Overall Comments

The results of 2011 were quite better compared with the previous years. Most candidates displayed an in-depth understanding of areas of the syllabus and good knowledge of the current issues of the subject area. While the usage of examples/case studies was slightly better, there is still a lot of room for improvement. A large number of answers did not have a suitable structure or a logical flow. However, in certain cases the content was sufficient to gain a pass. As usual, some candidates produced short/inferior answers and as a result they could not reach the pass mark. These shortcomings affected some candidates and the final result was not palatable for them.

Question One

This was a practical question and candidates could bring in their experience and knowledge. However, this was not a popular question. Basically, from end of 2009, the volumes in international trade started to increase on main trade routes. But the growth of volumes moving between main east/west routes such as Asia/Europe was not significant after the recession. Instead, the north/south and intra regional trades, such as intra-Asia, are experiencing the most significant growth rates.

Candidates were expected to explain the situation in detail with examples and discuss the implications to transport/logistics including managing operations, deploying equipment including vessels, sizes of vessels (employment for larger vessels), port capacity and the like.

Some answers carried good content and discussion.

Question Two

This is one of the most popular questions and most candidates were able to produce reasonable answers.

(a) Inventory holding is an expensive affair. Therefore, there are different ways to control the costs. JIT, distribution centre strategies, warehousing strategies are some of the methods to minimise stock holding costs. Candidates were expected to explain how the inventory can be controlled with these methods using a business of their choice - needed to elaborate the important points with examples.

(b) Interfaces; ports, airports, railheads, depots/warehouses. Candidates were expected to explain the importance of these to logistics industry.
**Question Three**

The task was to explain four out of the following six with their significance in the multi-modal transportation and in the logistics industry. This was a traditional question and has been a popular one.

a) Bill of lading with its developments (electronic/paperless): Need to explain functions of b/l.


c) UNCTAD: United Nations Conference on Trade and Development. The organization has been the focal point within the United Nations for the integrated treatment of trade and development and related issues in the areas of investment, finance, technology, enterprise development and sustainable development.

d) CMR (Conventions on the contract for the International Carriage of Goods by Road) – This is a convention related to Europe and applies to cargo moving across a frontier of two contracting countries.

e) COTIF and CIM: European convention of International Carriage of goods by rail. Purely, it is applied through transport.

f) Hamburg Rules: This is a convention on the carriage of goods by Sea 1978. Should explain the significance of this and how it differs from other conventions.

Most answers were reasonable.

**Question Four**

This was another practical question where candidates could bring in their knowledge and wisdom. As long as they could substantiate the answer with solid data/ideas they would gain marks. Some said 18,000 TEU ships would be better and there were arguments against too. However, in general the answers were not very impressive.

**Question Five**

This was not a popular question. This required joined up thinking to consolidate various methods to produce good results and often used in complex businesses such as supermarkets to manage the entire supply chain. At the same time they are subject to continual change to be ahead of the competition etc. Candidates were expected to discuss, KPIs, transport, storage and distribution, distribution networks, warehousing, supply chain vulnerability and risk management methods. Good answers were limited.

**Question Six**

For full marks candidates should have discussed the following:

- IMO International Maritime Dangerous Goods Code (IMDG Code)
- The international transport of dangerous goods by rail/road
- Rules imposed by the International Civil Aviation Authority
- Cargo Identification/Classification (Class & UN number, labelling, segregation)
- Documentation involved.

Complete answers were limited.
**Question Seven**

Another pragmatic question. Candidates had to visualise the physical operations of a shipping company interested in doing port-port and door-door operations would need. This was not a very popular question but some answers were good.

**Question Eight**

This was one of the least popular questions. Candidates were expected to differentiate marketing and sales functions and prepare a sales/marketing plan. Then they needed to elaborate how market information/research would help this process. Only a handful of answers were good.