



INSTITUTE OF
CHARTERED
SHIPBROKERS

NOVEMBER 2025 EXAMINATION SESSION
WEDNESDAY 12th NOVEMBER 2025 – AFTERNOON

SHIPPING BUSINESS

Time allowed – three hours

Answer any FIVE questions – all questions carry equal marks

Please read the questions carefully before answering

1. Answer **BOTH** parts of the question.

You have been asked by senior management to set up a quality control system for your company.

- a) Explain the process you would follow to set up the above system to ensure that the correct procedures are in place.
- b) Describe the advantages and disadvantages of having the above quality management system.

2. Answer **BOTH** parts of the question.

Dry bulk carriers vary in size depending on a number of factors.

- a) Describe **FIVE** size classifications of bulk carriers, giving the deadweight range and typical length overall, beam and summer draft.
- b) Select either a cargo of coal **OR** a cargo of grain and discuss the particular characteristics and hazards involved in the transportation of the cargo of your choice.

3. Describe the composition of the International Maritime Organisation (IMO), its functions, achievements, and **ONE** major challenge it is currently addressing.

4. Describe the circumstances where a shipowner may wish to appoint a protective agent and discuss the scope of the role this agent plays during the call of a vessel at a port.

PLEASE TURN OVER.

5. Answer **BOTH** parts of the question.

Your principal is a steel trader new to the market and is looking for suitable options to cover their cargoes.

- a) Write a message to your principal, explaining the two main types of chartering contracts: Voyage and Time Charter, giving an example of a standard Charter Party form with the main clauses in each type of charter party.
 - b) Briefly explain your principal's financial responsibilities as a Charterer under a Voyage and Time Charter.
6. You are the marketing director of a ship management company offering a full range of services. Write a proposal to a new shipowner who has just purchased a modern tanker to offer them a full ship management service, describing all the services you would provide.

7. Answer **BOTH** parts of the question.

A trader is planning to export a container of furniture to a new customer in Los Angeles, USA, from their factory in Hanoi, Vietnam. They want to use either FCA or DDP Incoterms.

- a) Explain the meaning of FCA and DDP, including the responsibilities with associated risks for the seller and the buyer.
 - b) Select **ONE** of the above Incoterms you would use and discuss the reasons for your choice.
8. Answer **BOTH** parts of the question.

Maritime fraud remains a major concern for shipping companies worldwide.

- a) Identify and explain **THREE** types of maritime fraud that can occur in daily shipping activities.
- b) Select **ONE** of the above types of maritime fraud and suggest practical measures that a prudent shipowner, operator, and charterer (or any stakeholders) can take to prevent and detect such fraudulent activity.