


Name: Enrolment No:			
UPES End Semester Examination, May 2025			
Program: BBA (Oil and Gas Marketing) Course: Oil/Gas Sales and Distribution Course Code: OGOG1003 Instructions: Attempt all questions		Semester: II Time: 3 hrs Max. Marks: 100	
SECTION A 10Qx2M=20Marks			
S. No.	Define the following terms in two lines	Marks	CO
Q 1	Exchange market	2	CO 1
Q 2	API Gravity	2	CO 1
Q 3	Aerial Patrols	2	CO 1
Q 4	ULCC	2	CO 1
Q 5	Gathering lines	2	CO 1
Q 6	Emergency response plan	2	CO 1
Q 7	SCADA	2	CO 1
Q 8	Explain how weather have effect on the crude oil prices	2	CO 1
Q 9	Role of PRA's	2	CO 1
Q 10	Tapis is found in which country?	2	CO 1
SECTION B 4Qx5M= 20 Marks			
	Answer the following questions in brief		
Q1	Discuss the three types of marine tankers.	5	CO 2
Q2	Who are the stakeholders involved in the oil and gas market globally?	5	CO 2
Q3	Compare and contrast between Henry Hub, UK NBP and Netherlands TTF.	5	CO 2

Q4	Describe the main functions of pigging	5	CO 2
SECTION-C 3Qx10M=30 Marks			
	Answer the following questions in detail		
Q1	Analyse the risks involved in oil transportation through pipelines	10	CO 2
Q2	Explain the following three crude oil benchmarks: Brent WTI and Dubai-Oman	10	CO 3
Q3	Explain the following natural gas pricing terms: wellhead price, hub price, city gate price, end user price and netback price.	10	CO 3
SECTION-D 2Qx15M= 30 Marks			
	Answer the following questions in detail		
Q1	Explain the type of risks involved in crude oil trading and how each risk is mitigated?	15	CO 4
Q2	Evaluate the eight key mechanisms for pricing gas and identify the geographic regions where each mechanism is most prevalent	15	CO 4