



INSTITUTE OF  
CHARTERED  
SHIPBROKERS

**MAY 2021 EXAMINATION SESSION**  
**WEDNESDAY 19<sup>th</sup> MAY 2021 – AFTERNOON**

## **SHIPPING BUSINESS**

Time allowed – three hours

Answer any FIVE questions – all questions carry equal marks

Please read the questions carefully before answering

1. You are a shipbroker advising a shipowner who is looking to sign a COA to move 200,000mt of grain from Montreal, Canada to Bari, Italy over 12 months. Discuss the dimensions of vessels you would use and the weather you would encounter.

What precautions would be required during the loading, the sea passage and the discharge operation?

2. A large number of reputable shipowners use crew management companies. What are the reasons for doing so and how do they ensure that the crew employed are of an acceptable standard.
3. In international trade there are a number of things that can go wrong with a contract. Name and explain two remedies for the buyer and two for the seller in cases of breach of contract by the other party.
4. Bribery is seen as unethical behaviour. Discuss ways in which your company can ensure that it complies with anti-bribery compliance best practices?
5. A bill of lading is one of the most important documents in shipping. It has three distinct functions. State these functions of the bill of lading and give a detailed explanation of each. How does the role of a waybill differ from that of a bill of lading?

**PLEASE TURN OVER**

6. The term Shipbroker encompasses a wide variety of activities. Discuss **TWO** of the following, explaining the main business function and the relationship between the practitioner and the principal

- i. Port Agency
- ii. Liner Agency
- iii. Ship Operations and Management
- iv. Ship Sale and Purchase
- v. Dry Cargo Chartering
- vi. Tanker Chartering

7. Discuss the role and function of **FOUR** of the following

- i. Freight forwarder
- ii. NVOCC
- iii. Multimodal transport
- iv. Logistics management
- v. Supply chain management

8. Prepare a report to a business associate outlining the options for modern communication and the advantages and disadvantages of each.