**Subject:** Oil and Gas Sales and Marketing

**Maximum Time Allowed:** 3 hours

**Instructions**: Do not write on any part of the exam paper. All rough work should be done in your answer booklet. All questions carry equal marks. You are required to answer only FOUR questions.

Question 1

Aside integrated projects, discuss two (2) business structures typically used in liquefied natural gas (LNG) production and transportation. [25]

Question 2

The liquefied natural gas industry originally evolved around two separate regional markets. Give an account on these markets. [25]

Question 3

Evaluate in detail, two (2) supply side events known to cause oil price volatility. [25]

Question 4

What are some of the uses of natural gas? Discuss any five (5) residential, commercial and/or industrial uses. [25]

Question 5

a. Describe three (3) major shipping agreements under which liquefied natural gas (LNG) may be sold. [15]

b. Examine two (2) ship designs for LNG shipping. [10]

Question 6

a. Describe crude oil characteristics, in relation to their API and sulphur contents. [10]

b. Give an account on oil markers and their role in oil pricing. Discuss the major oil markers and their relationships in oil pricing. [15]