



**NOVEMBER 2020 EXAMINATION SESSION**  
**WEDNESDAY 4<sup>th</sup> NOVEMBER 2020 – AFTERNOON**

## **SHIPPING BUSINESS**

Time allowed – three hours

Answer any FIVE questions – all questions carry equal marks

Please read the questions carefully before answering

1. Answer **BOTH** parts of the question.

You are the shipowner of a ship about to go on voyage charter and the charterers are asking you to appoint their nominated agent.

- a) Discuss what are your concerns and how can you protect your interests.
- b) What are the advantages of appointing their recommended agent?

2. 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.
3. Despatch and demurrage are important factors in any shipping contract. As the port agent what are your responsibilities to the owner and charterer in ensuring these are properly complied with and how are demurrage and despatch calculated.
4. Discuss the **FOUR** core functions of a liner agency company.
5. Choose **FOUR** of the below organisations and discuss
  - a) what they do
  - b) why you would use their services
    - i. Lloyds agent
    - ii. IACS
    - iii. ICC IMB
    - iv. UNCTAD
    - v. FIATA
    - vi. OCIMF

**PLEASE TURN OVER**

6. The bill of lading is the most important document in facilitating international trade. Discuss the functions of a bill of lading and the differences between a liner bill of lading and a charter bill of lading.
7. Discuss any **FIVE** of the main functions that a ship management company can carry out for an owner and what is involved in each?
8. Compare and contrast the business entities available for creating a shipbroking company and give the advantages and disadvantages for each. Discuss the **ONE** that is most appropriate to your region.