INTERNAL QUESTIONS FOR TYBMS

SEMESTER 5 ATKT MAY 2019

**LOGISTICS AND SUPPLLY CHAIN MANAGEMENT**

SEAT NO: 1180938

NAME: AGARWAL VARUN SURESH

**A) Write in detail ( All )**

1. Objectives and Scope of Logistics, Logistical Functions/Logistic Mix,
2. Changing Logistics Environment
3. Impact on logistics post GST
4. Introduction to Supply Chain Management: Meaning, Objectives, Functions.
5. Participants of Supply Chain, Role of Logistics in Supply Chain?

SEAT NO: 1180940

NAME: BASUTKAR AKUL PRASHANT

**A) Write in detail ( All )**

1. Channel Management and Channel Integration
2. Transportation: Principles and Participants in Transportation,
3. Factors 15 L 4 Influencing transportation Decisions,
4. Modes of Transportation Railways, Roadways, Airways,
5. Waterways, Ropeways, Pipeline, Transportation Infrastructure, Intermodal Transportation

SEAT NO:1180951

NAME: JAIN SMIT SHAILESHKUMAR

**A) Write in detail ( All )**

1. Warehousing: Introduction, Warehouse Functionality,
2. Benefits of Warehousing
3. Warehouse Operating Principles, Types of Warehouses,
4. Warehousing Strategies, Factors affecting Warehousing
5. Materials Handling: Meaning, Objectives, Importance, Principles, Equipments of Materials Handling

SEAT NO:1181104

NAME: AHMED ZEESHAN AKBAR ALI

**A) Write in detail ( All )**

1. Packaging-Objectives of Packaging, Functions/Benefits of Packaging, Design Considerations in Packaging,
2. Types of Packaging Material, Packaging Costs, Effects of packaging on FMOT
3. Inventory Management- Objectives, Functions, Importance, Techniques of Inventory Management
4. Numerical - EOQ and Reorder levels, Inventory management during product change/new launch
5. Logistics Costing a) Performance Measurement in Supply Chain

SEAT NO:1181134

NAME: GUPTA ALOK INDRAJEET

**A) Write in detail ( All )**

1. Characteristics of Ideal Measurement System c) Logistical Network Analysis: Meaning,
2. Objectives, Importance, Scope, RORO/LASH
3. Information Technology in Logistics b) Logistical Information System- Principles, Types
4. Modern Logistics Infrastructure -Golden Quadrilateral, Logistics Parks, Deep Water Ports, Dedicated Freight Corridor,
5. Inland Container Depots/Container Freight Stations, Maritime Logistics,

SEAT NO:1181161

NAME: KHAN MOIN HANIF BABU

**A) Write in detail ( All )**

1. Double Stack Containers/Unit Trains
2. Logistics Outsourcing Meaning: Objectives, Benefits/Advantages of Outsourcing.
3. Third Party Logistics Provider, Fourth Party Logistics Provider, Drawbacks of Outsourcing
4. Selection of Logistics Service Provider g) Outsourcing-Value Proposition
5. Logistics in the Global Environment

SEAT NO:1181174

NAME: MAURYA RAHUL MITHAILAL

**A) Write in detail ( All )**

1. Managing the Global Supply Chain, Impact of Globalization on Logistics and Supply Chain Management, Global Logistics Trends,
2. Global Issues and Challenges in Logistics and Supply Chain Management
3. Introduction to Logistics Management b) Basic Concepts of Logistics- Logistical Performance Cycle, Inbound Logistics,
4. In-process Logistics, Outbound Logistics, Logistical Competency,
5. Integrated Logistics , Reverse Logistics and Green Logistics

SEAT NO:1181184

NAME: PANDEY ASHISH ARVIND

**A) Write in detail ( All )**

1. Objectives and Scope of Logistics, Logistical Functions/Logistic Mix, Changing Logistics Environment
2. Impact on logistics post GST e) Introduction to Supply Chain Management: Meaning, Objectives, Functions.
3. Participants of Supply Chain, Role of Logistics in Supply Chain, Channel Management and Channel Integration g)
4. Retail and E-commerce supply chain
5. Customer Service: Key Element of Logistics: Meaning of Customer Service, Objectives, and Elements.

SEAT NO:1181202

NAME: RAWAL PARESH ASHOK KUMAR

**A) Write in detail ( All )**

1. Levels of customer service for modern, retail and e-business
2. Rights of Customers k) Demand Forecasting: Meaning, Objectives.
3. Approaches to Forecasting, Forecasting Methods, Forecasting m)
4. Techniques, (Numerical on Simple Moving Average, Weighted Moving Average), Predictive Analysis
5. Inventory Management, Logistics Costing,

SEAT NO: 1181206

NAME: SAWANT SUYASH ASHOK

**A) Write in detail ( All )**

1. Performance Management and Logistical Network Analysis
2. Recent Trends in Logistics and Supply Chain Management
3. Information Technology in Logistics
4. Logistical Information System- Principles, Types
5. Modern Logistics Infrastructure -Golden Quadrilateral, Logistics Parks,

SEAT NO: 1181234

NAME: THARANI MOHD ADIL ABDUL RAZZAK SHARIFA

**A) Write in detail ( All )**

1. Deep Water Ports, Dedicated Freight Corridor, Inland Container Depots/
2. Container Freight Stations, Maritime Logistics,
3. Double Stack Containers/Unit Trains
4. Logistics Outsourcing Meaning: Objectives, Benefits/Advantages of Outsourcing.
5. Third Party Logistics Provider, Fourth Party Logistics Provider,

SEAT NO: 1181240

NAME: VYAS SURESH BHAVARLAL

**A) Write in detail ( All )**

1. Drawbacks of Outsourcing f) Selection of Logistics Service Provider
2. Outsourcing-Value Proposition
3. Logistics in the Global Environment i) Managing the Global Supply Chain,
4. Impact of Globalization on Logistics and Supply Chain Management, Global Logistics Trends,
5. Global Issues and Challenges in Logistics and Supply Chain Management

**INVESTMENT ANALYSIS AND PORTFOLIO MANAGEMENT**

SEAT NO: 1180938

NAME: AGARWAL VARUN SURESH

**A) Write in detail ( All )**

1. Introduction to Investment Environment-Investment Process,
2. Criteria for Investment, Investment V/s Speculation V/s Gambling,
3. Investment Avenues
4. Capital Market in India
5. Stock Market Index

SEAT NO: 1180940

NAME: BASUTKAR AKUL PRASHANT

**A) Write in detail ( All )**

1. Global Stock Exchange,
2. SDL, NSDL
3. . Benefits of Depository Settlement
4. . Online Share Trading and its Advantages
5. Risk - Return Relationship

SEAT NO: 1180941

NAME: CHOUDHARY DIMPLE MOHANLAL

**A) Write in detail ( All )**

1. Risk- Types,
2. Measurement of Beta, Standard Deviation,
3. Variance(Case study approach) macro vs micro- market, sector, entity
4. Reduction of Risk through Diversification
5. Practical Problems on Calculation of Standard Deviation,

SEAT NO: 1180944

NAME: DAVE RIDDHI CHANDRASHEKHAR

**A) Write in detail ( All )**

1. Variance and Beta 15L
2. Portfolio Management and Security Analysis
3. Types of Investing- Time period,
4. cash flow management in long and short term.
5. Portfolio Management: Meaning, Process,

SEAT NO: 1180954

NAME: KOTHARI HEMANGI JIGNESH

**A) Write in detail ( All )**

1. Portfolio Management Objectives,
2. Basic Principles,
3. Factors affecting Investment Decisions in Portfolio Management,
4. Portfolio Strategy Mix.
5. value investment c) distress investment

SEAT NO: 1180955

NAME: MAKWANA NISHANT VINOD

**A) Write in detail ( All )**

1. Security Analysis:
2. EIC Framework 15 L
3. Technical Analysis –Uses of Charts-Line Chart, Bar Chart,
4. Candlestick Chart
5. Mathematical Indicators: Moving Averages, Oscillators.

SEAT NO: 1180974

NAME: SINGH SHIVAM SANJEEV

**A) Write in detail ( All )**

1. practical examples for better understanding of the following
2. Theories, Capital Asset Pricing Model and Portfolio Performance
3. Explain: i. Dow Jones Theory ii. Elloit Wave Theory
4. Efficient Market Hypothesis
5. Capital Asset Pricing Model: Assumptions;

SEAT NO: 1180981

NAME:YADAV KAJOOL MAHENDRA

**A) Write in detail ( All )**

1. Uses of CAPM to buy, sell and hold securities
2. Dividend yield, earnings yield and market yield
3. Portfolio Performance Measurement: i. Sharpe’s Ratio (Basic Problems)
4. . Treynor’s Ratio (Basic Problems)
5. Jensen’s Differential Returns (Basic Problems)

**COMMODITY AND DERIVATIVE MARKET**

SEAT NO: 1180937

NAME: ACHARYA SUDHARSHAN BHASKAR

**A) Write in detail ( All )**

1. Introduction to Commodities Market: Meaning, History,
2. Origin, Participants
3. Structure of Commodities Market in India
4. Trading in Commodities in India(Cash & Derivative Segment),
5. Commodity Exchanges in India & Abroad

SEAT NO: 1180940

NAME: BASUTKAR AKUL PRASHANT

**A) Write in detail ( All )**

1. Introduction to Derivatives Market: Meaning,
2. History & Origin, Types of Derivatives
3. Factors Driving Growth of Derivatives Market
4. Current Volumes of Derivative Trade in India
5. Futures: Pricing of Futures Contract: Cost of Carry Model

SEAT NO: 1180941

NAME: CHOUDHARY DIMPLE MOHANLAL

**A) Write in detail ( All )**

1. Concept of Convergence-Relationship between Futures Price & Expected Spot Price,
2. Basis & Basis Risk
3. Hedging: Speculation & Arbitrage using Futures,
4. Speculation & Arbitrage Types, Arbitrage
5. Options: Call Option, Put Option

SEAT NO: 1180943

NAME: DARJI VISHAL DINESH

**A) Write in detail ( All )**

1. Valuation of Options Contract
2. Factors affecting Option Premium
3. Option Strategies with practical examples
4. Options Pricing Models
5. Trading, Clearing & Settlement In Derivatives Market

SEAT NO: 1180944

NAME: DAVE RIDDHI CHANDRASHEKHAR

**A) Write in detail ( All )**

1. SEBI Guidelines
2. Trading Mechanism
3. Clearing Mechanism
4. NSCCL – its Objectives & Functions
5. Settlement Mechanism

SEAT NO: 1180954

NAME: KOTHARI HEMANGI JIGNESH

**A) Write in detail ( All )**

1. Types of Risk- valuation and Risk Management Measures
2. Types of Margin
3. Factors affecting Option Premium
4. Introduction to Derivatives Market: Meaning,
5. History & Origin, Types of Derivatives

SEAT NO: 1180955

NAME: MAKWANA NISHANT VINOD

**A) Write in detail ( All )**

1. Hedging: Speculation & Arbitrage using Futures,
2. Speculation & Arbitrage Types, Arbitrage
3. Concept of Convergence-Relationship between Futures Price & Expected Spot Price,
4. History & Origin, Types of Derivatives
5. Commodity Exchanges in India & Abroad

**E COMMERCE**

SEAT NO: 1181104

NAME: AHMED ZEESHAN AKBAR ALI

**A) Write in detail ( All )**

1. Commerce: Meaning, Features, Categories, Advantages,
2. Limitations, Environmental Factors
3. E- Trends in E-Commerce in Various Sectors
4. Impact of Commerce on Business, Ecommerce in India
5. E-Business: Meaning, Launching an E-Business, Different phases of Launching an E Business

SEAT NO: 1181142

NAME: JAIN HARSH KESHRIMAL

**A) Write in detail ( All )**

1. Concepts in E-Business: c) Electronic Data Interchange (EDI) d) Website Designing
2. Payment, Security, Privacy &Legal Issues in E-Commerce
3. Issues Relating to Privacy and Security in E-Business
4. Electronic Payment Systems Payment Gateway: Process, Types, Advantages and Disadvantages
5. Types of Transaction security d) E-Commerce Laws

SEAT NO: 1181161

NAME: KHAN MOIN HANIF BABU

**A) Write in detail ( All )**

1. Digital Marketing a) Introduction to Digital Marketing,
2. Advantages and Limitations of Digital Marketing
3. Various Activities of Digital Marketing
4. Search Engine Optimization d) Search Engine Marketing
5. Digital Marketing on various Social Media platforms.

**WEALTH MANAGEMENT**

SEAT NO: 1180940

NAME: BASUTKAR AKUL PRASHANT

**A) Write in detail ( All )**

1. Introduction a) Introduction To Wealth Management: Meaning, Scope, Components, Process of WM b) WM Needs & Expectation of Clients
2. Code of Ethics for Wealth Manager d) Personal Financial Statement Analysis
3. Life Cycle Management f) Regulations related to wealth management
4. Economic Environment Analysis: Interest Rate, Yield Curves, Real Return
5. Financial Mathematics: i. Calculation of Returns (CAGR ,Post-tax Returns etc.) ii. Total Assets iii. Net Worth Calculation

SEAT NO: 1180943

NAME: DARJI VISHAL DINESH

**A) Write in detail ( All )**

1. Wealth management services by banks, mutual funds and other sector entities.
2. Tax and Estate Planning: i. TDS, Advance Tax, LTCG, STCG ii. Carry Forward & Set-off, Estate Planning Concepts
3. Insurance Planning and Investment Planning a) Insurance Planning: Meaning, Basic Principles of Insurance,
4. Functions and Characteristics of Insurance
5. Rights and Responsibilities of Insurer and Insured

SEAT NO: 1180955

NAME: MAKWANA NISHANT VINOD

**A) Write in detail ( All )**

1. Types of life Insurance Policies, General Insurance Policies d) Investment Planning: Types of Investment Risk Mutual Fund, Hedge Fund
2. Risk Profiling of Investors & Asset Allocation (Life Cycle Model)Asset Allocation Strategies(Strategic, Tactical, Life-Cycle based)
3. Goal-based Financial Planning
4. Retirement Planning/ Income Streams & Tax Savings Schemes
5. Retirement Planning b) Introduction to Retirement Planning, Purpose & Need, Life Cycle Planning

SEAT NO: 1180981

NAME: YADAV KAJOOL MAHENDRA

**A) Write in detail**

1. Financial Objectives in Retirement Planning d) Pre & Post-Retirement Strategies - Tax Treatment
2. Income Streams & Tax Savings Schemes: Pension Schemes
3. Annuities-Types g) Various Income Tax Savings Schemes
4. Retirement Planning/ Income Streams & Tax Savings Schemes
5. Retirement Planning – meaning, process

**SALES AND DISTRIBUTION MANAGEMENT**

SEAT NO: 1181161

NAME: KHAN HANIF MOIN BABU

**A) Write in detail**

1. Sales Management: Meaning, Role of Sales Department, Evolution Interface of Sales with Other Management Functions, Qualities of a Sales Manager
2. Sales Management: Meaning, Developments in Sales Management Effectiveness to Efficiency, Multidisciplinary Approach, Internal Marketing, Increased Use of Internet, CRM, Professionalism in Selling.
3. Structure of Sales Organization – Functional, Product Based, Market Based, Territory Based, Combination or Hybrid Structure
4. Distribution Management: Meaning, Importance, Role of Distribution, Role of Intermediaries, Evolution of Distribution Channels
5. Integration of Marketing, Sales and Distribution

**CUSTOMER RELATIONSHIP MANAGEMENT**

SEAT NO: 1181161

NAME: KHAN HANIF MOIN BABU

**A) Write in detail**

1. Concept, Evolution of Customer Relationships, Customers as strangers, acquaintances, friends and partners b) Objectives, Benefits of CRM
2. Relationship Marketing and CRM d) Relationship Development Strategies
3. CRM Marketing Initiatives b) CRM and Customer Service
4. Cyber Agents and Workforce Management d) CRM & Data Management
5. CRM Strategy, Planning, Implementation and Evaluation) a)Understanding Customers b)Objectives of CRM

**SERVICE MARKETING**

SEAT NO: 1181161

NAME: KHAN HANIF MOIN BABU

**A) Write in detail**

1. Distinctive Characteristics of Services.
2. Positioning a Service in the Market Place.
3. Sensitivity to Customers’ Reluctance to Change.
4. The SERVQUAL Model.
5. Factors Favoring Transnational Strategy.

**CORPORATE COMMUNICATION AND PUBLIC RELATION**

SEAT NO: 1181161

NAME: KHAN HANIF MOIN BABU

**A) Write in detail**

1. Meaning and Features,
2. Corporate Image: Meaning, Factors Influencing Corporate Image,
3. Corporate Reputation: Meaning, Advantages of Good Corporate Reputation
4. Fundamental of Public Relations
5. Introduction, Meaning, Essentials of Public Relations,