



**NOVEMBER 2023 EXAMINATION SESSION
MONDAY 27th NOVEMBER 2023 – AFTERNOON**

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. Discuss with the use of examples the cargo handling and storage equipment that you would expect to use in a dedicated deep-sea grain export terminal.
2. Using a port of your choice discuss the initiatives that are being implemented to reduce Co2 emissions.
3. Your company has been approached by a major cruise line who wish to commence regular turnaround calls from your port in the summer season.

Describe to the prospective client the specific facilities your port can offer to this niche market sector.

4. You are the Financial Director of a port of your choice. Describe and explain the major financial reports which you would be expected to produce for a limited company.
5. Discuss the strengths and weakness of the ISPS code in a port of your choice.
6. Discuss the seagoing assets that a Port Authority may own and operate.
7. You are the marketing manager for a port of your choice. Outline the promotional tools at your disposal, and the strength and weaknesses of each.
8. As a port manager you have identified the requirement for an additional warehouse in your port. Create an economic appraisal and an investment appraisal analysis for your executive board of directors.