

9.3.1

**SAMUEL DIAS & CO.**

**CLEARING – FORWARDING – SHIPPING – CARGO AGENT**

FCL / ICL Sea – Air Cargo, Custom Clearing Agents E-mail:samueldiasco@gmail.com

B/2, Jee Jee Apts, Cardinal Gracias Road, Opp.Tilak Maidan, Vasco-Da-Gama, Goa 403 802.

GSTIN:30AACCF57849H1Z0

PAN:ACCF57849H

## Certificate of Internship

THIS CERTIFIES THAT

# *Asnain Bhati*

was in our company as an intern

During the course of internship, he attended export procedures. He was also assisting in drafting of various documents for export and import.

He possesses sound knowledge of the industry.

He sincerely performed his duty as an intern. He is punctual and hardworking. He has a good moral character.

We wish him all the best in his future endeavours.



**Samuel Dias & Co.**

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M. E. S. College of Arts & Commerce  
Zuarinagar - Goa



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## Certificate of Internship

THIS CERTIFIES THAT

*Pratik Dilip Tupsoundarya*

was in our company as an intern

During the course of internship, he attended export procedures. He was also assisting in drafting of various documents for export and import.

He possesses sound knowledge of the industry.

He sincerely performed his duty as an intern. He is punctual and hardworking. He has a good moral character.

We wish him all the best in his future endeavours.



*Adrian*

Samuel Dias & Co.

*Neerajshi Bawa*

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# M. E. S. College of Arts & Commerce



## **BBA COURSE** **ZUARINAGAR, GOA.**

### **TEST 3**

Batch 2019

Term V

Date : 13.10.2020

Subject Management of Dangerous Goods

Faculty Motilal Pednekar

Name of the Test Case study Marks: 4

### **Assignment 3**

#### **CASE STUDY ON BEIRUT BLAST:**

At least 100 people were killed and nearly 4,000 injured in a massive explosion at Lebanon's capital Beirut. The explosion, according to the Lebanon government, was of over 2700 tonnes of ammonium nitrate stored for six years in a warehouse in the port. Multiple reports suggest that a huge tremor-causing explosion was preceded by a fire, possibly of firecrackers. The vibrations of the blast, which were initially misconstrued by some, as detonation of some nuclear device, were even felt around 240 km away in Cyprus.

What is known about the blast till now?

A giant explosion at a warehouse took place around 6 pm local time at Beirut port. The videos of the blast, show a fire next to a building followed by a huge explosion. Based on the visuals and sounds during the initial fire, experts have said that it could possibly be of firecrackers. Within hours, reports came up quoting Lebanon government officials that the explosion was that of over 2,750 tonnes of ammonium nitrate, seized six years ago.

While it is not clear as to the exact sequence of events leading to the explosion, various theories of it being an attack or an act of sabotage are being verified as part of the investigation.

Large quantities of stored ammonium nitrate are regarded as a major fire hazard, with multiple reported cases across the world. Big stockpiles of ammonium nitrate can explode in two possible ways. One is by some type of detonation or initiation because the storage came in contact with explosive mixture or an outside source of energy. Second, the blast can result due to a fire which starts into the ammonium nitrate storage because of the heat generated due to the oxidation process at large scale. There are several documented examples of deadly ammonium nitrate fire

and explosion incidents in the past, some with large numbers of fatalities like in China in 2015 and in Texas in 1947.

1. From the information given above what appears to be the prime cause of the blast?
2. Ammonium Nitrate will fall under which class of Dangerous goods?
3. What deficiencies are observed in the storage of Ammonium Nitrate?
4. You being a Dangerous goods safety advisor and specialist in handling and storage of Ammonium nitrate, has been appointed as a chief investigator in the blast. How will you go about collecting evidence in the blast?
5. From the evidence collected by you, what is the main cause of the blast? Is it different from the cause you gave in answer to question no. 1?
6. Give your expert opinion on the role of Port authority in the blast.

*Meenakshi*

Faculty Signature

\* Open Book Test, Presentation, Case Analysis, Assignments, Role-play, Class Discussion, etc



*Meenakshi Bawa*

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**BBA COURSE**  
**ZUARINAGAR, GOA.**  
**TEST PAPER-ISA 1**

Batch 2019 Term

Date 29Sep20

Subject Marketing Management 2

Faculty: Priya Silveira

\*Type of the Test ISA 1

**CASE STUDY**

Marketing and Distribution of Mushroom Sachin and Virag are two enterprising youth. They have passed out from IIM, Bangalore. They thought instead of doing a job, they will launch fresh vegetables in Indian markets. Having learnt of the future conventional foods, they decided to venture into cultivation of mushrooms. Mushrooms are known to be the best alternative food for vegetarians. For Sachin and Virag fund raising was a serious handicap for mass production. However, the first trial batch of mushrooms that they produced was bought by Star Hotel in Bangalore. Further, the hotel placed orders for supply of 20 kgs every day. Now mushroom industry is run by small entrepreneurs, like Sachin and Virag. Another big player M/s Ashtavinayak Mushrooms, equipped with cold storage facility was more interested in the export market. Sachin and Virag have set their sights high. They aim to sell mushrooms in a very big way all over India. Mushrooms have a great market potential and is a perishable food.

Questions

- A. How will you advise Sachin and Virag, as how to increase the consumer awareness about this new food?  
B. What would be your suggestions for distribution channel for mushrooms?

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*Priya Silveira*



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**BBA (S&L) COURSE**  
**ZUARINAGAR, GOA.**

TEST PAPER

Batch: 2019 Term: 7 Date: 20/4/21

Subject: Business Research Methodology

Faculty: Kirti Tyagi

Test: ISA 3 Marks: 10

**GROUP PROJECT**

Students in groups have to apply the research process by doing a real life project on topic of their choice.

A report has to be submitted on the same, followed by presentation.

**Report/Presentation Format**

1. Introduction
  - 1.1 Significance of the Study
2. Literature Review
  - 2.1 Existing research
  - 2.2 Operational Definitions
  - 2.3 Industry Analysis (World, India, Goa)
3. Research Objectives
4. Research Questions
5. Hypothesis
6. Research Design
  - 6.1 Duration
  - 6.2 Sampling Technique used
  - 6.3 Sample Size
  - 6.4 Methodology
7. Data Analysis
8. Findings
9. Recommendations
10. Discussion and Conclusion
11. Limitations
12. References
13. Annexures

*Tyagi*

Faculty Signature



*Meenakshi Bawa*

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**ZUARINAGAR, GOA.**  
**TEST PAPER**

Batch: 2019 Term: 7 Date: 13/3/21

Subject: Business Research Methodology

Faculty: Kirti Tyagi

Test: ISA 1 Marks: 10

**Danish International**

Shameem had been with the organization for a fortnight now and was due to meet Raghu. He opened the door and walked in. Raghu asked him to be seated and said, 'So doctor, what is the diagnosis?'

Shameem Naqib had been recently hired as the company counsellor at Danish International, as Raghu Narang, the CEO, felt that he was fed up with his team of non-performers. He had hand-picked the Band II decision makers from the most prestigious and growing enterprises. Each one came with a proven track record of strategic turnarounds they had managed in their respective roles. So why this inertia at DI? The salaries and perks were competitive, reasonable autonomy was permitted in decision-making and yet nothing was moving.

There had been two major mergers and the responsibilities had increased somewhat. When Shameem went to meet Sid Malhotra, the bright star who had joined six months back, he was reported absent and seemed to be suffering from hypertension and angina pain. His colleague in the next cabin was not aware that Sid had not come for the past four days. As he was talking to Raghu's secretary, he could hear Kamini Bansal, the HR Head, yelling at the top of her voice at a new recruit, who after six weeks of joining had come to ask her about her job role.

The Band III executives had been with the company for tenure of 5-15 years and yet had not been able to make it to the Band II position (except two lady employees). They were laidback, extremely critical and yet surprisingly were not moving.

Raghu also seemed a peculiar guy, he had hired him as the counselor and was also making some structural changes as suggested by a Vastu expert, to nullify the effect of 'evil spirits'. He had a history of hiring the best brains, and then trying to fit them into some role in the organization, and in case someone did not fit in, firing him without any remorse. He had changed his nature of business thrice and on the personal front, he was on the verge of his second divorce.

The company had great infrastructure, attractive compensation packages and yet the place reeked of apathy. It was like a stagnant pool of the best talent.

Was it possible to undertake operation clean up?

**Questions:**

- 1) What is the management decision problem that Shameem is likely to narrate to Raghu Narang? (2 marks)
- 2) Identify the research problem. State the research objectives of your study. (5 marks)
- 3) Develop hypothesis for your study. (3 marks)

  
Faculty Signature



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## FIELD TRIP REPORT FORMAT

<b>Date:</b>	31.3.21
<b>Subject</b>	<b>Economics of Sea Transport</b>
<b>Faculty Incharge</b>	<b>Zina Varugis</b>
<b>Place of Visit/Name of the Company with Address</b>	<b>Indian Customs &amp; Central Excise Museum</b> Avenida Dom Joao De Castro, Opp. Jetty Captain & Port, Ozari, Panjim, Goa
<b>Resource Person and Designation</b>	<b>Zina Varugis (Visiting Faculty)</b>
<b>Objective of the Field Trip</b>	Sensitization to the evolution of the Customs & Central Excise practices from ancient times to date.
<b>Learning Approach Adopted (e.g. Talk attended by students/Nature Walk/Observation of the Facilities etc.)</b>	Sensitization and Awareness short movie on the role of Indian Customs & Central Excise in the Indian Economy followed by a guided audio tour of the various sections of the museum.
<b>Description of the Field Trip</b>	<ol style="list-style-type: none"> <li>1. The heritage gallery explains through models the gradual evolution of customs over thousands of years going back to Indus Valley civilization.</li> <li>2. The museum sensitizes students through the display of rare items and display of craftiness employed by smugglers to avoid customs duties over centuries.</li> <li>3. There is showcased how the culture and natural heritage is protected by rescuing stolen artifacts from smugglers.</li> <li>4. The most captivating section at the museum was the 'Gallery of Wits', showcasing the machinations of smugglers and how they were caught by the Customs officers.</li> <li>5. There is a gallery of pictures the famous sports personalities who have won laurels for the Customs.</li> </ol>
<b>Signature of the Faculty Incharge with Date</b>	<b>Zina Varugis</b> 31.3.21

*H. S. S. S.*



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