



**MAY 2024 EXAMINATION SESSION**  
**MONDAY 20<sup>th</sup> MAY 2024 – 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. Your port has been approached by an owner of a fleet of coastal tankers who distribute fuel oil around your country's ports. They have requested that you offer a proposal to establish a discharge terminal and storage compound in your port. Create a formal response outlining the full range of services that your port can offer to this specific market sector.
2. Describe with the use of an organigram the senior managerial structure of a port of your choice.
3. Discuss and define in full **FOUR** of the following abbreviations.
  - a) EDI
  - b) IMDG
  - c) IMO
  - d) VTS
  - e) AGV
4. Discuss the facilities that you would find in a specialised deep sea import terminal which specialises in the handling of steel plate, billets and rebars.
5. Describe the health and safety practices which you would find within a container terminal.
6. Discuss two separate forms of port ownership. Using examples, assess the strengths and weaknesses of each.
7. You are the financial manager in a port of your choice. Draft a report to your executive board, highlighting the financial and administrative techniques which you can implement to improve the company's cash flow.
8. Discuss the main berth and handling performance indicators which the port management would use to analyse performance.