



Professional Qualification in SHIPPING & LOGISTICS

Level 4 Diploma

UNIT 1 – MERCANTILE AND SHIPPING PRACTICE

Question 1

- (a) **Explain** how national policy supports or restricts exporting practices in your own country. (10 marks)
- (b) **Explain** the procedure for customs export clearance of goods by sea in your own country. (10 marks)

Question 2

- (a) **Describe** the role and importance of maintaining internal company records that show all the import and export transactions. (6 marks)
- (b) **Discuss TWO** possible consequences of not providing accurate and timely information to the carrier and freight forwarder in the export of goods by sea. (14 marks)

Question 3

Illustrate the role of the banks in the financing of international trade and their relationship to the seller when exporting goods by sea. Use examples to support your answer. (20 marks)

Question 4

- (a) **State** the role of the finance department within the structure of a shipping company. (4 marks)
- (b) **Explain** TWO roles of the freight forwarder. (6 marks)
- (c) **Explain** TWO differences between a freight forwarder and a logistics provider. (10 marks)

Question 5

- (a) **Discuss** TWO services provided by vessel management companies for ship owners. (10 marks)
- (b) **Discuss** the role and services provided by the classification society when a vessel arrives in port after suffering collision damage. (10 marks)