



WEDNESDAY 16th APRIL 2014 – AFTERNOON

PORT AND TERMINAL MANAGEMENT

Time allowed – three hours

Answer any FIVE questions – all questions carry equal marks

Read the questions carefully before answering

1. Describe the facilities that you would find at a deep sea grain export terminal.
2. You have been approached by a global cruise company who are looking to use your port as a disembarkation/embarkation port. Write a formal proposal to the potential client, outlining the services that your port can provide.
3. Describe the safe working practices that you would find within a tanker terminal.
4. Critically discuss the implementation of the ISPS in the port industry, and discuss how this has affected a port of your choice.
5. You are the financial director of a port. Your operations manager has proposed that you construct a warehouse to meet a new market opportunity of your choice. Describe the main investment appraisal techniques which you would use to analyse the potential of this project, and also discuss the information that you would require.
6. Describe the key indicators which port managers can use to assess port performance.
7. Discuss **two** types of port ownership. Using examples, assess the strengths and weaknesses of each.
8. Describe how ports can manage financial risks during an economic downturn.