

MBA 849	MSP-108/ MSPL 108
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M.B.A. DEGREE EXAMINATION —
JANUARY, 2009.

Second Year

Shipping and Logistics Management

SHIP AGENCY MANAGEMENT

Time : 3 hours

Maximum marks : 75

Answer for 5 marks questions should not exceed
2 pages.

Answer for 15 marks questions should not exceed
5 pages.

PART A — (3 × 5 = 15 marks)

Answer any THREE questions.

All questions carry equal marks.

1. List the type of agents found in the maritime business. What roles they perform?
2. What are the services offered by Owner's protecting agency?

3. Describe the type of marketing activities performed by a liner agent.
4. “General Average” - Is it unique to maritime business. In what way.
5. Bring out key features of E-commerce and its impact of Ship Agents.

PART B — (4 × 15 = 60 marks)

Answer any FOUR questions.

All questions carry equal marks.

6. Discuss the General Principles of law of Agency and list the salient features of it.
7. What operational aspects the Owner’s protecting agency perform? Explain the process of disbursements of accounts.
8. Under what circumstances a ‘ship is arrested’. Discuss the role played by the agents in ship arrest situation.
9. List the factors to be taken into account before appointing a Liner Agency. What role the liner agent performs when delivering the cargo to the consignee.
10. Use of internet in obtaining shipping information. In what way a ship agency could make use of this medium to further the interest of Principle.

11. Discuss the differences between Tramp Ship Agency and Liner Ship Agency.

12. Discuss the importance of a liner agency in a shipping business. What type of organizational structure a liner agency deploys for efficient operations?
