

MAY 2013

P/ID 77587/PMBG3

Time : Three hours

Maximum : 100 marks

PART A — (5 × 6 = 30 marks)

Answer any FIVE questions.

1. What is the need for post pricing?
2. How will you overcome the constrains in port pricing?
3. What are the requirements for good pricing structure?
4. Explain the importance of port charges.
5. What are the requirements of a sound pricing structure?
6. What are the various fees and dues included in port charges?
7. What are the items not included in port charges?
8. What are the uses of comparative financial statements?

PART B — (5 × 10 = 50 marks)

Answer any FIVE questions.

9. Discuss the role of port authority in the administration of ports.
10. "Pricing is a mechanism for achieving competitive advantages" - Comment.
11. What are the requirements of a good pricing system from the suppliers point of view?
12. Explain the need for cost benefit analysis for port development.
13. What are the strategies needed for controlling cost centres?
14. Discuss the conceptual issues in port income estimation.
15. What are the points to be considered for generation of costs at a port?
16. What are the merits and demerits of fund flow analysis?

PART C — (1 × 20 = 20 marks)

Compulsory.

17. How the cash flow statement is prepared in ports? Give your answer with imaginary figures.