



Professional Qualification in SHIPPING & LOGISTICS

Level 4 Diploma

UNIT 5 – OVERSEAS TRADE LAW

Question 1

- (a) **Explain** the difference between 'innocent' and 'fraudulent misrepresentation'. (4 marks)
- (b) **Explain** the meaning of the terms 'expressed terms' and 'implied terms'. (4 marks)
- (c) **Compare FOUR** differences between a Free on Board Contract (FOB) and a Cost insurance Freight (CIF) contract. (12 marks)

Question 2

- (a) **State FOUR** types of agent employed in the maritime field. (4 marks)
- (b) **Describe** what is meant by the term 'agent of necessity'. (6 marks)
- (c) **Explain** the rights and responsibilities of a port agent under an agency contract with a ship owner e.g. the principal. (10 marks)

Question 3

- (a) **Discuss** the factors involved in choosing a 'FOB' or 'CIF' contract between the seller and buyer of goods. (10 marks)
- (b) **Discuss** the rights and obligations of the seller under a 'CIF' contract. (10 marks)

Question 4

- (a) **Discuss** what the carrier must do to ensure the vessel is cargo worthy for the intended voyage as required by the Hague-Visby rules. (10 marks)
- (b) **Explain FIVE** differences between the 'Hague-Visby' rules and the 'Rotterdam' rules. (10 marks)

Question 5

Discuss the purpose and development of the European Union (EU). (20 marks)