



## Professional Qualification in SHIPPING & LOGISTICS

### Level 4 Diploma

#### UNIT 5 – OVERSEAS TRADE LAW

##### Question 1

- (a) **Explain** what is meant by the terms 'offer' **and** 'acceptance' with regards to overseas trade contracts. (4 marks)
- (b) **Explain** the differences between misrepresentation **and** mistake with regards to overseas trade contracts. (16 marks)

##### Question 2

- (a) **Explain** the meaning of FOB under Incoterms 2000. (4 marks)
- (b) **Compare** the implications for the **buyer** of FOB **with** the implications for the seller of FOB under Incoterms 2010. (16 marks)

##### Question 3

- (a) **Explain TWO** obligations of carriers with regards to seaworthiness of vessels under the Hamburg Rules. (4 marks)
- (b) Referring to your response to Question 3a, **discuss** the duties **ONE** of these obligations places on the ship's master during a voyage. (16 marks)

##### Question 4

- (a) **Explain** what is meant by the term 'agency'. (4 marks)
- (b) **Explain TWO** differences between 'agency' **and** 'legal agent'. (16 marks)

##### Question 5

**Illustrate** how the developments of free trade agreements in Europe have impacted on the shipping industry. Use examples to support your answer. (20 marks)