



Professional Qualification in SHIPPING & LOGISTICS

Level 4 Diploma

UNIT 5 – OVERSEAS TRADE LAW

Question 1

- (a) **Explain** the responsibilities of the 'seller' in a Cost Insurance Freight (CIF) contract. (10 marks)
- (b) **Explain** the need for a 'buyer' to acquire a licence to import goods under a CIF contract. (10 marks)

Question 2

- (a) **Explain** what is meant by 'offer and acceptance' in contract terms. (8 marks)
- (b) **Illustrate** what might constitute a 'breach of contract'. Use examples to support your answer. (12 marks)

Question 3

- (a) **Differentiate** between an 'agent' and a 'legal agent'. (10 marks)
- (b) **Explain** the relationship between an agent and a third party. (10 marks)

Question 4

Discuss the implications for the seller and the buyer under the Incoterms 2010. (20 marks)

Question 5

- (a) **Explain** when the Hague-Visby rules are applicable. (10 marks)
- (b) Under the Hague Visby rules, **explain** the main responsibilities of the carrier of goods at sea. (10 marks)