



INSTITUTE OF
CHARTERED
SHIPBROKERS

NOVEMBER 2023 EXAMINATION SESSION
WEDNESDAY 22ND NOVEMBER 2023 – AFTERNOON

SHIPPING BUSINESS

Time allowed – three hours

Answer any FIVE questions – all questions carry equal marks

Please read the questions carefully before answering

1. Using the World Map provided in the centre of your answer booklet clearly identify by marking the position and name of the following ports and state what major commodity it exports:
 - i. Balikpapan, Indonesia
 - ii. Vancouver, Canada
 - iii. Saldanha Bay, South Africa
 - iv. Ras Tanura, Saudi Arabia
 - v. Buenos Aires, Argentina
 - vi. Maputo, Mozambique
 - vii. Tubarao, Brazil
 - viii. Bonny, Nigeria
 - ix. Odessa, Ukraine
 - x. Adelaide, Australia
2. Discuss the role of the seller in the sale of a second-hand ship.
3. Explain how you would go about ensuring your new company secures a positive cash flow while maintaining a good working relationship with principals and service providers.
4. To ensure a consistent standard of performance and customer service companies may look to introduce quality management systems. Describe the benefits of an ISO 9001 system and explain how this is achieved and the potential problems that may be encountered?
5. Give **THREE** examples of maritime fraud that can be committed and explain what steps your company can take to protect themselves against maritime fraud.

PLEASE TURN OVER.

6. The term Shipbroker encompasses a wide variety of activities. Discuss **TWO** of the following, explaining the main business function and the relationship between the practitioner and the principal.
 - i. Liner Agency
 - ii. Ship Operations and Management
 - iii. Ship Sale and Purchase
 - iv. Dry Cargo Chartering
 - v. Tanker Chartering

7. Discuss the various entities which the ships agent must work with to ensure that the port call and the cargo work are undertaken promptly.

8. Discuss the benefits and drawbacks of public and private companies compared with partnerships and sole traders. Comment on the advantages and disadvantages of each type of business organisation.