

AC –

Item No. –

As Per NEP 2020

**Tolani College of
Commerce
(Autonomous)**



**Title of the Course: Commercial Aspects of Transportation
(Semester IV)**

Programme: Bachelor of Commerce (Logistics)

Syllabus for 3 Credit Course from the Academic Year 2025-2026

Name of the Course: Commercial Aspects of Transportation

Sr. No.	Heading	Particulars
1	Description of the course : Including but not limited to :	<p>This course provides a comprehensive examination of the commercial considerations in freight and passenger transportation. Learners will develop a sophisticated understanding of the key commercial factors influencing the transport industry.</p> <p>Principles governing railway freight rates, assess the competitive dynamics between road and rail modes, and cultivate a nuanced perspective on operational feasibility and commercial viability.</p>
2	Vertical :	Major
3	Type :	Theory
4	Credit:	3 credits
5	Hours Allotted :	45 Hours
6	Marks Allotted:	100 Marks Continuous Evaluation 40 marks and Semester End Examination 60 marks
7	Course Objectives: <ol style="list-style-type: none"> To highlight a vital part of commercial considerations in providing transport services for Freight and Passengers movement. To describe the importance, principles, and need for determining railway freight rates and to evaluate the competitive pricing strategies between road and rail transport. 	
8	Course Outcomes: <ol style="list-style-type: none"> Develop a clear understanding of various commercial aspects of transportation and differentiate between operational feasibility and commercial viability. Know the issues involved in booking and reservation of passengers, various types of costs involved and understand the concept of cost-of-service vs value of service 	

9	Module 1: Introduction to Commercial Aspects in Transportation
	<ul style="list-style-type: none"> Role and importance of Commercial Aspects Relative strengths of rail vs road

	<ul style="list-style-type: none"> ● Concept of commercial viability vs operational feasibility ● Issues/functions included in commercial aspects ● Organisational set-up to handle commercial aspects ● Passenger services on Indian Railways ● Booking and reservation of passengers ● Various classes of services, types of tickets, concessions ● Supplementary and related services (luggage, parcel, refunds, catering, etc.)
	Module 2:
	<ul style="list-style-type: none"> ● Different components of freight traffic ● Booking and delivery of freight traffic on Railways ● Demurrage and wharfage, sidings in freight ● Booking and delivery of goods in roadways ● Agencies involved in goods transport and their role ● Claims and liabilities in transportation ● Organisational set-up and procedure for claims' compensation ● Basic considerations in pricing ● Different types of costs in transportation pricing ● Relativity index of passenger fares in Indian Railways ● Surcharges and discounts in transport pricing
	Module 3:
	<ul style="list-style-type: none"> ● Principles of classification and rate fixation ● Routing of traffic and cost of service vs value of service ● Cross-subsidisation in transportation ● Need for marketing in transportation ● Rail vs Road: Complementary, not competitive roles ● High profit-yielding commodities and incentive schemes ● IT-enabled, user-friendly solutions for booking, payment, tracking ● Passenger movement – PRS (Passenger Reservation System) ● Technology-induced improvements in commercial aspects ● Future trends in transportation marketing
10	Reference Books: <ul style="list-style-type: none"> ● Course Material Prepared by LSC

	<ul style="list-style-type: none"> • "Rail Transport in India." Wikipedia, Wikimedia Foundation, https://en.wikipedia.org/wiki/Rail_transport_in_India. • "Road Transport in India - Statistics & Facts." Statista, https://www.statista.com/topics/9286/road-transport-in-india/. • "Passenger Transport in India - Statistics & Facts." Statista, https://www.statista.com/topics/8868/passenger-transport-in-india/. • "The Road Ahead for India's Commercial Vehicle Industry." Autocar Professional, https://www.autocarpro.in/opinion-blogs/the-road-ahead-for-indias-commercial-vehicle-industry-117625. • "Analysis Report on Transportation in India." AG Group, https://aggrp.in/wp-content/uploads/2021/12/Analysis-Report-on-Transportation-in-India-June-2021.pdf. • "India's GreenLine Mobility to Deploy 25 LNG Trucks to Flipkart." Reuters, https://www.reuters.com/business/autos-transportation/indias-greenline-mobility-deploy-25-lng-truck-flipkart-2024-12-02/. 		
11	Internal Continuous Assessment: 40%	Semester End Examination: 60%	
12	Continuous Evaluation through: (40 marks)	Case Study, Class Presentation and Research Assignments, Periodical Test	A Learner must be present for each of the sub-component
13	Format of SEE Question Paper: (60 marks)		
	Question No.	Nature of Question	Maximum Marks
	Q-1	Answer the following: (attempt any 2 of 3) a) b) c)	15 Marks
	Q-2	Answer the following: (attempt any 2 of 3) a) b) c)	15 Marks
	Q-3	Answer the following: (attempt any 2 of 3) a) b) c)	15 Marks
	Q-4	Answer the following: (attempt any 2 of 3) a) b) c)	15 Marks

Signatures of Team Members

Sr.No.	Name	Signature
1.	Ms. Amrita Nambiar	