



INSTITUTE OF
CHARTERED
SHIPBROKERS

TUESDAY 9TH MAY - 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. You are the marketing manager for a port of your choice. You want to encourage a container company to use your port. Write a formal proposal to promote your port to this company.
2. Discuss the facilities that you would need at a deep sea grain export terminal.
3. You are the chief executive of a port of your choice. You have investment plans to create a deep sea cruise liner terminal in your port. You are attempting to seek funding from local government. Create a formal letter highlighting the benefits this type of terminal would have both to the port and to the local area.
4. Describe the Health and Safety practices which you would find within a RO-Pax terminal
5. Discuss the recent design changes in ship construction and display through the use of examples the effect this could have on a port of your choice.
6. You are the operations manager for a general cargo terminal. Discuss the berth performance indicators that you would use to help you analyse the performance of the berth.
7. Compare and contrast a state owned port against a private port. Use examples to support your answer.
8. Using an example of your choice discuss how a specific piece of maritime legislation has impacted on a port of your choice.