

BHARATHIAR UNIVERSITY: COIMBATORE-641 046
MBA (Shipping and Port Management)
 (For the CPOP students admitted during the academic year 2012-2013 & onwards)
SCHEME OF EXAMINATIONS – CBCS Pattern

	Course Title	Ins. hrs / week	Examinations				Credits
			Duration (Hrs)	CIA	Marks	Total	
Semester –I							
1.1	Management Principles and Practice	5	3	25	75	100	4
1.2	Organizational Behavior	5	3	25	75	100	4
1.3	Managerial Economics	4	3	25	75	100	4
1.4	Financial Management & Accounting	5	3	25	75	100	4
1.5	Quantitative Methods for Management	5	3	25	75	100	4
1.6	Corporate Communications	4	3	25	75	100	4
1.7	Computer Applications in Management using SAP	2	-	-	-	-	-
Semester –II							
2.1	Operations Management	5	3	25	75	100	4
2.2	Marketing Management	4	3	25	75	100	4
2.3	Financial Management	5	3	25	75	100	4
2.4	Human Resource Management	4	3	25	75	100	4
2.5	Quantitative Techniques	5	3	25	75	100	4
2.6	Research Methods for Management	5	3	25	75	100	4
2.7	Computer Applications in Management using SAP (Practical)	2	3	40	60	100	4
Semester –III							
3.1	Business Ethics and Global Business Environment	5	3	25	75	100	4
3.2	Management Information System	5	3	25	75	100	4
3.3	Maritime Business Overview	5	3	25	75	100	4
3.4	Ship Management Practices	5	3	25	75	100	4
3.5	Chartering	5	3	25	75	100	4
3.6	International Maritime Organisations	5	3	25	75	100	4
3.7	Summer Placement Project Report & Viva-Voce	-	-	20	80	100	4
Semester –IV							
4.1	Strategic Management	6	3	25	75	100	4
4.2	Ports & Terminal Management	6	3	25	75	100	4
4.3	Ship Agency Management	6	3	25	75	100	4
4.4	Shipping Laws	6	3	25	75	100	4
4.5	Shipping Finance and Insurance	6	3	25	75	100	4
Total		-	-	-	-	2500	100

SEMESTER - I

1.1. MANAGEMENT PRINCIPLES AND PRACTICE

Aim::

To enable the students to learn the basic functions, principles and concepts of management.

Unit I

Management : Science, Theory and Practice - The Evolution of Management Thought and the Patterns of Management Analysis - Management and Society : The External Environment, Social Responsibility and Ethics - Global and Comparative Management - The Basis of Global Management.

Unit II

The Nature and Purpose of Planning - Objectives - Strategies, Policies and Planning Premises - Decision Making - Global Planning.

Unit III

The Nature of Organizing and Entrepreneurship - Organizational Structure : Departmentation - Line/Staff Authority and Decentralization - Effective Organizing and Organizational Culture - Global Organizing.

Unit IV

Co-ordination functions in Organisation - Human Factors and Motivation - Leadership - Committees and group Decision Making - Communication - Global Leading.

Unit V

The System and Process of Controlling - Control Techniques and Information Technology - Productivity and Operations Management - Overall Control and toward the Future through Preventive Control - Global Controlling and Global Challenges.

References :

1. Koontz & Weirich, Essentials of Management, Tata McGraw Hill.
2. VSP Rao, V Hari Krishna – Management: Text and Cases, Excel Books, I Edition, 2004
3. Stoner & Wankai, Management, PHI.
4. Robert Krcitner, Management, ATTBS.
5. Weirich & Koontz, Management - A Global perspective, McGraw Hill.
6. Helliregarl, Management, Thomson Learning, 2002.
7. Robbins.S.P., Fundamentals of Management, Pearson, 2003.

1.2. ORGANISATIONAL BEHAVIOUR

Aim:

To enable the students to learn the basics of individual behaviour and an organizational behaviour.

Unit I

Organisational Behaviour : History - evaluation, Challenges & opportunities, contributing disciplines, management functions and relevance to Organisation Behaviour.

Personality - Determinants, structure, behaviour, assessment, psycho-analytical social learning, job-fit, trait theories.

Unit II

Emotions and Emotional Intelligence as a managerial tool. Implications of EI on managers and their performance. Attitudes - relationship with behaviour, sources, types, consistency, work attitudes, values - importance, sources, types, ethics and types of management ethics. Perception - Process, Selection, Organisation Errors, Managerial implications of perception. Learning - classical, operant and social cognitive approaches. Implications of learning on managerial performance.

Unit III

Stress - Nature, sources, Effects, influence of personality, managing stress.

Conflict - Management, Levels, Sources, bases, conflict resolution strategies, negotiation. Foundations of group behaviour : linking teams and groups, Stages of development Influences on team effectiveness, team decision making. Issues in Managing teams.

Unit IV

Organisational change - Managing planned change. Resistance to change - Approaches to managing organisational change - Organisational Development - values - interventions, change management. Organisational politics - Political behaviour in organisation, Impression management, Self monitoring. Organisational culture - Dynamics, role and types of culture and corporate culture, ethical issues in organisational culture, creating and sustaining culture.

Unit V

Organisational Behaviour responses to Global and Cultural diversity, challenges at international level, Homogeneity and heterogeneity of National cultures, Differences between countries, The Challenges of work force diversity and managing diversity Cases.

References :

1. Robbins.S. Organisational Behaviour, X edn., Prentice-Hall, India.
2. Hellinegal Slocum, Woodman, Organisational Behaviour, IX edn., Thomson learning.
3. Umasekaran, Organisational Behaviour, Tata McGraw Hill.
4. Robbins S.P., Concepts contrivances and applications, Prentice Hall.
5. Umasekaran, Organisational Behaviour.
6. Helliregal.et.al, Organisational Behaviour, Thomson Learning.
7. McShane & Glinow, Organisational Behaviour, Tata McGraw Hill.
8. Harris & Hartman, Organisational Behaviour, Jaico, 2003.

1.3. MANAGERIAL ECONOMICS

Aim:

To enable the students to learn the application of the economic principles and policies on managerial decision making.

Unit I

Managerial Economics - meaning, nature and scope - Managerial Economics and business decision making - Role of Managerial Economist - Fundamental concepts of Managerial Economics. Demand Analysis - meaning, determinants and types of demand - Elasticity of demand.

Unit II

Supply meaning and determinants - production decisions - production functions - Isoquants, Expansion path - Cobb-Douglas function, Cost concepts - cost - output relationship - Economies and diseconomies of scale – cost functions.

Unit III

Market structure - characteristics - Pricing and output decisions - methods of pricing - differential pricing - Government intervention and pricing.

Unit IV

Profit - Meaning and nature - Profit policies - Profit planning and forecasting – Cost volume profit analysis - Investment analysis.

Unit V

National Income - Business cycle - inflation and deflation - balance of payments - Monetary and Fiscal Policies

References :

1. Joel Dean - Managerial Economics, Prentice Hall/Pearson.
2. Rangarajan - Principles of Macro Economics, Tata McGraw Hill.
3. Atmanand, Managerial Economics, Excel, 2001.
4. Athmanand.R., Managerial Economics, Excel, 2002, New Delhi.
5. Mankar.V.G., Business Economics, Macmillan, Business Book, 1999.

1.4. FINANCIAL AND MANAGEMENT ACCOUNTING

Aim:

To enable the students to learn the basic functions, principles, concepts and application of accounting in management.

Unit I

Financial Accounting - Definition - Accounting Principles - Concepts and conventions – Trial Balance – Final Accounts (Problems) - Depreciation Methods-Straight line method, Written down value method, Sinking fund method.

Unit II

Financial Statement Analysis - Objectives - Reorganizing the Financial Statement Information - Techniques of Financial Statement Analysis: Comparative Statements, Common – Size statement, Trend Percentage - Accounting Ratios: construction of balance sheet using ratios (problems)-Dupont analysis.

Unit III

Fund Flow Statement - Statement of Changes in Working Capital - Computation of Fund from Operations - Workings for Computation of various sources and uses - Preparation of Fund Flow Statement - Cash Flow Statement Analysis- Computation of Cash from Operations Problems - Distinction between Fund Flow and Cash Flow Statement. Problems

Unit IV

Cost Accounting - Meaning - Distinction between Financial Accounting and Cost Accounting - Cost Terminology: Cost, Cost Centre, Cost Unit - Elements of Cost - Cost Sheet – Problems. Budget, Budgeting, and Budgeting Control - Types of Budgets - Preparation of Flexible and fixed Budgets, master budget and Cash Budget - Problems -Zero Base Budgeting.

Unit V

Marginal Costing - Definition - distinction between marginal costing and absorption costing - Break even point Analysis - Contribution, p/v Ratio, margin of safety - Decision making under marginal costing system-key factor analysis, make or buy decisions, export decision, sales mix decision-Problems

References:

1. Advanced Accountancy - R.L.Gupta and Radhaswamy
2. Management Accounting - Brown and Howard
3. Management Accounting - Khan and Jain
4. Management Accounting - S.N.Maheswari
5. Management Accounting - Antony and Recece
6. Management Accounting - J.Batty

1.5. QUANTITATIVE METHODS FOR MANAGEMENT

Aim:

To enable students to acquire the knowledge of mathematics & statistics and their use in business decision making.

Unit I

Linear, Non-Linear functions – graphical representation of functions, Constants, Variables – notion of Mathematical models – concept of trade off – notion of constants – concept of Interest. Basic Concept of differentiation – integration – Optimization concepts – use of differentiation for optimization of business problem- Optimization

Unit II

Data Analysis – Uni-Variate – ungrouped and grouped data measures of central Tendencies, measures of dispersion – C V percentages (problem related to business applications). Bivariate – correlation and regression – problems related to business applications

Unit III

Probability – definitions – addition and multiplication Rules (only statements) – simple business application problems – probability distribution – expected value concept – theoretical probability distributions – Binomial, Poisson and Normal – Simple problems applied to business.

Unit IV

Basic concept of index numbers – simple and weighted index numbers – concept of weights -types of index numbers – Business index number – CPT, WPI, Sensex, Nifty, Production Index, Time series – variations in Time Series for business forecasting.

Unit V

Hypothesis testing of Proportion and Mean – single and two tailed tests – errors in Hypothesis Testing – Measuring the power of Hypothesis test. Chi-Square Tests

References :

1. Statistics for Management – Richard L Levin & Daid S Rubin
2. Statistical Methods – S P Gupta
3. Statistics for Business and Economics – R P Hoods – MacMillan India Limited
4. David M. Levine, Timothy C. Krehbiel and Mark L. Berenson
“Business Statistics: A First Course” , Pearson Education Asia
5. Amir D. Aczel, Complete Business Statistics, 5th edition, Irwin McGraw-Hill.

1.6. CORPORATE COMMUNICATION

Aim:

To enable the students to learn the basic communication skills and the usage of communication technology in the modern workplace.

Unit I

Communication basics – Business Communication – components – Types – formal communication network – Work team communication – variables – goal – conflict resolution – non – verbal communication – Cross cultural communication – Business meetings – Business Etiquette.

Unit II

Understanding Corporate Communication – Employee Communication – Managing Government Relations – Writing for Media and Media Relations

Unit III

Corporate Communication in Brand Promotion – Financial Communication – Crises Communication.

Unit IV

Report writing: Characterizing & business reports – Types and forms & reports – Project proposals – collection of data – tables constitution – charts – writing the report – documenting the sources – proof reading.

Unit V

Business Presentation: Written and oral presentation – work – team presentation – Delivering the business presentation visual aids – slides – electronic presentation – hand-outs – delivering the presentation – career planning – preparing Resume – job applications – preparation for a job interview – employment interviews – follow-up.

References:

1. Scot Ober, Contemporary business communication, fifth edition, biztantra.
2. Lesiler & Flat lay, Basic Business communication. Tata Mc Graw Hill.

1.7. COMPUTER APPLICATIONS IN MANAGEMENT USING SAP - PRACTICAL

Aim:

To introduce the concepts of information technology and their application in management decision making.

Components of a Computer - Hardware and Software – Operations Systems – Directories and File properties.

MS OFFICE – Introduction to **WORD**, **EXCEL** and **POWERPOINT**

WORD – Creating a new document with templates & Wizard – Creating own document – Opening/modifying a saved document – converting files to and from other document formats – Using keyboard short-cuts & mouse – Adding symbols & pictures to documents – header and footers – Finding and replacing text – spell check and Grammar check – Formatting text - paragraph formats - adjusting margins, line space – character space – Changing font type, size – Bullets and numbering – Tables – Adding, editing, deleting tables – Working within tables – Adding, deleting, modifying rows and columns – merging & splitting cells.

EXCEL – Working with worksheets – cells – Entering, editing, moving, copying, cutting, pasting, transforming data – Inserting and deleting of cells, rows & columns – Working with multiple worksheets – switching between worksheets – moving, copying, inserting & deleting worksheets – Using formulas for quick Calculations – Working & entering a Formula – Formatting a worksheet – Creating and editing charts – elements of an Excel Chart – Selecting data to a chart – Types of chart – chart wizard – Formatting chart elements – Editing a chart – Printing charts.

POWERPOINT – Creating new presentations – Auto content wizard – Using template – Blank presentation – Opening existing presentations – Adding, editing, deleting, copying , hiding slides – Presentations – Applying new design – Adding graphics – Using headers and footers – Animations text – Special effects to create transition slides – Controlling the transition speed – Adding sounds to slides – Using action buttons.

TALLY – Introduction and Installation, Required Hardware, Preparation for installation of Tally software, installation, Working in Tally: Opening new company, Safety of Accounts or Password, Characteristics, Making Ledger Accounts, Writing voucher, voucher entry, Making different types of vouchers, Correcting sundry debtors and sundry creditors accounts, Preparation of Trial Balance, Books of Accounts, Cash Book, Bank Books, Ledger Accounts, Group summary, Sales Register and Purchase Register, Journal Register, Statement of Accounts & Balance Sheet.

ERP & SAP : Introduction – Need for ERP – Advantages – Major ERP Packages – SAP: Features – ABAP: Logon to SAP Environment – ABAP Dictionary – Functions – Objects – Managing SAP Application

Practicals: Simple problems to be done in WORD, EXCEL and POWERPOINT using all the above mentioned topics.

References:

OFFICE 2000 Complete – BPB

Windows 98 Complete – BPB

Windows 98 6 in one by Jane Calabria and Dorothy Burke – PHI

Using Microsoft Office 2000 by Ed, Bott – PHI

Enterprise Resource planning (ERP): Text and case studies by Murthy, C S V, HPH

Teach yourself SAP in 24 hours by George Anderson; Danielle Larocca - Pearson Education

SEMESTER - II

2.1. OPERATIONS MANAGEMENT

Aim:

To focus on key analytical methods and provide practical insight for operations management.

Unit I

Operations Management – Meaning – Importance – historical contributions – System view of OM - Operation strategy and competitiveness - Functions of OM – types of production systems

Unit II

Product design and process selection – Evaluation and Selection of appropriate Production and Operations technology. Product Design and process selection. Types of layout – analysis and selection of layout – Product and / or Process layout, Cellular, Lean and Agile manufacturing systems – Computer Integrated Manufacturing Systems - Assembly line balancing.

Unit III

Production planning and control – meaning – functions – aggregate planning – master production schedule (MPS) – Material requirement planning (MRP) – BOM – Capacity requirement planning (CRP) – Techniques – problems in MRP and CRP – an introduction to MRP II and ERP – Business Process Re-engineering - Total Productive Maintenance (TPM)

Unit IV

Materials management – functions – material planning and budgeting – Value Analysis - purchase functions and procedure - inventory control – types of inventory – safety stock – order point – service level – inventory control systems – perpetual – periodic – JIT – KANBAN.

Unit V

Total Quality Management Concept - Statistical Quality Control for Acceptance Sampling and Process Control – Concepts of O.C.C. Curve – Use of the O.C. Curve – Concept of Type I and Type II error – Quality movement – Quality circles — ISO Quality Certifications and types – Quality assurance – Six Sigma concept.

References :

1. Production and Operations Management – Everest E Adam & Ebert – PHI – publication forth edition.
2. Operations Management (Theory and Problems) – Joseph G Monks – McGraw Hill Intl.
3. Production and Operations Management – S N Chary – TMH Publications
4. Production and Operations Management – Pannerselvam, PHI
5. Lee J. Krajewski and Larry P. Ritzman, “Operations Management: Process and value Chains”, 7th Edition, PHI, 2007
6. Hunawalla and Patil – production and Operations Management, Himalaya.
7. Modern Production and operations management – E.S Buffa.
8. Lee J. Krajewski and Larry P. Ritzman, “ Operations Management: Strategy and Analysis”, Addison Wesley.
9. Chase, Aquilano & Jacobs “Production and Operations Management”, Tata McGraw Hill.

2.2. MARKETING MANAGEMENT

Aim:

To enable the students to learn the basic functions, principles and concepts of marketing for effective managerial function.

Unit I

Marketing Concepts and Tasks, Defining and delivering customer value and satisfaction - Value chain - Delivery network, Marketing environment, Adapting marketing to new liberalized economy - Digitalisation, Customisation, Changing marketing practices, e-business – setting up websites; Marketing Information System, Strategic marketing planning and organization.

Unit II

Buyer Behaviour, Market Segmentation and Targeting, Positioning and differentiation strategies, Product life cycle strategies, New product development, Product Mix and Product line decisions, Branding and Packaging, Price setting - objectives, factors and methods, Price adapting policies, Initiating and responding to price changes.

Unit III

Marketing channel system - Functions and flows; Channel design, Channel management - Selection, Training, Motivation and evaluation of channel members; Channel dynamics - VMS,HMS, MMS; Market logistics decisions.

Unit IV

Integrated marketing communication process and Mix; Advertising, Sales promotion and Public relation decisions. Direct marketing - Growth, Benefits and Channels; Telemarketing; Salesforce objectives, structure, size and compensation.

Unit V

Identifying and analysing competitors, Designing competitive strategies for leaders, challengers, followers and nichers : Customer Relationship marketing - Customer database, Data warehousing and mining. Attracting and retaining customers, Customerism in India, Controlling of marketing efforts.

Global Target market selection, standardization Vs adoption, Product, Pricing, Distribution and Promotional Policy.

References :

1. Marketing Management - Philip Kotler - Pearson Education/PHI 12th Edition, 2006.
2. Marketing Management - Rajan Saxena - Tata McGraw Hill, 2002.
3. Marketing Management: Planning, Implementation and Control: Global Perspective Indian Context – VS Ramasamy & S. Namakumari - Macmillan India, 2007.
4. Marketing Management: A South Asian Perspective – Philip Kotler and Kevin Lane Kotler, Pearson Education, 11th Edition, 2007.
5. Basic Marketing - Perreault and McGarthy - Tata McGraw Hill, 2002.
6. Case and Simulations in Marketing - Ramphal and Gupta - Golgatiya, Delhi.
7. Case Studies in Marketing - R.Srinivasan - PHI.
8. Marketing concepts and cases – Michael J Etzel, Bruce J Walker, William J Stanton and Ajay Pandit, TMH 13th Edition, New Delhi, 2007.
9. Marketing Management – S.Jayachandran - TMH, 2003.

2.3. FINANCIAL MANAGEMENT

Aim:

To enable the students to learn the basic functions, principles and concepts of finance in management.

Unit I

Objectives and functions of Financial Management - Role of Financial Management in the organisation - Risk-Return relationship- Time value of money concepts - Indian Financial system - Legal, Regulatory and tax framework. Sources of Long term finance - Features of Capital market development in India - Role of SEBI in Capital Issues.

Unit II

Capital Budgeting - methods of appraisal - Conflict in criteria for evaluation - Capital Rationing - Problems - Risk analysis in Capital Budgeting.

Unit III

Cost of Capital - Computation for each source of finance and weighted average cost of capital - EBIT -EPS Analysis - Operating Leverage - Financial Leverage - problems.

Unit IV

Capital Structure Theory - Net Income Approach - Net Operating Income Approach – MM Approach - Dividend Policy - Types of Dividend Policy - Dividend Policy and share valuation - CAPM.

Unit V

Working Capital Management - Definition and Objectives - Working Capital Policies – Factors affecting Working Capital requirements - Forecasting Working Capital requirements (problems) - Cash Management - Receivables Management and - Inventory Management - Working Capital Financing - Sources of Working Capital and Implications of various Committee Reports.

References :

1. Richard A. Brealey, Stevart C. Myers, "Principles of Corporate Finance" McGraw Hill, New York.
2. James C. Van Horns, "Financial Management & Policy" Prentice Hall of India (P) Ltd., New Delhi.
3. John J. Hampton, "Financial Decision Making – Concepts, Problems and Cases" Prentice Hall of India (P) Ltd., New Delhi (1994).
4. Prasanna Chandra, "Financial Management–Theory&Practice", Tata McGraw Hill, New Delhi (1994).
5. B J Camsey, Engene F. Brigham, "Introduction to Financial Management", The Gryden Press.
6. I.M. Pandey, "Financial Management", Vikash Publishing, New Delhi.

2.4. HUMAN RESOURCE MANAGEMENT

Aim:

To help students harness human capital through sustainable HR strategies

Unit I

Human Resource Function

Human Resource Philosophy - Changing environments of HRM - Strategic human resource management - Using HRM to attain competitive advantage - Trends in HRM - Organisation of HR departments - Line and staff functions - Role of HR Managers.

Unit II

Recruitment & Placement

Job analysis : Methods - IT and computerised skill inventory - Writing job specification – HR and the responsive organisation.

Recruitment and selection process : Employment planning and forecasting - Building employee commitment : Promotion from within - Sources, Developing and Using application forms – IT and recruiting on the internet.

Employee Testing & selection : Selection process, basic testing concepts, types of test, work samples & simulation, selection techniques, interview, common interviewing mistakes, Designing & conducting the effective interview, small business applications, computer aided interview.

Unit III

Training & Development

Orientation & Training : Orienting the employees, the training process, need analysis, Training techniques, special purpose training, Training via the internet.

Developing Managers : Management Development - The responsive managers - On-the-job and off-the-job Development techniques using HR to build a responsive organisation. Management Developments and CD-Roms - Key factor for success.

Performance appraisal : Methods - Problem and solutions - MBO approach - The appraisal interviews - Performance appraisal in practice.

Managing careers : Career planning and development - Managing promotions and transfers.

Unit IV

Compensation & Managing Quality

Establishing Pay plans : Basics of compensation - factors determining pay rate - Current trends in compensation - Job evaluation - pricing managerial and professional jobs - Computerised job evaluation.

Pay for performance and Financial incentives : Money and motivation - incentives for operations employees and executives - Organisation wide incentive plans - Practices in Indian organisations.

Benefits and services : Statutory benefits - non-statutory (voluntary) benefits - Insurance benefits - retirement benefits and other welfare measures to build employee commitment.

Unit V

Labour relations and employee security

Industrial relation and collective bargaining : Trade unions - Collective bargaining - future of trade unionism. Discipline administration - grievances handling - managing dismissals and separation.

Labour Welfare : Importance & Implications of labour legislations - Employee health – Auditing HR functions, Future of HRM function.

References:

1. Gary Dessler, "Human Resource Management", Seventh edition, Prentice-Hall of India P.Ltd., Pearson.
2. H.John Bernardin & Joyee E.A.Russel, Human Resource Management - An experiential approach, 4th Edition, McGraw-Hill International Edition., 2007
3. David A. DeCenzo & Stephen P.Robbins, Personnel/Human Resource Management, Third edition, PHI/Pearson.
4. VSP Roa, Human Resource Management : Text and cases, First edition, Excel Books, New Delhi - 2000.
5. Dr. R.Venkatapathy & Assissi Menacheri, Industrial Relations & Labour Welfare, Adithya Publications, CBE, 2001.
6. Robert L.Gibson and Marianne H.Mitchell, Introduction to Counseling and Guidance, VI edition, PHI, 2005.

2.5. QUANTITATIVE TECHNIQUES

Aim:

To enable the students to learn the techniques of operation Research and resources Management and their application in business management.

Unit I

Mathematical Models – deterministic and probabilistic – simple business examples – OR and optimization models – Linear Programming – formulation – graphical solution –Dual of linear programming problem – Economic interpretation

Unit II

Transportation model – Initial Basic Feasible solutions – optimum solution for non – degeneracy model – Trans-shipment Model – Assignment Model

Unit III

Network Model – networking – CPM – critical path – Time estimates – critical path – crashing, Resource levelling, Resources planning. Waiting Line Model – Structure of model – M/M/1 for infinite population.

Unit IV

Inventory Models – Deterministic – EOQ – EOQ with Price Breaks – Probabilistic Inventory Models - Probabilistic EOQ model

Unit V

Simulation – types of simulation – Monte Carlo simulation – simulation problems.
Decision Theory – Pay off tables – decision criteria – decision trees.

References :

1. Operations Research – An Introduction – Hamdy A Tata
2. Operations Research – Kanti Swarup, Gupta And Man Mohan
3. Operations Research – Dr. J.K. Sharma Macmillan Indian Ltd.
4. Operations Research – R. Panneerselvam, 2nd Edition, PHI, 2007
5. Operations Research, Concepts and cases – Fredrick S Hillier and Herald J Lieberman, 8th Edition, TMH, 2003
6. Hamdy A Taha, “An Introduction to Operations Research, Prentice Hall, Sixth edition, 2000
7. Ronald L. Rardin, “Optimization in Operations Research”, Pearson Education
8. J. K. Sharma, “ Operations Research: Theory and Applications”, Macmillan , 1997
9. U.K. Srivastava, G.V. Shenoy, S. C. Sharma, “ Quantitative Techniques for Managerial Decision”, Second Edition, Prentice Hall of India

2.6. RESEARCH METHODS FOR MANAGEMENT**Aim:**

To familiarize the students with methodology of research and its application in managerial decision making situations.

Unit I

Research - meaning - scope and significance - Types of research - Research Process - Characteristics of good research - Scientific method - Problems in research - Identifying research problem – concepts, constructs and theoretical framework.

Unit II

Hypothesis:- meaning - sources - Types - formulation Research design - Types - case study - features of good design - measurement - meaning - need Errors in measurement - Tests of sound measurement Techniques of measurement - scaling Techniques - meaning - Types of scales - scale construction techniques.

Unit III

Sampling design - meaning - concepts - steps in sampling - criteria for good sample design - Types of sample designs - Probability and non-probability samples. Data collection - Types of data - sources - Tools for data collection methods of data collection – constructing questionnaire - Pilot study - case study - Data processing:- coding - editing - and tabulation of data - Data analysis.

Unit IV

Test of Significance:- Assumptions about parametric and non-parametric tests. Parametric Test - T test, F Test and Z test - Non Parametric Test - U Test, Kruskal Wallis, sign test. Multivariate analysis-factor, cluster, MDS, Discriminant analysis. (NO Problems). SPSS and its applications.

Unit V

Interpretation - meaning - Techniques of interpretation - Report writing:- Significance – Report writing:- Steps in report writing - Layout of report - Types of reports - Oral presentation - executive summary - mechanics of writing research report - Precautions for writing report - Norms for using Tables, charts and diagrams - Appendix:- norms for using Index and Bibliography.

References:

1. Rao K.V. Research methods for management and commerce - sterling
2. Zigmund, Business Research Methods
3. Donald R. Cooper and Pamela S. Schindler - Business Research Methods - Tata McGraw Hill, 2007
4. Naresh K Malhotra – Marketing Research: An Applied Orientation, Pearson Education, 4th Edition, 2004
5. Wilkinson Bhadarkar - Methodology and Techniques of Social Research - Himalaya.
6. Anderson et al - Assignment and Thesis writing.
7. Uma Sekaran, Research Methods for Business, Wiley Publications.

SEMESTER - III**3.1. BUSINESS ETHICS AND GLOBAL BUSINESS ENVIRONMENT****Unit I**

Business and society - Social responsibility - Environmental Pollution and Control - Business and culture - Business and Government - Political system and its influence on business - Business environment - The concept and significance - constituents of business environment

Unit II

Managing Ethics - Frame work of organizational ethic - theories and sources - ethics across cultures - factors influencing business ethics - ethical decision making - ethical values and stakeholders - ethics and profit - Corporate governance Structure of boards - reforms in boards - compensation issues - ethical leadership for improved Corporate governance and better business education

Unit III

Introduction - The Globalization of the World Economy – The Changing Nature of Indian and International Business - National differences in political, legal and culture- The Global Trade and Investment Environment- International trade Theory : Introduction - An Overview of Trade Theory - Mercantilism -Absolute Advantage - Comparative Advantage - Heckscher-Ohlin Theory - The New Trade Theory - National Competitive Advantage - Porter's Diamond - The Revised Case for Free Trade - Development of the World - Trading System - WTO & development of World trade - Regional grouping of countries and its impact

Unit IV

Foreign Direct Investment: Introduction - Foreign Direct Investment in the World Economy - Horizontal Foreign Direct Investment - Vertical Foreign Direct Investment. Benefits and advantages to host and home countries - The Global Monetary System The Foreign Exchange Market: Introduction - The Functions of the Foreign Exchange Market.

Unit V

The Strategy and Structure of International Business - The Strategy of International Business : Introduction - Strategy and the Firm - Profiting from Global Expansion - Pressures for Cost Reductions and Local Responsiveness - Strategic Choice - Mode of Entry and Strategic Alliances : Introduction - Entry Modes - Selecting and Entry Mode- Strategic Alliances - Making Alliances Work, Exporting, Importing and Counter trade :Introduction -

The Promise and Pitfalls of Exporting - Improving Export Performance – Export and Import Financing
- Export Assistance – Counter trade

References :

1. Kitson.A and Campbell.R - The Ethical Organisation, Palgrave, 2001
2. Davis & Keith William C. Frederik - Business and society
3. Francis Cherunilam - Business Environment
4. Pruti S. - Economic & Managerial Environment in India
5. Shaikh Saleem – Business Environment, Pearson Education, 2006
6. Hill.C.W., International Business : Competing in the Global market place, Irwin-McGraw
7. Hill, 1999.
8. Philip R.Cateora, International Marketing, Irwin McGraw Hill, 9th edn.
9. Shivaramu, International Business, Macmillan India.
10. Francis Cherunilam, International Business, Wheeler Publications.
11. Charles W.L., Hill, International Business, Irwin-McGraw Hill, 1998.

3.2. MANAGEMENT INFORMATION SYSTEM

Aim:

To help students understand how MIS is developed and implemented for various levels in an organization, the phases involved in the development of a system, the factors determining their success and the relationship of MIS with various functional areas of organization

Unit I

Foundations of Information Systems: A framework for business users - Roles of Information systems - System concepts - Organisation as a system - Components of Information Systems - IS Activities - Types of IS.

Unit II

IS for operations and decision making: Marketing IS, Manufacturing IS, Human Resource IS, Accounting IS and Financial IS - Transaction Processing Systems- Information Reporting System - Information for Strategic Advantage.

Unit III

DSS and AI: DSS models and software: The decision making process - Structured, Semi Structured and Unstructured problems; What if analysis, Sensitivity analysis, Goal-seeking Analysis and Optimizing Analysis. Overview of AI, Neural Networks, Fuzzy Logic Systems, Genetic Algorithms - Expert Systems.

Unit IV

Managing Information Technology: Managing Information Resources and technologies – IS architecture and management - Centralised, Decentralised and Distributed - EDI, Supply chain management & Global Information technology Management.

Unit V

Security and Ethical Challenges: IS controls - facility control and procedural control - Risks to online operations - Denial of service, spoofing - Ethics for IS professional - Societal challenges of Information technology.

References

1. James A O'Brien, "Management Information Systems", Tata McGraw Hill, Fourth Edition, 1999.
2. Effy Oz, "Management Information Systems", Vikas Publishing House, Third Edition, 2002.
3. Kenneth C Laudon and Jane P Laudon, "Management Information System", 9th Edition, PHI, New Delhi, 2006.
4. Waman S Jawadekar , "Management Information System Text and cases", Third Editions, Tata McGraw-Hill ,2007.
5. R.Srinivasan, "Strategic Management", 11nd edition, Prentice Hall of India, New Delhi.
6. M.Senthil, "Management Information System", 2003.

3.3. MARITIME BUSINESS - AN OVERVIEW**Aim:**

To help students understand overall maritime business starting with types of ships, various cargoes carried, major trade types – liner, bulk & tanker, use of ports & their features and introduction to freight forwarding

Unit I - General

International Trade – Role of Shipping – Major Trade lanes, features & patterns of trade – Commodities traded – Major origins and destinations – Seasons & Effect of Weather on shipping – Latitude, Longitude – Types of ships used for various cargoes & ship design – Major Maritime Nations – International Shipping organizations – Basic Shipping Terminology

Unit II – Liner Shipping Overview

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

Unit III – Bulk & Tanker Trade Overview

Bulk Shipping Business – Dry Bulk operations – Tanker operations – Principles of chartering – Bulk pool operations

Unit IV – Ports, Canals & Waterways

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

Unit V – Freight Forwarding

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

References:

Elements of Shipping - Alan Branch (0th Edn, Sterling / Routledge)
 Commercial Shipping Handbook - Peter Brodie (2nd Edn, Informa Finance)
 Logistics Management & World Seaborne Trade – Krishnaveni Muthiah (Himalaya Publishing House 2009)
 Start Your Own Freight Brokerage Business - Lynn & Jacquelyn (3rd Edn, Entrepreneur Press)
 Freight Forwarding & Multimodal Transport Contract – D. Glass (1st Edn, Informa Legal Publishing UK 2004)
 Logistical Management – The Integrated Supply Chain Process – D.J.Bowersox & D.J.Gloss (Tata Mcgraw Hill, 2008)

3.4. SHIP MANAGEMENT PRACTICE**Aim:**

To help students understand organization chart of a shipping company, functioning of various departments – commercial, technical and crewing, commercial shipping operations, third party ship management and ship management contracts

Unit I – Shipping Company Structure

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

Unit II – Commercial Operations

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

Unit III – Technical Management

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

Unit IV – Crew Management

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

Unit V – Ship Management Contracts

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

References:

Ship Management (Business of Shipping) – Malcolm Willingale (4th Edn, LLP Professional Publications 2005)
 Professional Ship Management – Panayides P (Ashgate Publications 2001)
 Guidelines on ISM Code – International Shipping Federation (ISF 3rd Edition, New Guidelines 2010)

Commercial Management in Shipping – R.Tallack (Nautical Institute)
Port State Control – Dr.Z.Ozcayir (2nd Edn, Informa Professional Jun 2004)

3.5. CHARTERING

Aim::

This Paper Will Provide Students The Adequate Knowledge To Build Up Their Skill In Various Chartering Practices. Students Will Gain An Understanding Of The Key Differences Between Dry Cargo Chartering And Tanker Chartering Through This Paper. It Will Also Provide An Understanding Of The Charter Contracts, Charter Disputes And Role Of Charter Agents.

Unit - I

Introduction- Types Of Ships For The Trade; Major Cargoes; Producing Areas And Trades, Their Movement; Methods Of Cargo Handling For Dry Cargo And Tankers. Chartering Market- Different Players, Sale Agreements, FOB,CIF; Factors Influencing Supply And Demand; Role Of Brokers; Baltic Exchange, Various Freight Indices And BIFFEX.

Unit - II

Chartering Contracts – Voyage, time, bareboat-cum-demise charters; contract of affreightment; different standard charter party forms for dry cargo and tankers – their salient features. Abbreviations and other chartering terms and definitions. Chartering market practice – offer, counter offer, negotiations, finalisation of fixture. Do's and don't's of a chartering manager.

Unit - III

Dry Cargo chartering – Laytime calculations – Types of laytime; Notice of Readiness; commencement and termination of time; statement of facts and time sheets; demurrage and dispatch; charterparty laytime definitions. Voyage estimates and calculations; stowage and loading zones. Financial aspects of chartering contracts (voyage and time) freight and hire calculations and payment methods.

Unit IV

Tanker Chartering- Crude oil and various types of products movement; oil terminals. Oil transportation, India scene. Technical aspects – cleaning of tanks; heating; inert gas system; crude oil washing; clean ballast tanks; segregated ballast tanks; segregated ballast tanks; double hull, Chartering markets oil majors and traders; OPEC, INTERANKO OCIMF. Laytime calculations – types of laytime;

Unit - V

Charterparty disputes: Voyage Charters – arrived ship; laytime calculations; deductions from freight; excepted periods. Time Charters – off – hire periods; final voyage; payment of hire; bunkers;

performance clauses. Frustration of charterparty. Oil transportation – losses and claims. Calculation of demurrage. Worldscale; voyage estimates and calculations. AFRA. Post – fixture

REFERENCES

1. Carting practice (Analysis of C/Ps) – J. Bes, 1st Ed.1960 (Barker)
2. Ocean Freight & Chartering – C.F.H. Cufly, 1st Ed. 1970(Crossby)
3. Chartering Documents – H.Williams, 3rd Ed. 1996(LLP).
4. Shipping & Chartering Practice – Gorton , 1stre, etc. 4th Ed.1995 (LLP)
5. Bes'Chartering & Shipping Terms – N.J Lopez, 11th Ed. 1992 (Barker).
6. Charter Party – Capt.D. Driver, 2nd Ed.1995(Navaneet)
7. Voyage Estimates of Bulk Carriers & Tankers – Capt.D. Driver, 2nd Ed.1995 (Navaneet).
8. Laytime Calculation – Capt. D.Driver, 2nd ED.1995 (Navaneet)
9. Laytime Calculating – W.V.Packard, 1st Ed 1979 (Fairplay)
10. Case Book on Carriage of Goods by sea – Hardy Iwamy, 3rd Ed. 1997(LLP).
11. Know your own Ship – Walton 1970 Ed. (Griffin)
12. Tanker *Practice* – G.A.B. King, *New Revised Ed.*

3.6. International Maritime Organizations

Aim::

To Introduce the Functions of International Maritime Organization and Marine Issues in the International scenario. This Paper will covers the various committee and Bodies in IMO and its roles. The various International and Indian Marine Issues are covered to give an ideology about these problems.

Unit I - International Maritime Organisation

History of IMO, Membership in IMO, Legal instruments – SOLAS, COLREG, PSC, Governing bodies in IMO, Technical Committee, Marine safety Committee, standards and Recommendations for safety Investigation in Marine casualty.

Unit II - IMO Sub Committee Roles

Safety of navigation, radio communications, search and rescue, standards of training and watch keeping, ship design and equipment, fire protection, stability, load lines and fishing vessel safety, flag state implementation, dangerous goods, solid cargoes and containers, bulk liquids and gases.

UNIT III - Current Issues in IMO

International ship and Port facility security code, International code of signals, working group for Green house gas emissions from ships, Marine Environment Protection committee – MEPC.

Unit IV - Maritimes Issues of Indian Ocean

Piracy and Maritime security, continental shelf, Boundaries, Fisheries, Coastal states vs Maritime states, Marine protected areas, Regional approach, Marine Pollution.

Unit V - International Issues

Pacific – sea level rise and climate change, small island states, Polar issues – Arctic and Antarctic issues, East Asia issues – Maritime security, Island Disputes, Mediterranean issue – Gibraltar (UK vs. Spain), UN convention on the law of sea.

REFERENCES

1. Current Maritime issues and the International Maritime Organization- R.R. Churchill & A.V.Lowe.
2. Ashley Roach & Robert. W. Smith – Straight baselines; need for universally applied norm.
3. The law of the sea- juris publications.
4. Ray Arnaudo – the Unique nature of the Antarctic Treaty system
5. Curt Weldon – the Ocean storage of Nuclear waste
6. IMO – SOLAS Consolidated edition.
7. International Maritime dangerous goods (IMDG) Code Amendment.
8. IMO Catalogue 2010 Edition
9. Marine issues – from a Scientific, Political and Legal perspective peter Ehlers, Rudiger Wolfrum, Elisabeth Mann Borgese- Kluwer Law International

3.7. SUMMER PLACEMENT PROJECT REPORT & VIVA VOCE

As per University requirements

SEMESTER - IV

4.1. STRATEGIC MANAGEMENT

Aim:

This course covers the basic elements of strategic analysis—the content of a sound strategy, the analysis of industries and competitors, and the generic forms of strategy, addresses the central role of corporate purpose in strategy formulation, the development and leveraging of core competence, the importance of strategic analysis and choice and the ways and means of strategy evaluation and control.

Unit I

Corporate Strategic Planning - Mission - Vision of the firm - Development, maintenance and the role of leader - Hierarchical levels of planning - Strategic planning process. Strategic management Practice in India. Competitive advantage of Nations and its implication on Indian Business.

Unit II

Environment Analysis & Internal Analysis of Firm:

General environment scanning, competitive & environment analysis - to identify opportunities & threat - Assessing internal environment through functional approach and value chain - identifying critical success factors - to identify the strength & weakness - SWOT audit – core competence - Stockholders' expectations, Scenario-planning - industry analysis.

Unit III

Strategy Formulation

Generic strategies - Grand strategies - Strategies of leading Indian companies - The role of diversification - limits - means and forms. Strategic management for small organisations, nonprofit organisations and large multi product and multiple market organisations.

Unit IV

Tools of Strategy : Planning and evaluation :

Competitive cost dynamics - experience curve - BCG approach - cash flow implication -IA-BS matrix - A.D.Littles Life-cycle approach to strategic planning - Business portfolio balancing - Assessment of economic contribution of strategy - Strategic funds programming.

Unit V

Strategy implication & Control : Various approaches to implementation of strategy - Matching organisation structure with strategy - 7S model - Strategic control process - Du Pont's control model and other Quantitative and Qualitative tools - Balanced score card - M.Porter's approach for Globalisation - Future of Strategic Management.

References :

1. Pearce & Robinson, Strategic Management, All Indian Travellers N D.
2. A.C.Hax and NS, Strategic Management: An Integrative Perspective, Majifu, Prentice Hall.
3. Michael Porter, Competitive strategies.
4. John A Pearce II and Richard B Robinson, "Strategic Management: Formulation, Implementation and Control", 9th Edition, TMH, 2007

5. Michael Porter, Competitive Advantage of Nations.
6. Samul C. Certo and J.Paul Peter, Strategic Management, Second Edn. Concepts & Application, McGraw Hill.
7. Gregory G.Dess and Alex Miller, Strategic Management, McGraw Hill.
8. Gerry Johnson & Kevan scholes, Exploring Corporate Strategy: Text & Cases, Prentice Hall India.
9. Jauch.L., Rajive Gupta & William.F.Glueck, Business Policy and Strategic Management, Frank Bros&Co., 2003.
10. Fred R.David, Strategic Management Concepts & Cases, Pearson, 2003.
11. R.Srinivasan, Strategic Management, II edition, Prentice Hall of India, New Delhi.

4.2. PORTS & TERMINALS MANAGEMENT

Aim:

To help students understand ports & port operations, marketing of port services, development of ports, safety and security issues in ports

Unit I – Ports & Terminals

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

Unit II – Port Operations

Managing Port Operations – Introduction to Vessel Traffic Systems (VTS) & Harbour Authority – Services rendered by Ports and performance indicators – Terminal operations – Factors affecting Terminal Productivity – Cargo handling equipment – intermodal connections

Unit III – Services Marketing

Marketing of Port services – Identifying stakeholders – Concept of Hinterland – Identifying Customer Needs – handling competition & adding value – IT infrastructure in ports and terminals

Unit IV – Port Development

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

Unit V – Environment, Health & Safety

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

References:

- Port Management and Operations – Patrick Alderton (2nd Edn, Informa Maritime & Transport Jun 2008)
- Port security Handbook 2004 – Lloyds Register

Port Infrastructure & Economic Development – Pradeepta Kumar Samanta & Ashok Kumar Mohanty (Gyan Publications 2005)

Port State Control – Dr.Z.Ozcayir (2nd Edn, Informa Professional Jun 2004)

Port Development : A Handbook for Planners in developing countries – UNCTAD

Excellence in Warehouse Management : How to Minimize Costs & Maximize Value - Stewart Emmet (John Wiley & Sons Ltd Jul 2005)

4.3. SHIP AGENCY MANAGEMENT

Aim::

To help students understand types of agents and their role in maritime business, structure of port agency and liner agency, operational aspects of agencies, e-commerce and agency

Unit I – Agency Duties & Authority

General Principles of the Law of Agency – Types of Agents in Maritime Business and the Roles performed by them – Duties and Rights of Principals – Duties and Rights of Agents – Agents Authority and breach of Warranty of Authority

Unit II – Port Agency Structure

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 Owners Protecting Agency – Operational Aspects – Preparation of Statement of Facts – Disbursement Accounts

Unit III – Liner Agency Structure

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

Unit IV – Role of Agents

Role of agents during cargo claims – Role of Agents during General Average situation – Role of Agents during Ship Arrest situation

Unit V – E- Commerce & Agency

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 namely Bolero, Liner Portals

References:

Elements of Shipping – Branch.A.E (8th Edn, Sterling/Routledge 2007)

Ship Broking & Chartering Practice – Ihre.R & Gordon.L (Lloyds List Jun 2002)

Ships & Shipping : A comprehensive guide – Neresian.R (Pennwell Corp Feb 1981)

Laytime calculating – Packard.W.E (1st Edn, 1979 Fairplay)

Thomas Stowage: Principles and Stowage of Cargo – Thomas.O.O (1st Edn, Brown 1983)

Guide to Port Entry

4.4. SHIPPING LAWS

Aim::

This paper provides the student with an understanding of how shipping Laws are framed and practiced and the importance of Business Ethics in the role of managers in their profession. It will enable students to understand about the overall framing of Maritime laws and the code and conducts in it. The ethical knowledge gained from this paper helps the students to become a good professional in their field of work.

Unit I

Introduction – Law of Contract – general principles, essential features of a contract, types of contracts – Indemnity and Guarantee. Law of Agency – general principles, types of agencies, legal relationship between the parties involved, breach of warranty of authority and termination of agency.

Unit II

The Indian Bills of Lading Act 1856 – The Indian Carriage of Goods by Sea Act 1925 – The Indian Lighthouses Act 1927 – The Inland Steam Vessels Act – The Indian Port Health Rules. Maritime and Possessory liens – clAim:s; order of priorities; subjects maritime liens ; arrest and jurisdiction.

Unit III

Indian Ports Act, 1908 - Port officials, their powers and duties – port dues, fees and other charges Major port Trusts Act, 1963, The Indian sale of Goods Act, 1930 – Sections 18 to 25 – Transfer of property in Goods, Convention on Facilitation of International Maritime Traffis,m 1965 – FAL Convention of IMO.

Unit IV

Law of Carriage – Hague Rules, Indian Carriage of Goods by Sea Act, 1925, Hague- visby Rules and Hamburg Rules. Collision law Related convention and apportionment of blame. Salvage and Towage – Related contracts; Lloyds Open Form Limitation of Liability of carrier – Related conventions and Admiralty Jurisdiction

Unit V

Maritime Arbitration – methods of dispute resolution; The Arbitration and Conciliation Act, 1996. Marine Frauds – Preventive measures and role of international Maritime Bureau. International Conventions related to pollution clAim:s – civil Liability Protocol 1992 and Fund protocol 1992, OPA 1990.

REFERNCES

1. Maritime Law of India – Dr.Nagendra Singh, 1st Ed.1979 (Bhandarkar)
2. The Indian Ports Act, 1908 – (Government of India)

3. Major Port Trusts Act, 1963 – A.B. Gandhi, 1st Ed. 1982 (Milan)
4. The Merchant Shipping Act, 1958 – J.S.Gill, 1994 Ed (Bhandarkar)
5. Shipping Law Handbook – Bundock, 1997 Ed. (LLP)
6. Mulla on the Indian Contract Act – H.S. Pathak, 11th Ed. 1995 (Tripathi)
7. Maritime Law – C.Hill, 2nd Ed. 1985 (LLP)
8. International Commercial & Maritime Arbitration – F.Rose, 1st Ed. 1988.
9. Maritime Liens – D.R. Thomas, 1st Ed.1980 (Stevens)
10. Arrest of Ships – C.Hill, 1st Ed. 1985 (LLP)
11. Shipping Law – Chorley & Giles, 8th Ed.1987(Pitman)
12. Bills of Lading – Capt. D.E.Driver, 2nd Ed.1995 (Navaneet).
13. Business Ethics and Human Values – S.G Hundekar – Excel Books
14. Business Etjics and Corporate Governance – S.K.Bhatia – Deep &Deep Publications Pvt.Ltd(2007)

4.5. SHIPPING FINANCE & INSURANCE

Aim::

To help students understand shipping investment and financial risks involved, ship registration and tax implications, process of sale and purchase of ships, marine insurance, third party liability and clAim:s processing

Unit I – Financing of Ships & Risks

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

Unit II – Ship Registration & Tax

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

Unit III – Sale & Purchase of Ships

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

UNIT IV – Marine Insurance

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

UNIT V – Third Party Liability

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

References:

Shipping Finance – Graham Burns & Stephenson Harwood (3rd Edn, Euromoney July 2006)

Ship Finance: Credit expansion the Boom Bust Cycle – Peter Stokes (2nd Edn, LLP Professional Jan 1997)

Ship Sale & Purchase – Lain Goldrein Q.C and Paul Turner (4th Edn, Informa Maritime & Transport Dec 2008)

Marine Insurance: Law and Practice – Professor Francis Rose (Informa Professional Jun 2004)

General Average: Law and Practice – Francis World (Informa Professional 1997)

Marine war risks – Michael.D.Miller (3rd Edn, Informa Professional Jun 2005)