



WEDNESDAY 15th NOVEMBER – AFTERNOON

SHIPPING BUSINESS

Time allowed – three hours

Answer any FIVE questions – all questions carry equal marks

Please read the questions carefully before answering

1. Compare and contrast the structures available for creating a ships agency company and give the advantages and disadvantages for each. Discuss the one that is most appropriate to your region.
2. The letter of credit for the cargo is about to expire and the cargo has still to be loaded on board the ship. The charterer asks you to sign and stamp the bills of lading for today's date, even though the cargo will only be loaded in two days' time. What are the dangers here and how would you respond to this request?
3. The IMO plays an important role in shipping. Discuss the origins of this organisation, and its current structure. Comment on **THREE** important conventions for which it is responsible.
4. Discuss **FIVE** ways in which a company can protect itself from foreign exchange fluctuations. Explain how each of these work and select one which you would use in your line of work.
5. You have been nominated as the port agent by the charterer, but the owner is somewhat nervous of using the service of your new company. Explain to the owner your standard operating procedures for attending to their ship, from being appointed through to sending out the final disbursement account.

PLEASE TURN OVER

6. There are **FOUR** Incoterms relating specifically to sea and inland waterways. Name these and give an explanation of how they work and at what point risk and property pass.
7. What is the role of the S&P shipbroker and what skills does the broker require?
8. Discuss **FIVE** different functions that a ship management company can carry out for an owner, and what is involved in each.