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## UNIVERSITY OF PETROLEUM AND ENERGY STUDIES

End Semester Examination, May 2018

Program: MBA LSCM

Semester – II

Subject (Course): Overview of Business Sectors

Course Code : LSCM-7004

No. of page/s: 3

Max. Marks : 100

Duration : 3 Hrs

SECTION A (Attempt all)	
<b>Q1.</b>	<b>[20]</b>
(a) In aviation sector, AERA stands for _____.	1 Mark
(b) In pharma sector, COPP stands for _____.	1 Mark
(c) PHD Chamber of Commerce issues _____ (COO) for exporting the documents.	1 Mark
(d) In oil sector, 70000 Barrel/Day is equal to one _____ (MMTPA).	1 Mark
(e) Multimodal Transport Operator (MTO) license issued by _____.	1 Mark
(f) Name 9 different types of problems occur during grid operation.	4.5 Marks
(g) For constant voltage in an interconnected system, write the formula for Total Reactive Power (MVAR) generated at any instant.	1.5 Marks
(h) Name 3 major types of terminals.	1.5 Marks
(i) For constant frequency in an interconnected system, write the formula for Total Active Power (MW) generated at any instant.	1.5 Marks
(j) HSN stands for Harmonized System of National with the vision of classifying goods in India only. <i>True/False?</i>	1 Mark

**(k)** e-Commerce is a subset of e-Business. *True/False?* 1 Mark

**(l)** Birdy back is a combination of road and sea transportation. *True/False?* 1 Mark

**(m)** Fill in the blanks:

Agricultural revolution in India	Product related	Person associated
Blue Revolution	(i) _____	Dr Arun Krishnan
(ii) _____	Pharmaceuticals / (iii) _____ Production / (iv) _____ Production	Durgesh Patel
White Revolution	(v) _____	Vergheese Kurien
(vi) _____	Higher Production (Technology driven 2 <sup>ND</sup> Green revolution)	Coined by PM Narendra Modi and FM Arun Jaitely

3 Marks

**SECTION B (Attempt any four)** **[4x5 = 20]**

**Q2.** Write at least two major differences for *any four* of the following:

- (a) Voyage Charter Vs Time Charter in Port and Shipping
- (b) Bilateral Vs Multilateral Trade Agreements in Aviation
- (c) Single Vs Double Till Model in Aviation Policy
- (d) Rate of return regulation Vs fall back regulation in Aviation
- (e) Psychological Pricing Vs Price Skimming Strategy

5 Marks  
each

<b>SECTION C (Attempt any three)</b>	<b>[3x10 = 30]</b>
<p><b>Q3.</b></p> <p>a) What are the three main purposes of bill of lading (B/L)? What is the importance of shipping in world trade?</p> <p>b) What is merchant vessel? Name different types of merchant vessels.</p>	10 Marks
<p><b>Q4.</b> Draw the flowchart of capsule manufacturing process. What are the main documents required for exporting the capsule?</p>	10 Marks
<p><b>Q5.</b> Diagrammatically represent the logistical and cross-functional drivers in the supply chain decision-making framework for structuring drivers.</p>	10 Marks
<p><b>Q6.</b> Explain the concept of TOWS Matrix. Perform SWOT Analysis for textile industry.</p>	10 Marks
<b>SECTION D (Compulsory)</b>	<b>[2x15 = 30]</b>
<p><b>Q7.</b></p> <p>(a) What are the main features of Electricity Act 2003? Discuss the complete mechanism of Pre-ABT, ABT and Post-ABT in power sector.</p> <p>(b) Explain the upstream-midstream-downstream of oil and gas supply chain in India.</p>	15 Marks
<p><b>Q8.</b></p> <p>(a) Explain the cold chain logistics infrastructure. What are the main cold chain demand drivers?</p> <p>(b) Who and how the parties involved in sales of the Tupperware products? Explain the complete distribution network design of Tupperware plant in Dehradun.</p>	15 Marks