in)
3. [http://labour.nic.in](http://labour.nic.in)
5. [www.ilo.org/](http://www.ilo.org/)
6. [https://en.wikipedia.org/wiki/Trade_unions_in_India](https://en.wikipedia.org/wiki/Trade_unions_in_India)
Objectives: 72 Hrs

To orient the students towards the significance of marketing tools and market research in order to sustain in a challenging and competitive business environment.

Unit I: Introduction to Marketing 15 Hrs

Unit II: Product and Promotion Decisions 15 Hrs

Unit III: Services Marketing 12 Hrs
The Importance of Services-How Services differ from goods -Intangibility-Inseparability-Heterogeneity-Perishability-Service Quality-The Gap Model of Service

Unit IV: Distribution Decisions 15 Hrs

Unit V: Pricing Decisions 15 Hrs

Text Books
2. LAMB, HAIR, SHARMA, MCDANIEL, *Mktg*. Cengage Learning
Reference Books


Websites

2. [http://abeuk.com/mm.php](http://abeuk.com/mm.php)
SEMESTER – II

1. Quantitative Techniques for Business
2. Cost and Management Accounting
3. Management Information System
4. Maritime Business Environment
5. International Business
6. Export and Import Documentation
PG21T2201 - QUANTITATIVE TECHNIQUES FOR BUSINESS

Objective: 72 Hrs

To train students in statistical methods and techniques of operations research, to provide solutions for business problems in decision-making. It also imparts knowledge of use of computer software such as Excel and SPSS to solve various quantitative problems.

Unit I: Introduction to Statistics 12 Hrs

Data and Data Sources- Descriptive statistics: Tabular and Graphical Presentations; Numerical Measures: Measures of location, Measures of variability –Introduction to probability: Conditional probability; Bayes’ Theorem- Discrete Probability Distributions; Binomial probability distribution, Poisson probability distribution- Continuous Probability Distribution; Normal probability distribution- Spread sheet and statistical package

Unit II: Correlation & Regression, Time Series and Index Numbers 15 Hrs


Unit III: Sampling, Statistical Inference and Quality Control 15 Hrs

Introduction to sampling distributions- Simple Random sampling- Stratified random sampling- cluster sampling- systematic sampling- convenience sampling- judgement
Sampling- Interval Estimation- Determining the sample size- Population Proportion.

**Unit IV: Mathematical Models in Operations Research** 15 Hrs


**Unit V: Stochastic Models in Operations Research** 15 Hrs


**Text Books**


**Reference Books**


**Websites**

1. www.orsi.in
2. www.statstutor.ac.uk
3. www.statistics-help-for-students.com
4. www.purplemath.com
PG21T2202 - COST AND MANAGEMENT ACCOUNTING

Objective: This paper provides awareness to management students about techniques to be adopted to make strategic decisions on optimum use of resources and cost control

Unit I: Introduction

Management Accounting: Meaning and Definition - Nature and Scope - Objectives of Management Accounting - Importance and Limitations - Management Accounting vs Cost Accounting.

Unit II: Marginal Costing and Break even analysis:
Marginal Costing and Cost-Volume-Profit (CVP) analysis: meaning, concept - assumptions and practical applications of Break-even analysis – decisions regarding sales mix - make or buy - limiting factor - export decision - plant merger - shut down of a product line- Du Pont Analysis.

Unit III: Budgeting and Budgetary control
Budget and Budgetary Control: Meaning, - establishing a system of Budgetary Control - Preparation of Sales - Production - Cash Budget - Fixed and Flexible budgets, Master budget - Zero based budgeting (ZBB)-Performance budgeting
Unit IV: Analysis of Financial Statements  18 Hrs

Analysis and Interpretation of Financial Statements: Objects-importance-Types of financial analysis - Comparative statements - Common size statements, Ratio analysis - Preparation of Balance sheet using ratios

Fund flow analysis: Fund flow statement-Preparation-Cash flow statement-cash flow analysis - Analysis of income statements of ports/shipping companies.

Unit V: Standard Costing and Variance Analysis  15 Hrs


Text Books

**Reference Books**


**Website**

2. [https://www.cengagebrain.co.nz/content/9781408049044.pdf](https://www.cengagebrain.co.nz/content/9781408049044.pdf)
Objective: 72 Hrs
To acquaint management students with various tools of information technology to support data management in a business unit.

Unit I: Introduction to Information Technology 12 Hrs
Introduction- IT and management opportunities and challenges- IT agility-
Consumerisation- Competitive advantage- Strategic planning and models-
Information management & IT Architecture – IT Architecture & infrastructure, cloud computing and services, Virtualization and Virtual Machines.

Unit II: Database Management 15 Hrs

Unit III: Digital, Mobile & Social Commerce 15 Hrs
E-Business & E-Commerce Models and Strategies – challenges and types- E-
Unit IV: Enterprise Systems & Analytics  

15 Hrs

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 V: Business Process and Project Management  

15 Hrs

Business Process and Project Management: - Architecture & IT design, System development, Software & Applications for management (Business software tools), Support system. IT Ethics & Responsible conduct: - Responsible conduct, overload, culture of distraction and New Tech revolution.

Text Book


References Books


Websites

1. www.tutorialspoint.com/management-information-system
4. www.mbaexamnotes.com/e-commerce-notes.html
Objective:  
This paper brings out the interrelationship between the socio economic environment and legal premises in which the maritime business exists and governance of the same through international conventions

Unit I: Maritime Environment  
14 Hrs


Unit II: Law of Contract  
13 Hrs


Unit III: Law of Agency and Bailment  
15 Hrs


**Unit IV: Sale of Goods and Taxation**  
20 Hrs


Tax on goods and Services: Central Excise – Customs Law – Basic concepts – types of customs duties, Anti-Dumping duty, safeguard duty, Service Tax – nature of service tax – service provider and service receiver, Central Sales Tax act and VAT act.

**Unit V: Carriage of Goods by Land, Sea and Air**  
10 Hrs


**Text Books**

1. KAPOOR, N. D. *Elements of Mercantile Law*. Sultan Chand & Sons


**Reference Books**


**Websites**

1. [http://www.lloydsmaritimeacademy.com](http://www.lloydsmaritimeacademy.com)
Objective: 72 Hrs

This paper familiarises the students with international trade practices and institutions; and the recent developments in international trade and policy.

Unit I: International Business 15 Hrs


Unit II: Environment of International Business 15 Hrs

International Politics-Political ideologies and economics- Economic integration and strategic management- Importance of culture in different business contexts- Theories of international trade- Theory of absolute advantage- Theory of comparative advantage- Factor endowment theory- International product life cycle theory- Barriers to trade- Non Tariff barriers to trade- Determination of the exchange rate- Foreign money and capital markets- Regional money and capital markets.

Unit III: International Business Strategies 15 Hrs

Introduction to multinational strategy- Strategic orientations- strategy formulation-strategy implementation- Strategic management and organizing strategy- Production strategy- Generation of goods and services- international logistics- global production systems- International market assessment and Marketing strategy. International Human Resource Management and Labour relations- International Operations

**Unit IV: Economic Integration, Cooperation and International Economic Organisations**  
15 Hrs


**Unit V: Trade Policy and Performance of India**  
12 Hrs

Trade Regulation and Promotion: External Sector Reforms- Regulation and Promotion of Foreign Trade- Foreign Trade Policy- Export Promotion- Import Substitution. Trade and Balance of Payment (BoP) of India: An overview of merchandise trade- Foreign
trade through plans- Determinants of Exports and Imports- Major problems of India’s export sector.

**Text Books**


**Reference Books**


**Websites**

1. [www.wto.org](http://www.wto.org)
2. [www.imf.org](http://www.imf.org)
4. [www.unctad.org](http://www.unctad.org)
PG21T2206 - EXPORT AND IMPORT DOCUMENTATION

Objective: 72 Hrs

To provide the students with an adequate knowledge on formalities for export trade, and the documentation process required for import and export.

Unit I: Introduction to Export and Import 12 Hrs

Basics of Exports - Classification of goods - Preparation for Exports - Methods of Exporting - Export Marketing Organizations - Functions - Registration formalities - IEC Number - Procedure of obtaining IEC Number - RCMC (Registration Cum Membership Certificate) - Export Credit Guarantee Council (ECGC) - Application for import and export of restricted items.

Unit II: Documentation Framework and Contracts 15 Hrs

Aligned Documentation System: Commercial Documents - Auxiliary Commercial Documents - Regulatory Documents - Documents related to goods - Documents related to Shipment - Documents related to Payments - Documents related to Inspection - Documents related to Excisable Goods - Types of Contracts - Export Contracts.

Unit III: Payments and Finance 15 Hrs

Factors - Methods of receiving Payment - Instruments of Payments - Letter of Credit - Pre-shipment Finance - Post-shipment Finance - Post-shipment Credit in Foreign Currency - Negotiation of documents with bank - CENVAT - Duty Draw back
Unit IV: Quality Control and Clearance of Cargo 15Hrs

Objective of Quality Control - Methods - Procedure for Pre-shipment Inspection - Role of Clearing and Forwarding Agents – Role of Inspection Agents-Clearance of Cargo - Central Excise Clearance Procedure - Central Excise Clearance Option - Shipment of Export Cargo.

Unit V: Customs Clearance, Risk and Insurance Policy 15 Hrs

Customs Clearance of Export Cargo - Customs Clearance of Import Cargo - Risk: Types - Types of cover issued by ECGC - Cargo Insurance. Processing of an export order - Major laws governing export contract.

Text Books


Reference Books

   Himalaya Publications: New Delhi.

**Websites**

3. [commerce.nic.in/MOC/index.asp](http://commerce.nic.in/MOC/index.asp) (Ministry of Commerce and Industry)
5. [www.traffic.org/](http://www.traffic.org/) (Wild Life Trade Monitoring Network)
SEMESTER – III

1. Logistics and Supply Chain Management
2. Elements of Port Management
3. Elements of Shipping Management
4. Containerisation and Multimodal Transport
5. Warehouse & Inventory Management
6. Geography of Transport Systems
Objective: 72 Hrs
To introduce students to vital logistics functions comprising distribution, transportation, material handling and storage system and to give them an understanding of basic logistics principles to ensure competitive advantage in the industry.

Unit I: Introduction 10 Hrs
Introduction to Logistics-Logistics and Competitive Strategy-Competitive advantage-Gaining competitive advantage through logistics-The mission of logistics management-The Supply chain and competitive performance-The changing logistics environment.

Unit II: Customer Service and Measuring performance 16 Hrs
The marketing and logistics interface-Customer service-Customer service and customer retention-Service-driven logistics system-Setting customer service priorities-Setting service standards-The concept of total cost analysis-Principles of logistics costing-logistics and the bottom line-Logistics and shareholder value-Customer profitability analysis-Direct product profitability-Cost drivers and activity based costing.

Unit III: Benchmarking and Managing the Supply chain 16 Hrs
Unit IV: Strategic Lead-Time and JIT Management 15 Hrs

Time based competition-The concept of lead time-Logistics pipeline management-logistics value engineering-The lead time gap-Just In Time (JIT) and quicker response logistics-The Japanese philosophy-Implications for logistics-Quick response logistics-vendor managed inventory-Logistics information system-Logistics system dynamics-Production strategies for quick response.

Unit V: Managing the Supply Chain 15 Hrs

Creating the logistics vision-The problems with conventional organizations-Developing the logistics organization-Logistics as the vehicle for change-The need for integration-Managing the supply chain as a network-Process integration and ECR-Co-makership and logistics partnerships-supplier development-Leading edge logistics.

Text Books


Reference Books


Websites

2. www.cargotalk.in/
3. http://fiata.com/ (Federation of Freight Forwarders Association)
4. www.fonasba.com/ (Federation of National Association of Ship Broking and Chartering)
5. www.iata.org/ (International Air Transport Association)
PG21T2302 - ELEMENTS OF PORT MANAGEMENT

Objective: 72 Hrs.
To familiarize the fundamental functions, operations, ownership and management structure of the ports and terminals.

Unit - I: Port Structure and Functions 15 Hrs.
Definition - Types and Layout of the Ports – Organisational structure-Fundamental observations. Main functions and features of ports: Infrastructure and connectivity - Administrative functions - Operational functions. Main services: Services and facilities for ships - Administrative formalities - Cargo transfer - Services and facilities for cargo - Additional “added value” service- Ports and their stakeholders like PHO, Immigration, Ship agents, Stevedores, CHA.

Unit - II: Port Operations 15 Hrs.
Berths and Terminals - Berth Facilities and Equipment - ship Operation - Pre-shipment planning, the stowage plan and on-board stowage - cargo positioning and stowage on the terminal - Developments in cargo/container handling and terminal operation - Safety of cargo operations - Cargo security: Measuring and evaluating performance and productivity.

Unit - III: Port Development 10 Hrs.
Phases of port development - Growth in word trade - Changes in growth - Development in terminal operation. Shipping technology and port: Ship knowledge - Ship development and port development - Port time and ship speed - Other technical development affecting port.
Unit - IV: Regulatory Framework for Ports 15 Hrs.


Unit - V: Port Administration Ownership and Management 17 Hrs.

Port ownership structure- Types of port ownership and administration - Organizations concerning ports - Boards governing the ports - Port management development - Rise and fall of Ports - information technology in ports. Port ownership in Indian context: Acts governing the Ports in India - Port ownership structure in India. Port reform: Framework for port reform - Evolution of ports in a competitive world - Alternative Port Management Structure and Ownership Models.

Text Book


Reference Books


**Websites**

1. http://shipping.nic.in/ (Ministry of Shipping, Govt. of India)
2. http://ipa.nic.in/ (Indian Port Association)
3. www.ippta.org.in (Indian Private Ports and Terminals Association)
4. http://www.porttechnology.org/technical_papers/list (Port Technology)
5. https://www.scctportsaid.com (Suez Canal Container Terminal)
**Objectives:**

To make the students understand the commercial, operational and technical components of ship management.

**Unit - I: Functions of Shipping**

Ship: Types of ships - Principal dimensions - Ship’s tonnages (GT, NT, DWT) - Cargo carrying capacity. Ship owners, operators and managers: Ship manager - Structure of ship owning and management organizations - Ship's personal - Agents.

**Unit - II: Ship Registration, Classification and Insurance**

Registration - Types of registries - Flag - Classification - Port State Control - Inspections - Surveys - Conditions of survey and inspections - Other surveys.  
Insurance: Hull and machinery insurance - General average - Salvage - Third party recoveries - Claims and handling - Protection and indemnity.

**Unit - III: Operations and Voyage Estimation**


**Unit - IV: Cargo and Geographic Factors**

Dry cargoes - Non-bulk dry cargoes - Stowage factors - Dangerous cargo and IMDG Code - Bills of lading and cargo claims - Liquid cargoes - Tank cleaning - Petroleum
products - Chemicals - Liquid gas carriers - Ullage, deadfreight and slack tanks - Geography and metrology - Routing services - Load lines.

**Unit - V: Crew Management and Ship Manager’s Legal Relations**  
15 Hrs.


**Text Book**


**Reference Books**


Websites

1. www.consulting.xerox.com/case-studies/...shipping-co/enus.html (International Shipping Company Case Study)
2. www.sugarcrm.com/industry/shipping-and-transport/case-study (CRM Shipping and Transport Case Studies)
3. http://businesscasestudies.co.uk (Shipping Sector - Case Studies)
4. www.tcs.com › Home › Resources › Case Studies (TCS Resources: Case Study Leading Indian Shipping)
PG21T2304 - CONTAINERISATION AND MULTIMODAL TRANSPORT

Objective: 72 Hrs.

This subject is tailored to deliver theoretical and practical knowledge in handling methods, transportation modes and various conventions pertaining to carriage of cargo. Containerisation is taught in the perspective of growing importance of transportation in world trade.

Unit I: Basic Concepts of Containersation 12 Hrs.

Unit II: Cargoes 15 Hrs.
International Trade Distribution - Stowage: Meaning - Stowage of cargo - Factor Consideration - Types of cargo - Characteristics - Cargo and Container handling equipment - Types of Packing- Marking of cargo - Dangerous Cargo - IMDG Code - Classes.

Unit III: Multi-Modalism 15 Hrs.

Unit IV: Physical Multimodal Operations 15 Hrs.
Liners - Tramps - Specialized Vessels - Terms - Road transport vehicle - Road Transport Weight and Measurement - Rail Transport Vehicle and Equipment - Air

**Unit V: Conventions Relating to Multimodal Transport** 15 Hrs.


**Text Books**


**Reference Books**


Websites

1. www.eximin.net/ (Export Import News)
2. www.traffic.org/ (Wild Life Trade Monitoring Network)
3. www.agrofair.nl/site/
5. www.hawkesbayfruit2u.co.nz/Products.php
PG21T2305 - SHIPPING ECONOMICS

Objective: 72 Hrs

To impart know-how on the economics of Sea Transport and allocation of scarce resources amongst competing uses. Cost and Revenues of shipping companies are also discussed.

Unit I: Introduction to Shipping Economics 10 Hrs

Introduction to Shipping Economics-Sea Transport and the Global Economy-The role of sea trade in economic development-History of maritime development- The organization of the Shipping Market.

Unit II: Shipping Market Cycles 15 Hrs


Unit III: Supply, Demand, Freight Rates and Shipping Markets 15 Hrs

Supply, demand and Freight rates-The shipping Market Model-Key influences on supply and demand, the demand for sea Transport-The freight rate mechanism- The decisions facing ship-owners-The Four shipping markets-The freight market-The freight derivatives market-The sale and purchase market-The new building market- The demolition market.

Unit IV: Costs, Revenue and Cash Flow of Shipping Companies 15 Hrs

Cash flow and the art of survival of shipping company-the impact of financial pressures on ship owners’ decisions-Financial performance and investment strategy,
Classification of costs - cost of running ships- capital cost of the ship - Classification of revenue - Shipping accounts - methods of computing cash flow - valuing merchant ships

**Unit V: Financing Ships, Shipping Companies – Risk and Returns  17 Hrs**

Financing Ships and Shipping Companies - Shipping Finance and Shipping Economics - Ship Finance in the pre-steam era - The World Financial system and types of finance - Financing ships with private funds - Financing ships with bank loans - Financing ships and shipping companies in the capital market - Financing ships with special purpose companies - Analysing risk in ship finance - Dealing with default - Risk, Return and Shipping Company Economics.

**Text Book:**


**Reference Books**

Websites

1. www.worldofshipping.org (Maritime Transport Journal)
3. https://ideas.repec.org (Articles from reputed Journals)
5. www.portheconomics.eu (Articles from reputed Journals)
6. www.foremansbuildings.co.uk/maritime-transport-details.html (Maritime Transport Case Studies - Foremans)
PG21T2306 - SEABORNE TRADE AND MERCHANT FLEET

Objective: 72 Hrs

To provide the students a comprehensive understanding of the principles of maritime trade, the dynamics of cargo transport and the pertinent maritime regulations

Unit I: Basic Concepts and the Geography of Maritime Trade 12 Hrs

Basic concepts of seaborne trade- Geography of Maritime Trade- Value added by seaborne transport- Oceans, distances and transit times- Maritime trading network- Europe’s sea borne trade- North America’s sea borne trade- South America’s sea borne trade- Asia’s sea borne trade- Africa’s sea borne trade- Sea borne trade of the Middle east, Central Asia, Russia, Australia and Oceania.

Unit II: The Principles of Maritime Trade 15 Hrs

The Principles of Maritime Trade- building blocks of sea trade- countries that trade by sea- Trade theory and drivers of trade- Difference in production costs- Trade due to differences in natural resources- Commodity trade cycles- Role of sea transport in trade- Transport of Bulk Cargoes- commercial origins of bulk shipping- the bulk fleet- bulk trades- The principles of bulk transport- Liquid bulk transport- crude oil and oil products trade- Major dry bulk trades- minor bulk trades.

Unit III: Transport of Specialized and General Cargoes 15 Hrs

Transport of specialized and general cargo- Meaning- Sea transport of chemicals- LPG trade- LNG trade- Transport of refrigerated cargo- Unit load cargo transport- Passenger shipping- Transport of General cargo- Meaning- origins of the liner service- Economic principles of liner operation- General cargo and liner transport demand- Liner shipping routes- liner companies- liner fleet- principles of liner service economics-
Pricing liner services-Liner conferences and co-operative agreements-Container ports and terminals.

**Unit IV: The Ship Providing Transport-the Design**

12 Hrs

The Ship that provides transport –derived demand for ships-Seven questions that define a design-Ships for general cargo trades-Ships for the dry bulk trades-Ships for liquid bulk cargoes-Gas tankers-Non-cargo ships-Economic criteria for evaluating ship designs.

**Unit V: Economics of Shipbuilding & Ship Breaking**

18 Hrs

The role of merchant shipbuilding and scrapping industries- Regional structure of world shipbuilding- Shipbuilding market cycles-economic principles-shipbuilding production process-Shipbuilding costs and competitiveness-ship recycling industry-Regulation of the Maritime Industry-How regulations affect maritime economics-Overview of the regulatory system-Classification societies-The law of the sea-The regulatory role of the flag state-How maritime laws are made-IMO-ILO-regulatory role of coastal and port states-regulation of competition in shipping.

**Text Book**


**Reference Books**


Wiley-Blackwell: U.K.


**Websites**

1. [www.worldofshipping.org](http://www.worldofshipping.org) (Maritime Transport Journal)
2. [http://www.libramar.net](http://www.libramar.net) (Maritime Downloads - Free Maritime Library)
3. [https://ideas.repec.org](https://ideas.repec.org) (Articles from reputed Journals)
5. [www.porteconomics.eu](http://www.porteconomics.eu) (Articles from reputed Journals)
6. [www.foremansbuildings.co.uk/maritime-transport-details.html](http://www.foremansbuildings.co.uk/maritime-transport-details.html) (Maritime Transport Case Studies - Foremans)
SEMESTER – IV

1. Port Economics
2. Shipping Finance and Insurance
3. Chartering and Ship Broking
4. Public Private Partnership and Port Development
Objective: 72 Hrs.

This paper focuses on the economics of Port operations interface the decisions made by Port users and Providers of port services.

Unit I: Introduction 12 Hrs


Unit II: Carriers, Shippers, Passengers 15 Hrs

Resources-Operating options-Output- cost-Pricing-Carrier demand in port-Ports and ship size-Port choice and shipping lines-Shippers-Business logistics management- Supply chain management-Shipper demand in port-Port choice and shippers-Port choice and supply chains-Supply chain shipping capacity-Passengers-Passenger time prices-Transportation demand by ferry passengers-Transportation choice and ferry passengers-Passenger demand in port-Port choice and passengers.

Unit III: Port Operating Options, Costs and Prices 15 Hrs

Operating options-Resource utilization and congestion-Production and capacity-Cost- Costing port throughput-Port output measures-Effectiveness- operating objectives- Port prices-Port taxes versus User fees.
Unit IV: Port Governance and Performance 15 Hrs.

Unit V: Port Investment, Finance and Pricing 15 Hrs.

Text Books


2. KHALID BICHOU (2009) Port Operations, Planning and Logistics. Lloyd’s Practical Shipping Guides

Reference Books


**Websites**

2. Peelports.com/case-studies (*Case Studies - Peel Ports*)
6. [www.unescap.org/resources/ppp-case-studies](http://www.unescap.org/resources/ppp-case-studies) (*PPP Case Studies - United Nations ESCAP*)
8. [www.tariffauthority.gov.in/](http://www.tariffauthority.gov.in/) (*Tariff Authority of Major Ports*)
Objective: 72 Hrs.

To provide a complete reading on ship financing, mortgage terms, conditions and mortgagee's rights, including a full description of documentation, legislation and registration procedures required.

Unit I: Introduction 12 Hrs.


Unit II: Financing, Sale and Purchase of Second Hand Ship 15 Hrs.


Unit III: Financing of New Ship and Banker’s Perspective 15 Hrs.

Unit IV: Financial Market Products and Ship Mortgage 15 Hrs.


Unit V: Insurance in Shipping and Ship Financing 15Hrs.

Marin insurances as security for ship financing – insurance covenants - insurance documentation- insurance renewals – underwriting security, insurance claims – marine insurers and Protection and Indemnity (P&I) - marine liability insurance terms of P&I cover - bankers’ insurances- insurance of other interests ( lessors, ship owners and passive investors ) - Mortgage rights insurance

Text Books

2. ICS (2014) *Shipping Finance*.

Reference Book


Websites

1. www.ics.org.uk
2. www.ibc-academy.com
3. www.utas.edu.au
PG21T2403 - CHARTERING AND SHIP BROKING

Objective: 72 Hrs
To provide an in depth understanding of activities relating to Ocean transportation, Chartering and the financials of Voyage estimation

Unit I: Principles of Chartering 12 Hrs

Unit II: Dry Cargo Chartering 15 Hrs

Unit III: Tanker Chartering 15 Hrs
Tanker Chartering Trade & Ships-Geography for tanker chartering-The Market structure-Origin and use of world scale-Average freight rate Assessment-Factors influencing the Freight Markets-Oil Demand-New building Activity-Tanker Scrapping-Chartering Market Practice-Cargo description-World scale hours terms and
conditions-Production of charter party-Demurrage and dispatch-Contract of Affreightment-Tenders.

Unit IV: Financial Elements of Dry cargo Charter Parties 15 Hrs


Unit V: Financial Elements of Tanker Charter Parties 15 Hrs


Text Books


Reference Books

1. METAXAS, B. N. The Economics of Tramp Shipping. Athlone Press
4. PHILIP WOOD, *Tanker Chartering (Shipping Business Series)*. Witherby& Co Ltd.

**Websites**

PG21T2404 - PUBLIC PRIVATE PARTNERSHIP AND PORT DEVELOPMENT

Objective: 72 Hrs.

To introduce the unique characteristics, models, financial approach, institutional and legal framework and lessons learned from the PPP projects.

Unit I: Introduction to PPP 12 Hrs


Unit II: Risk Identification and Financial Approach 15 Hrs


Unit III: Contractual, Legal and Regulatory Framework 15 Hrs

Unit IV: Infrastructure 15 Hrs

Salient Features - Importance - Types - Commercialisation of Infrastructure - Infrastructure and Environment - Infrastructure and the poor- Policy framework - Indian Scenario - Phases of project development - Slow progress.

Unit V: Indian Port Sector and PPP Projects 15 Hrs


Text Books


Reference Books

3. INFRASTRUCTURE DEVELOPMENT FINANCE COMPANY LIMITED (2012)  
Evolving Perspectives in the Development of Indian Infrastructure Vol. I&II.  
Orient Blackswan Private Limited: Hyderabad, India.

4. GOVT. OF INDIA (2014) Compendium of PPP Projects in Infrastructure. PPP  
& Infrastructure Division Planning Commission: New Delhi.

Websites
1. http://www.pppinindia.com/ (Public Private Partnership in India)
2. http://www.planningcommission.nic.in (Union Planning Commission - PPP  
Project Case Studies)
projects-case-studies-republic-korea www.ippta.org.in (Asian Development  
Bank - PPP Project Case Studies)
5. http://www.gsep-ppp.org/ (Global Sustainable Electricity Partnership - Power  
Projects)