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UNIVERSITY OF PETROLEUM AND ENERGY STUDIES
End Semester Examination December 2019

Program/course: MBA PSM
Subject: SHIP-AGENCY MANAGEMENT
Code : TRPS 8002
No. of page/s: 2

Semester – III
Max. Marks : 100
Duration: 3 Hrs.

(Short and brief – ‘to-the point’- answers fetch better marks)

Q1. Please answer all questions (each carries two marks) Marks 20

Question number	Question details	CO
1	What is initial draft survey?	CO 1
2	Garbage collection from ships is free – TRUE OR FALSE?	CO 2
3	Freight is never collected by agents – TRUE OR FALSE	CO 1
4	Shipping companies must hire agents in different countries – TRUE /FALSE?	CO 1
5	For damage to cargo in ports ship agent is responsible - TRUE /FALSE?	CO 1
6	Why ‘stevedores’ – are appointed by the shipping agents?	CO 2
7	Why is Plimsoll Line a matter to be considered by a Bulk Agent?	CO 3
8	Lashing is important for project cargo vessels - TRUE /FALSE?	CO 2
9	Mates Receipt is always signed by the Master – TRUE or FALSE	CO 1
10	What is Wreck Removal convention?	CO 2

Q2. Please answer 4 questions out of 5 questions (each carries 5 mark): Marks 20

2a	Examine the implementation of FAL Convention in better coordination between the ship and the port in current scenario.	CO 2
2b	Comment on the meaning, creation and the legality of the SOF.	CO 4
2c	Discuss with the appropriate background the need for appointing Owners’ Protecting Agents.	CO 4
2d	Compare and elaborate the major three types of Bill of Lading.	CO 2
2e	Differentiate between the lettered clauses and numbered clauses in YAR 2014.	CO 3

Note: From the following questions (3/4/5/6) please answer **any three**. **10 Marks** has been allotted against each question – thus total **30 marks**.

Q 3	IGM filing is not at all related to the important duties of a Port Agent – critically examine	CO 2
Q 4	You have boarded a vessel – explain the various ships’ certificate that you expect to receive from the Master.	CO 3
Q 5	Discuss the main techniques Ship Agency Companies use to minimize the bad debt.	CO 3
Q 6	“In order to survive, a ship agent needs to develop added value services”. Assess the validity of this statement.	CO 4

Compulsory question:

Q7. Prepare a ships proforma disbursement account in tabular form – with the following details. [First calculation would be in USD and then converted into INR]

GRT : 66700	NRT: 43600	Pilotage : 0.023 cents / GRT	Conservancy: 0.019 cents / GRT	Light Dues: Rs 8/ NRT	Berth hire: 0.08 cents / GRT / 8 hours
Cargo carried: 41000T	Discharge rate: 18000 PWWD	Agency fees: 2600 \$	Water requirement: 450 tons Rate : Rs. 340/ ton	CTM: Rs. 1,00,000	One shifting is planned for turning - Charged are same as that of Pilotage

Conversion rate: Rs. 71 to a Dollar

Also indicate which are the ‘head of account’s on which some sudden demand may be made by the owner or the SMC – and you indicate likely cost that you might need to incur.

Do write a paragraph how the owners forward the expenses basis PDA and FDA to the Port Agents.

Do mention the risks involved in case of failure of the owners to provide funds at the right moment and indicate the possible action plan from the Agents’ office.

Marks: 30