



**UNIVERSITY OF PETROLEUM & ENERGY STUDIES
DEHRADUN**

End Semester Examination – May, 2017

Name of the Program/course: MBA (PORT & SHIPPING MANAGEMENT) Semester – II

Subject Name : Ship Brokering & Chartering

Max. Marks : 100

Subject Code : MDSS804

Duration : 3 Hrs

This question paper has 3 page(s)

Section A-

Total 20 marks

1) *Define and explain terms (Not more than 50 words)*

-10 marks

i) ADDCOM

ii) Bunker

iii) Demurrage

iv) Laytime

v) Laycan

Vi) Despatch

Vii) Ballast Bonus

Viii) LOA

ix) claused B/L x) Lighterage

2) *Do as directed below(not more than 100 words):* attempt all- 10 Marks

a) Name any two coal CP & two tanker CP

b) Define Flag State.

c) Explain On/Off hire survey

d) Under what circumstances would dead-freight be payable?

e) Give three conditions when vessel is considered 'Arrived Ship'

Section B-Short answer questions-20 marks (Any Four)

1) List out 13 INCOTERMS & Expand each. Imagine you intend to buy from abroad will you prefer to buy FOB or CIF? Give your reasons.

2) Write down seven steps of Laytime calculation.

3) What do you understand by "vessel's overheads"? What costs are for owners account under a voyage charter?

4) What are the main functions of Bill of Lading in ocean trade?

- 5) Discuss the similarities and difference between Voyage charters and Time charters?
Name three charter parties of each.

Section C-

(Any Three)

– 30 Marks

- 6) Explain fully the differences between each of the following;
- a) reversible and non-reversible laytime
 - b) all time saved and working time saved
- 7) The term shipbroker encompasses a wide variety of activities. Taking two of the following, explain the main business functions for those in these sectors and in each case comment upon the practitioner / principal relationship:
- (a) Dry Cargo Chartering
 - (b) Tanker Chartering
- 8) Using a cargo and vessel of your choice, show a voyage calculation detailing how your owner can calculate the potential daily earnings for the vessel. Use the terms from this calculation to draft a firm voyage offer for the owner of the cargo.
- 9) The loading of your owner's vessel has taken longer than charterers anticipated (through no fault of the ship). They are now asking you, as broker, to request that the Master signs the Bills of Lading prior to completion of loading. Explain to your owner why you think charterers are making this request. Give detailed reasons for your advice and all possible outcomes for any actions

Section D

30 Marks

Suppose you are working in a ship broking firm as ship broker. You get an enquiry in your mail system from anonymous mail ID as below-

“HAVE FOLLOWING FIRM FOR WHICH PSLD TO HEAR YOUR KIND INTEREST/IDEAS:

CGO: UREA IN BULK, SF ABT 52 WOG

Quantity: 90,000 MT +/- 10% MOLOO

Laycan: PROMPT ONWARDS.

Load Port: 1SP NORTH CHINA (YANTAI OR LIANYUNGANG)

Load Rate: PWWD SHINC.

Discharge Port: 1SP 1 SB KRISHNAPATNAM / GANGAVARAM

Discharge Rate: 10,000 SAT NOON SHEX EIU.

Addcom “

Answer following questions-

- a) What information does a broker need from the charter regarding a newly quoted order?
Identify missing information from above. – 10 marks
- b) What factors could influence an owners choice of Broker when offering for a market cargo? – 5 marks
- c) Explain the role of a broker in chartering negotiations and explain the concept of warranty of authority. Using examples describe potential breaches of this authority.-5
- d) Expand followings SASHEX, EIU, PWWD, SHINC, CHOPT, WOG, SP, DLOSP, CGO, WWW – 10 Marks
