



CERTIFICATE OF SHIPPING OPERATIONS AND PRACTICES
INTERNATIONAL TRADE AND TRANSPORT
SAMPLE EXAMINATION PAPER

Answer **FIVE** questions only
 Time allowed. THREE hours
 All questions carry equal marks

Question 1. a) What are the advantages for a seller to Trade under Incoterms 2000?

- b) Describe the Sellers responsibilities under.
 FOB (free on board)
 C FR (cost and freight to a named port of destination)
 CIF (cost insurance and freight to a named port of destination)

Question 2. Identify **THREE** methods of desk market research the buyer can use to identify overseas suppliers.

Question 3 'The liner bill of lading is one of the most important documents in international trade'. Discuss.

Question 4 How does CHIEF function on an IMPORT mode?

- Question 5** a) What is a Documentary Letter of Credit?
 b) Describe the advantages for the Beneficiary in requesting a:
 - Irrevocable L/C
 - Confirmed L/C
 -Transferable L/C

Question 6 Under CIF subject to INCOTERMS 2000 the seller is obliged only to obtain marine insurance under
 Minimum cover.
 Identify minimum cover, Clause A and Clause B under the headings
 Risk covered
 Exemptions
 Duration

Question 7 Describe the role of the Freight forwarder in International Trade

Question 8. Identify how Statistical information is gathered for inter EU trade.