1. You are the marketing manager for a general cargo port. You believe an opportunity exists for the port to benefit from developments in the onshore and offshore renewable energy business. Draft a report to your managing director outlining the opportunities within these sectors and the resources you would require to undertake this business.

2. Describe the techniques available to port managers to mitigate risk in the present financial downturn.

3. Your chief executive who is new to the port industry has asked you, as port manager, to advise him on how you analyse port performance. Using a port of your choice draft a formal response discussing the indicators available to you.

4. Discuss five of the following abbreviations:
   
   (a) HASAWA
   (b) FEU
   (c) LCL
   (d) ITF
   (e) DNV+GL
   (f) CIF
   (g) P&I

5. You have been appointed Health and Safety Manager at a newly constructed deep sea container terminal. What are the main policies which you would require to have in place prior to the terminal becoming operational?

6. Describe in detail the port and shore side facilities which you would expect to see at a deep sea ro-ro terminal.

7. Describe the investment appraisal techniques available to a port which can be utilised to assess potential developments or acquisitions.

8. Using a port of your choice explain with the use of examples how the port has become a key part in the supply chain.