



# INSTITUTE OF CHARTERED SHIPBROKERS

APRIL 2011 EXAMINATIONS

THURSDAY 21 APRIL – MORNING

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## PORT AND TERMINAL MANAGEMENT

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Time allowed – Three hours

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

1. Describe in detail port and shore side facilities which you would expect to see at a deep sea container terminal.
2. Discuss the security initiatives that have been put in place by the port industry as a result of the 9/11 terrorist attacks. Using a port of your choice, give suggestions as to how you believe port authorities could enhance security levels in the future.
3. You are the Marketing Manager for a port facility which focuses solely on the handling of steel products. You have received an enquiry from an interested party, who has requested further information on your facility.

Create a formal response, outlining the services which you can offer to the prospective client.

4. You are the Operations Manager at a port of your choice. Your Financial Director has been newly appointed and does not have a maritime background. He/She has requested you to advise how the risk of bad debt can best be managed in the port industry, in today's uncertain financial climate. Create a formal response with your recommendations.
5. Select a port of your choice which has experienced a change in port ownership. Describe the effects of this and using examples, discuss whether you feel the change has been successful.
6. Discuss **FIVE** of the following abbreviations:
  - (1) ISGOTT
  - (2) MIDAS ports
  - (3) AGV
  - (4) LCL
  - (5) SWL
  - (6) UNCLOS
  - (7) ITF
7. You are the Manager for a grain import and export facility at a port of your choice. Discuss the statutory health and safety practices which you would apply at the terminal.
8. Describe the analytical tools which Port Managers can use to assess port performance.