



TECHNICAL UNIVERSITY OF MOMBASA

SCHOOL OF BUSINESS

DEPARTMENT OF MANAGEMENT SCIENCE

UNIVERSITY EXAMINATION FOR:

DEGREE IN MARITIME MANAGEMENT (COMMERCIAL)

BSM 4201: SHIPPING MARKETS LINER AND TRAMP TRADES

END OF SEMESTER EXAMINATION

SERIES: APRIL 2017

TIME: 2 HOURS

DATE: Pick Date Sep 2017

Instructions to Candidates

You should have the following for this examination

-Answer Booklet, examination pass and student ID

This paper consists of **FIVE** questions. Attempt question ONE (Compulsory) and any other TWO questions.

Do not write on the question paper.

Question ONE

In international shipping Port Agents and Ship Agents play a very important role in ports of loading and discharge?

- (a) What is the difference between a Port Agent and A Ship Agent (10 Marks)
- (b) What is the role of a P&I Club in Shipping? (10 Marks)
- (c) Who licences Port Agents and Ship Agents in Kenya and what are the licensing requirements (10 Marks)

Question TWO

Define and describe the following terms in shipping

- (i) Laytime
- (ii) NOR
- (iii) NVOCC

- (iv) Charterparty
- (v) Arrived Ship

Question THREE (3)

In fixing freight charges in shipping Freight tone is usually the unit of measure.

Describe what a freight tone is and discuss the rationale of using freight tone in fixing freight charges (20 Marks)

Question FOUR

- (a) Explain by giving examples why the shipping industry experience periods of down turns and Pick seasons (10 marks)
- (b) What are the strategies employed by shipowners to safeguard against their investments during periods of prolonged depression.

Question FIVE

In Liner shipping company growth strategy, the following strategies are normally applied. Consolidation or Mergers and acquisitions (M & A), Organic growth, and Regional trade focus.

For each of the three above strategies , describe what each strategy entails and give examples of recent application of the same . (**Marks 15**)