



Professional Qualification in SHIPPING & LOGISTICS

Level 4 Diploma

UNIT 1 – MERCANTILE AND SHIPPING PRACTICE

Question 1

- (a) **State** the role of banks in relation to importing and exporting. (4 marks)
- (b) Referring to your answer to Question 1a, **explain** why it is important for financial documents to be accurate when importing or exporting goods. (6 marks)
- (c) **Discuss TWO** risks to the buyer in the international importation of goods. (10 marks)

Question 2

- (a) **Identify** the reasons why a company should maintain accurate and up to date import and export records. (6 marks)
- (b) **Explain** how to fill out a Bill of Lading. (14 marks)

Question 3

- (a) **Discuss** the role of the bill of exchange between the seller and the buyer, using a diagram to support your answer. (10 marks)
- (b) **Discuss** the use of **TWO** other accompanying documents generated in an international trade transaction. (10 marks)

Question 4

Differentiate between the roles of the Health, Safety, Security and Environment (HSSE) department and the fleet personnel department within the structure of a shipping company. (20 marks)

Question 5

Discuss TWO distinct roles of a classification society in the overseeing of modern shipping practice. (20 marks)