



Name:

Enrolment No:

UNIVERSITY OF PETROLEUM AND ENERGY STUDIES

End Semester Examination, May 2022

Course: Oil/Gas Sales and Distribution Management

Program: BBA (Oil and Gas Marketing)

Course Code: OGOG1003

Semester: II

Time : 03 hrs.

Max. Marks: 100

Instructions: Attempt all the questions

SECTION A
10Qx2M=20Marks

S. No.	Define the following terms in two lines	Marks	CO
Q 1	Netback price.	2	CO 1
Q 2	API gravity	2	CO 1
Q 3	Border/beach price	2	CO 1
Q 4	Put option	2	CO 1
Q 5	Explain how weather have effect on the crude oil prices	2	CO 1
Q 6	Role of PRA's	2	CO 1
Q 7	ULCC	2	CO 1
Q 8	Any two grades of Brent	2	CO 1
Q 9	Pipeline markers	2	CO 1
Q 10	Gathering lines	2	CO 1

SECTION B
4Qx5M= 20 Marks

	Answer the following questions in brief		
Q11	Describe the five major choke points in maritime transport.	5	CO 1
Q12	Discuss the components of oil and gas pipeline	5	CO 2
Q13	Explain the three major gas hubs across the globe	5	CO 2
Q14	Identify criticisms of PRA price assessment.	5	CO 2

SECTION-C
3Qx10M=30 Marks

	Answer the following questions in detail		
Q 15	There are various institutional and structural requirements needed to create a competitive wholesale natural gas market. Elucidate.	10	CO 4
Q 16	Differentiate between OTC and exchange traded contract	10	CO 2
Q 17	Evaluate the logistical challenges that can affect the effectiveness of WTI as a global crude oil benchmark.	10	CO 3

SECTION-D
2Qx15M= 30 Marks

	Answer the following questions in detail		
Q 18	Analyze the benefits of various modes of transportation used in the oil and gas value chain.	15	CO 3
Q 19	Evaluate the eight key mechanisms for pricing gas and identify the geographic regions where each mechanism is most prevalent	15	CO 4