



Professional Qualification in SHIPPING & LOGISTICS

Level 4 Diploma

UNIT 1 – MERCANTILE AND SHIPPING PRACTICE

Question 1

- (a) Describe the details covered by a quotation, as one of the documents used to sell goods. (6 marks)
- (b) Distinguish between a pro forma invoice and a commercial invoice in the buying and selling of goods. (14 marks)

Question 2

- (a) Explain the relationship between the mate's receipt and the bill of lading as part of the transport documents. (6 marks)
- (b) Compare the use of a bill of lading and a sea waybill. (14 marks)

Question 3

- (a) Illustrate **TWO** types of international trade payment methods. Use examples to support your answer. (10 marks)
- (b) Discuss **TWO** trade finance methods. (10 marks)

Question 4

Distinguish between the role and duties of the importer and the role and duties of the exporter in mercantile practice. (20 marks)

Question 5

Discuss **FIVE** services a vessel management company is required to provide to a ship owner. (20 marks)