



## Professional Qualification in SHIPPING & LOGISTICS

### Level 4 Diploma

#### UNIT 1 – MERCANTILE AND SHIPPING PRACTICE

##### Question 1

- (a) **State** what is meant by the International Commercial terms (Incoterms). (4 marks)
- (b) **Explain** the role of the 'Carrier' under the Incoterms. (6 marks)
- (c) **Differentiate** between the terms 'Delivery' and 'Arrival' under the Incoterms. (10 marks)

##### Question 2

- (a) **State TWO** documents which are required to import a consignment of goods by sea. (4 marks)
- (b) Referring to your answer to Question 2a, **explain** how one document is used. (8 marks)
- (c) **Discuss** the implications of the documents not being accurate. (8 marks)

##### Question 3

- (a) **State TWO** types of finance that may be used between the buyer and the seller. (4 marks)
- (b) Referring to your answer to Question 3a, **explain** how each type of finance is used. (16 marks)

##### Question 4

**Discuss** the roles and responsibilities of the importer for the reception of a consignment of containers. (20 marks)

##### Question 5

- (a) **Explain** the professional relationship between the ship owner as principal and the Liner/Shipping agent. (8 marks)
- (b) **Illustrate** the role of the shipping agent before ship arrival, at the berth and on ship departure. (12 marks)