



ICM

JUNE 2016

INTERNATIONAL TRADE & TRANSPORT

Instructions to candidates:

- a) Time allowed: Three hours (plus an extra ten minutes' reading time at the start – do not write anything during this time)
 - b) Answer any FIVE questions
 - c) All questions carry equal marks. Marks for each question are shown in []
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1. In selecting new markets you are advised to take into consideration THREE criteria – **potential**, **accessibility** and **similarity**. List them with a full explanation of EACH. [20]
 2. Using a diagram, outline the main responsibilities of the Export Manager, the Sales Manager and the Shipping Manager of a typical export department. [20]
 3. Using a diagram, explain the documentary letter of credit procedure. [20]
 4. The Single European Act (1987) has highlighted some areas of change. Outline the main details of the following:
 - a) Financial services
 - b) Public purchasing
 - c) Intellectual property[20]
 5. List and explain the different types of packing used in consignments for transporting goods, with an explanation of the consideration to be taken into account when deciding which type to use. [20]
 6. In managing risk, insurance is significant. There are five areas where insurance does not apply. List and explain all FIVE. [20]
 7. Explain the difference between a Waybill and a Bill of Lading and their application. [20]
 8. Countertrade is said to have FIVE procedures. List them with an explanation of EACH. [4 each]