



**NOVEMBER 2021 EXAMINATION SESSION**  
**TUESDAY 23<sup>rd</sup> NOVEMBER 2021 – MORNING**

## **PORT AND TERMINAL MANAGEMENT**

Time allowed – three hours

Answer any FIVE questions – all questions carry equal marks

Please read the questions carefully before answering

1. You have been appointed as operations manager for a new port development which is offering exclusive port services for green energy developments. Discuss the types of cargoes that you would envisage handling, and the type of cargo handling equipment that you would require.
2. As a health and safety manager at an offshore export oil terminal, discuss the various health and safety standards which would apply to your role.
3. You are the port manager in a port of your choice. With the use of examples describe the four stages of the planning process.
4. As a port manager you believe that there are commercial reasons to invest in a new warehouse for your port. Create a formal proposal for your executive board with both an investment and economic appraisal of the project.
5. You are the marketing manager for a port authority. You have been approached by a potential new client looking to import iron ore into your port facility. Create a formal response to the client offering core and added value services.
6. You are the port manager in a port of your choice. Your financial manager has advised that a vessel which sailed from your port two months ago has still not paid your port costs of USD 100,000. Discuss your actions.
7. Your company Director has asked you for a report on what actions you can take to ensure emissions can be reduced in the port environment. Discuss your response.
8. Using the world map provided, discuss the forest product industry and show the main ports of export and the different type of cargoes handled.