



ICS Examiner's Report

Port And Terminal Management

Overall Comments

The questions were chosen from a wide range of subjects within the syllabus. Port equipment, financial investment appraisal techniques, ISPS, geographical port types, companies interfacing with the port, competition and port planning.

Question One- Financial Appraisal

The students who chose to tackle this question did well. Historically this question has been a problem for students where they tended to fall into the trap of discussing operational and commercial issues. This year the students were able to offer in depth response on the IRR and pay back options.

The students who selected this question tended to achieve high marks.

Question Two: ISPS

The students were able to offer a good level of knowledge on the ISPS code. A number of students were able to drill down onto some depth and discuss the position of the Port facility security officers (PFSO), the Port security plan and the liaison with the shipboard equivalents (SSO).

Some students chose to offer positive and negative aspects of the ISPS code.

The students who chose to answer this question did well and achieved a high mark.

Question Three- Geographical Port Types

This question produced a mixed bag of answers. Some students were able to offer actual geographical port types aligned with examples. Delta and Ria port being the most common types used, whilst other students struggled with the concept of the question and produced more basic answers related to the location of the port rather than the requested specific geographical port type.

Question Four Port interface with organisations

This question produced a strong range of answers from students who were able to focus on a wide range of differing governmental departments who have close relationships and interactions with the port authority, additionally students also discussed a range of service supply companies who would also be located in a port such as shipowners, charterers, surveyors, freight forwarders, importers, exporters and customs brokers.

Question Five Port Equipment

The question on the Iron ore discharge terminal elicited some mixed responses from the students. The students who achieved the highest marks were able to discuss a number of different cargo discharge equipment. Thereafter conveyors were discussed in terms of moving the cargo to the stacking area where reclaiming equipment would re load cargo to road or rail. In some cases, the students who achieved the highest marks also introduced water suppression and weighbridges and intermodal links into the answer.

Question Six – Marketing

This was one question which students may have misinterpreted. The examiners were looking for students to discuss the 4P's of marketing and their relation to the port industry. However, a large number of students discussed social media and B2B marketing, given that the answers were not necessarily incorrect the examiners chose to offer a wider scope in terms of the exam marking scheme to be able to incorporate both types of answers.

Question Seven- Competition

The students who chose to answer this question generally gave an excellent answer and were able to offer detailed answers on the four major types of competition, namely: Aggregated, Segmented, vertical and horizontal
Most students who chose to answer this port achieved a high mark.

Question Eight- Planning

The four major points of port planning were well handled by the students. The students seemed to be entirely comfortable with this question. Students were able to give detailed information on operational, annual, medium term and long-term forms of planning.