



Professional Qualification in SHIPPING & LOGISTICS

Level 4 Diploma

UNIT 5 – OVERSEAS TRADE LAW

Question 1

- (a) **Explain what** is meant by the common English terms 'Free on Board contracts' **and** 'Cost, Insurance and Freight contracts'. (4 marks)
- (b) **Explain TWO** reasons **why** English Law is commonly used to make contracts **and** resolve international disputes. (16 marks)

Question 2

- (a) **Explain TWO** roles of INCOTERMS. (4 marks)
- (b) **Compare** the implications for the seller of FOB INCOTERMS with the implications for the seller of CIF INCOTERMS. (12 marks)
- (c) **Explain TWO** reasons **why** a buyer might prefer a CIF contract. (4 marks)

Question 3

- (a) **Explain** the carrier's obligation with regards to seaworthiness of a vessel under the Hague Visby Rules. (4 marks)
- (b) Referring to your response to Question 3a, **discuss** the duties this obligation places on the ship's master at all stages of the voyage. (16 marks)

Question 4

- (a) **Explain ONE** of the implied terms stated in the Sale of Goods Act 1997. (4 marks)
- (b) **Explain how** the implied terms in the Sale of Goods Act 1997 affects the legal relationship between the seller **and** the buyer. (16 marks)

Question 5

Explain the rights **and** responsibilities of both the principal **and** the agent in the event of agency disputes. (20 marks)