

Name:  
Enrolment No:



## UNIVERSITY OF PETROLEUM & ENERGY STUDIES

End Semester Examination – May 2025

**Program: MBA OG**

**Subject/Course: Gas Operations & Marketing**

**Course Code: OGET8017P**

**Keep your answer short and to the point.**

**Long answer with zero relationship questions will lead to time wastage. Focus on doables.**

**Semester: IV**

**Max. Marks: 100**

**Duration: 3 Hours**

### SECTION A

1. Each question carries 5 marks

Q.No		Marks	COs
	Section A		
1	What is underground gas storage, and what is its primary purpose in the energy sector?	5	1
2	How does technology contribute to improving the efficiency and safety of natural gas extraction and transportation processes?	5	2
3	Analyze the revenue-sharing model introduced under HELP and its impact on the financial arrangements between the government and contractors.	5	2
4	Does world need gas cartel? Justify your answer with relevant points.	5	1
5	How is LNG priced in India, and what are the key factors that influence LNG prices in the country?	5	1
6	How do carbon pricing mechanisms, emissions reduction initiatives, and climate policies influence the competitiveness of LNG in a net-zero world?	5	1

### Section B

1. Each question will carry 10 marks

2. Instruction: Write short/brief notes

1	How do geopolitical factors, such as energy security and regional tensions, influence the Indian gas market and its relationships with gas suppliers?	10	3
2	What would a strong go-to-market strategy look like for an LNG truck fleet solution in India?	10	2
3	What are the strategic opportunities for new entrants or global investors in India's CGD sector?	10	3
4	How does FLNG technology impact the accessibility and development of offshore natural gas reserves in remote and challenging environments?	10	2
5	Analyze the infrastructure and technological requirements for an efficient and liquid gas trading hub in the region.	10	4

	<p>OR</p> <p>What is the long-term outlook for a gas trading hub in Asia, and how might it evolve in response to changing market dynamics and energy transition trends?</p>		
<p>Section C</p> <p>1) Instruction: Write a long answer</p>			
	<p>What would a strong go-to-market strategy look like for an LNG truck fleet solution in India?</p> <p>OR</p> <p>What are some key partnerships (e.g., between fuel suppliers, logistics providers, and OEMs) that could drive market growth?</p>	20	4