



Professional Qualification in SHIPPING & LOGISTICS

Level 4 Diploma

UNIT 1 – MERCANTILE AND SHIPPING PRACTICE

Question 1

- (a) **Explain** why it is important for the seller under an international sale of goods contract to be able to prove that the goods were delivered to the foreign buyer. (4 marks)
- (b) Referring to your answer to Question 1a, **describe** how proof of consignment delivery is maintained. (6 marks)
- (c) Referring to your answer to Question 1b, **discuss TWO** other documents that form part of the company's book-keeping records. (10 marks)

Question 2

- (a) **Compare** the role of the blank endorsed bill of lading and the endorsed bill of lading. (10 marks)
- (b) **Discuss** a method of calculating import value and what must be included in the seller's price. (10 marks)

Question 3

Illustrate how the banks facilitate safe financial transactions between a seller and a buyer when engaged in international trade. Use a diagram to support your answer. (20 marks)

Question 4

- (a) **Explain** the different roles and responsibilities of the personnel department and the technical services department within the structure of a shipping company. (8 marks)
- (b) **Discuss** the role of the international freight forwarder in modern mercantile practice. (12 marks)

Question 5

- (a) **Identify** the role of technical ship management. (4 marks)
- (b) Referring to your answer to Question 5a, **explain** how this is different to commercial ship management. (6 marks)
- (c) **Discuss** how the International Association of Classification Societies (IACS) has improved shipping practice. (10 marks)