



THURSDAY 12TH NOVEMBER 2015 – AFTERNOON

PORT AND TERMINAL MANAGEMENT

Time allowed – three hours

Answer any FIVE questions – all questions carry equal marks

Please read the questions carefully before answering

1. Describe the shoreside facilities which you would expect to see at a cruise liner terminal.
2. You are the marketing manager for a port of your choice. You have been approached by a local company looking to import significant amounts of timber products. Create a formal proposal to them offering standard port and added value services.
3. Discuss the differences between a Trust Port and a Public Limited Company owned port.
4. Describe the various HSE regulations that you would expect to find implemented at a deep sea container port.
5. As the commercial manager at a port of your choice you see a potential opportunity to create a deepwater jetty which would enable your port to attract the world's largest cruise vessels.

Write a recommendation to your board of directors for this proposal, including appropriate investment appraisal techniques.
6. Discuss financial methods used by ports to limit their financial risk in the present climate.
7. Discuss the opportunities and challenges ports have in supporting the developing onshore and offshore wind farm industry.
8. As the operations manager at a port of your choice analyse the performance of the stevedoring operation. Describe the main performance indicators used to evaluate performance.