

Name:

Enrolment No:



School of Business
UPES
End Semester Examination December 2022

Program: BBA (OGM)
Subject/Course: Energy Products Pricing
Course Code: OGET 3002

Semester: 5th
Max. Marks: 100
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 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	What is the need for and importance of INCO Terms?	2	CO1
Q5	List 5 consumers of Natural Gas.	2	CO2
Q6	Explain the following INCO Terms: a) FOB b) DAT c) CIF d) FAS	2	CO2
Q7	Why is Gas converted into Liquid? a) To reduce transportation cost b) To Increase the Price c) To increase the availability d) To reduce the volume	2	CO1
Q8	Explain the term Benchmarking of Crude from the perspective of Crude Oil Pricing.	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 b) Price shock c) Market shock d) None of these	2	CO1

Q10	Name the international Benchmark for Natural Gas.	2	CO1
SECTION B 4Qx5M= 20 Marks			
Q11	Write a note on the Electricity Consumer Categories in India.	5	CO2
Q12	Briefly discuss the benefits of Administered Price Mechanism for the pricing of petroleum products.	5	CO3
Q13	What is the need for benchmarking of crude oil.	5	CO3
Q14	Briefly discuss the product lifecycle of Natural Gas.	5	CO2
SECTION-C 3Qx10M=30 Marks			
Q15	Discuss the concept of Posted Price of Crude Oil.	10	CO3
Q16	Evaluate the advantages of the Reverse Auction Bidding Process over the standard Bidding Process.	10	CO4
Q17	A trade executed according to the INCO Term Ex-Works tends to be a relaxed trade for the Seller. Argue for or against the statement.	10	CO3
SECTION-D 2Qx15M= 30 Marks			
Q18	As the Power Purchase in charge of an Electricity Distribution Company, you are required to purchase 500 MW of power for a period of 1 year. What options do you have and which option will you choose to minimize the cost of power purchased?	15	CO4
Q19	In capacity of a buyer of crude oil, you are negotiating a contract for purchase of crude oil. Discuss any 5 important clauses of the Crude Oil Sale Agreement that you will specifically pay more attention to.	15	CO4