

## 1. PRINCIPLE OF MANAGEMENT AND PERSONNEL MANAGEMENT

1. What is staffing?
2. Define "committee"?
3. State the functions of a manager in an industry?
4. What is planning?
5. What are the types of three leadership?
6. Define positive and negative motivation?
7. Define management?
8. Define organization?
9. Define administration?
10. What is controlling?
11. What is JIT?
12. What is TQM?
13. What is QC and MIS?

### Part – B

1. What is personnel management?
2. What are the policies of HR?
3. What is training at workers?
4. What is job Evaluation?
5. What is merit rating?
6. What is wage?
7. What is salary?
8. What is factor affecting wage structure?
9. What is wage fixation?
10. What is the communion process?
11. What is morale?
12. What is responsibilities of manager?

### Part – C

1. State the principles of management as enumerated by Henry Fayol. Explain any five of them?
2. Explain "TQM"?
3. Explain "Zero effects"?
4. Explain "MIS"?
5. Explain the functions of manager?
6. Explain the training method of workers and its types?
7. Explain the wages and salary administration?
8. Explain the human resource of management?
9. What are the types of modern management?
10. What is mean by the rating and it's explained?

## **2. FINANCIAL MANAGEMENT & MATERIAL MANGEMENT**

### **Part – A**

1. Define "FINANCE"?
2. Define fixed capital?
3. Define working capital?
4. What is share?
5. What I risk capital?
6. What is debenture?
7. What is EOQ?
8. What is the equity share?
9. What are the different types of share?

### **Part – B**

1. Define sales overhead?
2. What is factory overhead?
3. What is the public deposit?
4. What is safety stock?
5. What is good stock control?
6. What is lead time?
7. What is purchasing?
8. What is bin card?
9. What is recovering level?

### **Part – C**

1. Describe "Factory overheads "and "General overheads"?
2. . Describe the block diagram how the selling price of a product I arrived at..
3. What are the break even points? How is the found out?
4. What is the depreciation? Explain the causes of depreciation.
5. What are different elements of inventory cost?
6. Explain the EOQ.

## **3. GOODS TRANSPORT OPERATION**

### **Part – A**

1. What is consignor?
2. What is the consignee?
3. What are the various types of good transport operation?
4. What is material handling?
5. What is "To pay"?
6. What is "Paid"?
7. What is log sheet?

### Part – B

1. What are the factors to be consider in the selection the material handling equipment?
2. Write the few object of material handling equipment?
3. What is transshipment?
4. Advantage of good material handling system.
5. Application of material handling.
6. What I third party of insurances?
7. Explain the receipt of goods in the vehicle depot.
8. .Explain about the delivery of goods in the vehicle depot.

### Part – C

1. Describe the administrative setup for goods transport operation?
2. Draw the layout of the garage and deport for goods transport vehicles and explain clearly.
3. Name the different material handling equipments used in the good vehicle depot and explain.
4. Discuss about the driver duty schedule.
5. Describe the important documents in goods transport organization.
6. Describe the settlement of claims in goods transport organizations.

## 4. PASSENGER TRANSPORT

### Part – A

1. What is passenger transport?
2. What are the necessary factors of traffic investigation?
3. What is peak hour demand?
4. What is CBM?
5. What is trip sheet?
6. What is mean by prime cost vehicle?
7. What is mean by supplementary cost vehicle?
8. What are the types of tickets system?
9. Types of ticketing system?
10. What are procedures of fixation process?

### Part – B

1. What are the methods used in fare fixation in vehicle?
2. What are the objectives of vehicle scheduling?
3. What are the demerits of defective scheduling?
4. What are the duties of conductor?
5. Write the character of ticketing system?
6. Define operating cost?

## **Part – C**

1. What are the methods of solving peak hour demand?
2. Explain the luggage fare system?
3. How peak hour traffic is managed in cities?
4. What is meant by the trip sheet? Give the specimen of it.
5. Explain the CPM
6. How the passenger vehicles are classified discuss briefly
7. How the fare tables are arrived in passenger transport?
8. Different types of ticket system and about it?

## **5. MOTOR VEHICLES ACT, ROAD SIGNS AND MARKETING**

### **Part – A**

1. What are the purposes of road signs?
2. What are types of road signals?
3. What is motor vehicles act?
4. Define heavy good vehicles?
5. What are public service vehicles?
6. What is permit?
7. What is insurance?
8. Define medium passenger motor vehicles?
9. What is FC?
10. What is NRMV?
11. What is validity for LLR?
12. What is marketing management?

### **Part – B**

1. What is consumer survey?
2. What is salesmanship?
3. Define a wholesaler?
4. What is buyer motive?
5. What is advertisement?
6. What are duties of sales man?
7. What are the objectives of marketing research?
8. What is closing the sales?
9. What is customer relationship?
10. What is the buyer motive?
11. What are the good qualities of salesman?
12. What is marketing research?
13. What is running cost in transport?

14. Short note on total cost?

### Part – C

1. Explain the mini bus?
2. What are the functions of transport department?
3. Draw the any 5 road signals?
4. Compare the wholesaler and retailer?
5. Explain the types of wholesaler?
6. Explain the important pricing?
7. Different between adverting and salesmanship?
8. Write the marketing research?
9. Explain the advertising media?
10. Explain the different methods of control cost?

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