Name: **Enrolment No:**	UPES UNIVERSITY OF TOMORROW

School of Business
UPES
End Semester Examination December 2023

Program: BBA (OGM) **Semester: 5th**
Subject/Course: Energy Products Pricing **Max. Marks: 100**
Course Code: OGET 3002 **Duration: 3 Hours**

SECTION A
10Qx2M=20Marks

Q.No		Marks	Cos
Q1	Explain the 4 categories of Crude Oil.	2	**CO1**
Q2	Why is the price of WTI the most commented on and closely watched?	2	**CO2**
Q3	What is the primary difference between Case I and Case II bidding in the electricity markets	2	**CO2**
Q4	The term coal oil normally denotes a) Kerosene b) Gasoline c) Furnace Oil d) Crude Oil	2	**CO1**
Q5	What is the significance of Transmission Losses while calculating the landed cost of Power?	2	**CO2**
Q6	Explain the following INCO Terms: a) EX-WORKS b) CIP c) CIF d) DDP	2	**CO2**
Q7	Which of the following is used as a feedstock for petrochemicals? a) Naphtha b) Methane c) Ethane d) Propane	2	**CO1**
Q8	INCO Terms do not impact the cost and risk allocation of Trade?(True/False)	2	**CO1**
Q9	A large, sudden increase (or less often, decrease) in energy prices, especially the price of crude oil in the world market, is generally termed as: a) Oil shock	2	**CO1**

	b) Price shock c) Market shock d) None of these		
Q10	Name the international Benchmark for Natural Gas.	2	**CO1**
SECTION B 4Qx5M= 20 Marks			
Q11	Discuss the price discovery process of the Power Exchanges.	5	**CO2**
Q12	The bidding process for the purchase of power is a transparent process. Comment on the statement.	5	**CO3**
Q13	How do INCO Terms help in assigning responsibilities of the buyer and seller in a trading transaction?	5	**CO3**
Q14	Discuss the concept of Market Clearing Price of the Power Exchanges.	5	**CO2**
SECTION-C 3Qx10M=30 Marks			
Q15	Discuss the need for calculating the landed cost of power.	10	**CO3**
Q16	Evaluate the advantages of the Reverse Auction Bidding Process over the standard Bidding Process.	10	**CO4**
Q17	A crude oil sales agreement has been executed between a buyer and a seller. The delivery point has been fixed at the port of export. The delivery expenses have been divided as per the INCO Term Delivered At Terminal (DAT). Discuss in detail, the responsibilities of the buyer and the seller in this scenario.	10	**CO3**
SECTION-D 1Qx30M= 30 Marks			
Q18	A & Co Ltd, a DISCOM wishes to purchase power as per the following details: Period of Purchase: 1st April 2023 to 31st December 2023 Duration of Supply: 00:00 to 24:00 hrs Quantum of Purchase: 250MW M/s Thermal Power Limited (Seller 1), is willing to supply the power at a tariff of Rs. 3.24/kWh. The tariff is exclusive of any Transmission Charges and Losses. However, close to the delivery date, M/s Thermal Power Limited encounter a major breakdown of the generating station and are unable to supply the power. In line with the power purchase agreement, which allows for supply from an alternate source, M/s Thermal Power Limited (Seller 1) offer to supply power from the generating station of M/s Hydro Power Limited (Seller 2).	30	**CO4**

As per the PPA, supply from an alternate source can be accepted only if the landed cost of power remains the same.

Calculate the price at which power shall be procured from M/s Hydro Power Limited (Seller 2)

Following details can be used for the calculation.

Network	**Transmission Charges (Rs/MWh)**	**Transmission Losses (%)**
Purchaser's STU	65	3.2%
Central System	90	1.6%
Seller 1's STU	125	5.3%
Seller 2's STU	78	6.7%