



INSTITUTE OF CHARTERED SHIPBROKERS

APRIL 2010 EXAMINATIONS

THURSDAY 22 APRIL – MORNING

SHIPPING BUSINESS

Time allowed – Three hours

Answer any **FIVE** questions – All questions carry equal marks

1. Explain why it should be necessary to have an International Chamber of Commerce and assess the achievements of the ICC since its foundation.
2. What do you understand by the term 'multi-modal transport'?
Choose an example to illustrate its use in international trade and comment on any problems associated with it.
3. Explain what you understand by the term "hedging of risks" in international trade. Comment on the factors that might force traders to consider engaging in this activity and the basic principles involved.
4. During recent years, acts of piracy and armed robbery against ships have increased considerably.
On the world map provided, identify the main areas where this type of maritime crime is currently prevalent and explain what counter piracy initiatives have been adopted by the international community to protect vessels transiting through these regions.
5. Define and explain **FOUR** of the following terms and comment upon their application in international trade.
 - (a) EXW
 - (b) FOB
 - (c) FAS
 - (d) CPT
 - (e) CIF
 - (f) DES
 - (g) DDP
6. Taking **TWO** of the following, explain the main business functions associated with those operating in these specialised sectors and in each case comment upon the practitioner / principal relationship.
 - (a) Dry Cargo Chartering
 - (b) Tanker Chartering
 - (c) Ship Sale and Purchase
 - (d) Ship Operations and Management
 - (e) Port Agency
 - (f) Liner Agency

7. Explain the main differences between a partnership and a limited company and comment on the advantages and disadvantages of trading with each type of business entity.
8. The International Maritime Organisation is responsible for much of the law covering maritime safety. Explain how its conventions are implemented and enforced and comment upon its achievements.