



Professional Qualification in SHIPPING & LOGISTICS

Level 4 Diploma

UNIT 5 – OVERSEAS TRADE LAW

Question 1

- (a) Explain the term Free On Board (FOB). (8 marks)
- (b) Explain why this is important for the shipping industry. (12 marks)

Question 2

- (a) Explain the principle behind the Sale of Goods Act 1979. (8 marks)
- (b) Discuss the implications for both the seller and the buyer under the Sale of Goods Act 1979. (12 marks)

Question 3

- (a) Explain the relationship between an agent and a third party. (8 marks)
- (b) Explain TWO responsibilities of an agent that affect the relationship between the agent and a third party. (12 marks)

Question 4

- (a) Explain what a CIF contract means to a shipping company. (10 marks)
- (b) Discuss the insurance implications of the 'seller' failing properly insure the goods before transportation. (10 marks)

Question 5

- (a) Describe the purpose of the Hague Visby Rules. (8 marks)
- (b) Discuss when the Hague Visby Rules are applicable. (12 marks)