



EAST AFRICAN SCHOOL OF AVIATION

FINAL EXAMINATION

SUBJECT: AIR CARGO AGENCY

Duration: 2 HRS

DATE:

TIME:1100-1300hrs

INSTRUCTIONS TO ALL CANDIDATES

1. Answer all questions.



1. The IATA Cargo agent needs a complete commercial knowledge covering product _____ at every stage, from manufacturing to marketing and selling.
 - A. Production
 - B. Management
 - C. Distribution
 - D. Both A and
2. The IATA Cargo agent must avoid making mistakes. His errors may lead to a loss of a _____ whose traffic moves almost every day of the year.
 - A. Cargo
 - B. Customer
 - C. Service
 - D. Truck
3. One of the following is not among the requirements on how to become and IATA Cargo agent. Name it.
 - A. Qualified and duly trained staff
 - B. Suitable working premises
 - C. Marketing skills
 - D. All of the above
4. All but one of the following are rights and obligations of an IATA Cargo agent.
 - A. Obtaining stocks of Air Waybills
 - B. Being appointed by IATA airlines
 - C. Receiving commissions from IATA airlines on Import Cargo
 - D. Presenting shipments "ready for carriage"
5. Airlines and IATA Cargo Agents, both being involved in the transportation scheme, might more rightly be considered as _____ in a common venture.
 - A. Investors
 - B. Partners
 - C. Importers
 - D. Both A and C
6. All but one of the following are services provided by the IATA Cargo Agent.
 - A. Arranging insurance for customers
 - B. Tracking and tracing of shipments
 - C. Assisting the shipping public with information in the importing countries
 - D. Preparing airline documentation
7. A _____ is a freight forwarding agent accredited under IATA/FIATA Air Cargo Program.
 - A. Consolidator
 - B. IATA Cargo agent
 - C. Break bulk Agent
 - D. IATA/FIATA endorsed forwarder
8. The General criteria that must be met to become an endorsed Freight Forwarder include all but one of the following
 - A. Appropriate business registration
 - B. Sound financial standing
 - C. Suitable working premises
 - D. Good communication skills
9. Under the new IATA/FIATA program, freight forwarders are now in a _____ relationship with the airlines
 - A. Principal-to-Principal
 - B. Principal-to-Client
 - C. Client-to-Principal
 - D. Principal-to- Representative
10. A _____ is a freight forwarding agency that arranges shipping of goods for the benefit of the client, but doesn't operate or have his own airplane
 - A. Break bulk agent
 - B. Consolidator
 - C. IATA Cargo agent
 - D. Both B and C
11. The consolidator needs to have costs incurred compensated by the _____ in the freight costs.
 - A. Margin
 - B. Difference
 - C. Markup
 - D. Both B and C
12. Acting as a consolidator, the IATA/FIATA endorsed freight forwarder sells his _____ transport system at _____
 - A. Goods, Tariff
 - B. System, Tariff
 - C. Tariff, System
 - D. Both A and B



13. The carrier's _____ may vary from state to state depending on the applicable international convention or applicable domestic Law, on the contract of carriage.
- Capacity
 - Liability
 - Stability
 - Both A and C
14. For traffic to which the Montreal convention applies the liability limits of the carriage as from December 30, 2009, in the case of destruction, loss, damage or delay is _____ Special drawing rights.
- 17
 - 18
 - 19
 - 20
15. For countries that have not ratified the Montreal convention (1999) the liability limit of _____ SDR per kg applies
- 17
 - 18
 - 19
 - 20
16. Valuation charges are assessed by the carrier if the shipper is requiring the carrier to assume liability for an amount exceeding _____ SDR as the liability limit.
- 17
 - 18
 - 19
 - 20
17. In performing his services, the IATA FIATA endorsed forwarder/consolidator must ensure that documents are not misplaced or lost as this may result in serious _____.
- Delays and losses
 - Lose of job
 - Mistrust
 - Both B and C
18. Air cargo is a _____ business that transports _____ of the value of goods traded internationally.
- USD60.00/45%
 - USD70.00/50%
 - USD50.00/35%
 - USD80.00/40%
19. The IATA cargo agent needs a complete commercial knowledge covering product _____ from manufacturing to marketing and selling.
- Knowledge
 - Distribution
 - Management
 - Marketing
20. To acquire IATA Accreditation the applicant must provide evidence of all but one of the following:
- Financial resources
 - Qualified staff
 - Adequate facilities
 - Payment of airline charges is
21. Airlines and IATA Cargo agents, as both being involved in the transportation scheme, might be more rightly considered as _____.
- Air cargo shippers
 - Transporters
 - Partners in a common venture
 - No of the above
22. Which of the following about the rights and obligations of an IATA Cargo agent is not true?
- Receiving commissions on Import cargo
 - Presenting shipments, ready for air carriage
 - May be denied credit facilities
 - May loose registration, for repeated late payment.
22. To obtain Air Waybill stocks, the freight forwarder must be an IATA registered and
- FIATA registered
 - Appointed by the shipper
 - Appointed by the Airline
 - CAA approved
23. CASS was developed to simplify the reporting of cargo sales and settling of accounts between
- Cargo agents and carriers
 - Cargo agents
 - Shippers and agents



Air Cargo Agency CAT

- D. Passengers, carriers and cargo agents
24. A _____ is a freight forwarding agent accredited under the IATA FIATA air cargo program.
- A. Consolidator
 - B. Break-bulk agent
 - C. IATAFIATA endorsed forwarder
 - D. Customs broker
25. IATA airlines and IATA Cargo agents, as both are involved in the Transportation scheme, are more rightly considered as _____.
- A. Air cargo shippers
 - B. Transporters
 - C. Partners in a common venture
 - D. No of the above
26. _____ is not among the services provided by the IATA cargo agent.
- A. Arranging for pickup of goods
 - B. Checking for export and import licenses
 - C. Assisting the shipping public with investments
 - D. Arranging for insurance for insurance for customers
27. The consolidator can perform the roles of _____
- A. Carrier and consignee
 - B. Shipper and principal
 - C. Carrier and principal
 - D. All of the above
28. _____ For revenue purposes, customs require
- A. Commercial Invoices
 - B. SLI
 - C. DGD
 - D. Air Waybill
29. Which one of the following is the is not in the rate structure used by Consolidators?
- A. SCR
 - B. GCR
 - C. Group rate
 - D. Class rates
30. Cargo in bond occurs when _____.
- A. The shipper and importer cannot agree on their terms
 - B. Duties have not been paid
 - C. The importer decides not to take delivery of the cargo
 - D. Cargo is lost
31. An Overpack is used by a shipper and contains more than one package. The packages therein are treated as
- A. Multiple units
 - B. One unit of package
 - C. Composite units
 - D. Both A and B
32. All charter costs are payable
- A. Before the flight departure
 - B. During the flight
 - C. After the flight
 - D. After arrival at the destination
33. The _____ is an agent at the destination who breaks down consolidations into their individual parts
- A. Consolidator
 - B. Break bulk agent
 - C. Consignor
 - D. Consignee
34. No liability is assumed for damages sustained in _____
- A. Warehouses
 - B. Acts of God
 - C. Force Majeure
 - D. Both B and C
35. The Master Air Waybill will be _____
- A. Prepaid
 - B. Charges collect



- C. Not payable
D. Both A and B
36. _____ is the main advantage a consolidator obtains from airlines.
A. Commissions
B. Weight Charge
C. salary
D. Storage facilities
37. _____ is the carrier's liability limit per gross KG as per December 30, 2009.
A. SDR 17.00
B. USD 19.00
C. SDR 19.00
D. USD 17.00
38. _____ is not among the documents require prior to air cargo Transport?
A. SLI
B. Commercial Invoices
C. Manifest
D. DGD
39. One of the following commodities requires the usage of special Storage facilities?
A. Gold Bullion
B. Books
C. Electrical Equipment
D. Computer spares
40. What is the name of the agent who groups shipments and dispatches them as one unit for shipping?
A. Shipper
B. Consignee
C. Consolidator
D. Break-bulk agent
41. What is the name of permanent booking on a certain flight?
A. Allotment
B. Flight Allocation
C. Reservation
D. Both A and B
42. All but one of the following are the rights and obligations of an IATA FIATA endorsed forwarder.
A. MAWB stock
B. HAWB stock
C. Credit facilities
D. Both A and C
43. The IATA FIATA endorsed forwarders are required to do all but one of the following.
A. Present a shipment, ready for carriage
B. Maintain adequate facilities
C. Have qualified personnel to handle shipments
D. Customs clearance
44. A _____ is a freight forwarding agency that arranges shipping of goods for the benefit of a client but does not operate or have its own airplane.
A. Shipper
B. Consolidator
C. Consignee
D. Customs broker
45. Consolidators issue House Air waybills to their customers and _____ on behalf of the actual carrier.
A. Consignment notes / Master air waybills
B. Master air waybills/House Air waybills
C. Master air waybills/Bills of lading
D. House Air waybills/Master air waybills
46. _____ dispatch, via scheduled airlines single shipments that are documented and forwarded separately at normal published airline rates.
A. Consolidators
B. IATA Cargo agents
C. Customs brokers
47. One of the following shipments doesn't requires advance arrangements_____.
A. Live animals
B. Perishables
C. Dangerous Goods
D. Books
48. The document covering each individual consignment is known as the _____.



- A. Master air Waybill
 - B. House Air Waybill
 - C. Invoice
 - D. Receipt
49. Low density cargo refers to cargo which has ____ weight in relation to its volume?
- A. Low
 - B. Minimum
 - C. Heavy
 - D. Neutral
50. He assumes responsibility beyond delivering the consignment to the airline
- A. Consolidator
 - B. IATA Cargo Agent
 - C. Shipper
 - D. Consignee
51. Which one of the following is not among the factors that affect Packing? ____.
- A. Nature of goods
 - B. Newly developed packing methods
 - C. Restriction due to load Limitations
 - D. Embargo of cargo
52. This is the intermediate zone between arrival and delivery of goods to the consignee_____
- A. Eastern time Zone
 - B. Free trade zone
 - C. Free import zone
 - D. All of the above
53. The forward hold (FWD) and AFT cargo hold(AFT) are located in the_____
- A. Lower deck
 - B. Main Deck
54. This is the ability of an IATA airline to act as agent for each other in areas that they do not perform transport services
- A. Agency affairs
 - B. Interlining
 - C. Reservation
 - D. Advance arrangement
55. What is the three-letter code for Accra, Ghana?
- A. ACS
 - B. ACC
 - C. ACR
 - D. ARA
56. What is the name of the document that covers the transportation of the total consolidation?
- A. Master Air waybill
 - B. House Air Waybill
 - C. Invoice
 - D. Receipt
57. Which one of the following is not among the processes of Customs clearance procedures?
- A. Document recovery
 - B. Notification of arrival
 - C. Preparation of customs entry
 - D. Trucking
58. One of the following is not a service of the consolidator on export Cargo _____
- A. Groupage
 - B. delivering bulky cargo
 - C. Arranging for customs clearance
 - D. Tracking
59. This is a document that is issued by a bank at the request from the consignee, that guarantees payment to the shipper
- A. Letter of Credit
 - B. Sight Draft
 - C. Bill of Exchange
 - D. Both B and C



60. The document that is provided to the captain to inform him about any special cargo on board the aircraft is referred to as _____
- A. DGD
B. NOTOC
C. NOTAM
D. All of the above
61. This is a document that must always accompany a shipment of Dangerous Goods.
- A. Health certificate
B. Certification for Dangerous Goods
C. Certification for live animals
D. Shipper's Declaration
62. One of these is not a document required for payment purposes
- A. Letter of credit
B. Shipper's declaration
C. Bill of exchange
D. Sight draft
63. OAG stands for _____
- A. Aircraft on Ground
B. On Ground Aircraft
C. Official Airline Guide
D. None of the above
64. One of the following is not among the points of information on a charter contract.
- A. Aircraft Type
B. Time and date of operation
C. Airports of Operation
D. Nature of goods
65. The weight of the passenger, baggage, cargo and mail on board of the aircraft is known as _____
- A. Payload
B. Gross weight
C. Chargeable weight
D. Volume weight
66. _____ is also known as Pick-up and Delivery.
- A. Tracking
B. Tracing
C. Trucking
D. Transport
66. _____ is an airport that serves as a central point of origin or destination for a number of flights to/from a number of destinations
- A. Terminal
B. Hub
C. Landside
D. Airside
67. A mixed consignment shall not include all of the following articles except _____
- A. Human remains
B. Electrical equipment
C. Live animals
D. Valuable cargo
68. One of the following is not a factor considered in Packing
- A. Nature of goods
B. Aircraft ULDs
C. Handling facilities both at origin and Destination
D. Restrictions due to the Documentation
69. One of the following is not in the charter contract
- A. Aircraft type
B. Nature of goods
C. Number of Packages
D. Both B and C
70. The three types of irregularities that can lead to claims for losses or damage to cargo are partial loss, delay and _____
- A. Damage,
B. Total Loss
C. Misplaced
D. None of the above



71. In case of claims made by the consignor of the goods, the IATA FIATA endorsed forwarder/consolidator reserves the right to claim against liable _____.
- A. Consignee
 - B. Shipper
 - C. Carrier
 - D. Consolidator
72. Chargeable weight is the rate applied to the _____.
- A. Minimum weight
 - B. Weight whichever is the highest
 - C. Gross weight
 - D. Volume weight
73. The charge for delays to aircraft at origin or destination, which are directly the fault of the charterer is referred to as _____.
- A. Valuation Charge
 - B. Minimum charge
 - C. Disbursement fee
 - D. Demurrage
74. Claims can be made against _____ possible types of irregularities.
- A. 4
 - B. 3
 - C. 2
 - D. 1
75. One of these is not among the Air cargo agent functions? _____.
- A. Logistics consultancy
 - B. Insurance
 - C. Payment functions
76. _____ centralizes shipments with different origins, so that they can be sorted and redistributed to their final destination.
- A. Hub
 - B. Terminal
 - C. Warehouse
 - D. Both A and C
77. The companies offering the services in the above airport are known as _____.
- A. Air Cargo Agents
 - B. Operators
 - C. Consolidators
 - D. Integrators
78. One of the following is not among the documents required due to the Nature of Goods _____.
- A. Bill of Exchange
 - B. DGD
 - C. CITES Document
 - D. Health Certificate
79. There are _____ Categories of aircraft
- A. 4
 - B. 3
 - C. 2
 - D. 1
80. IATA Resolution 833 deals with one of the following _____.
- A. Logistics consultancy
 - B. Preparing Shipments Ready for Carriage
 - C. Payment functions
 - D. Reservation
81. The intermediate zone between arrival and delivery to the consignee, in case of terminating traffic, or to the onward carrying transport carrier in case of transshipment is known as _____.
- A. Free time zone
 - B. Free transport zone
 - C. Free trade zone
 - D. Both A and B
82. Cargo for which, import duties or at least a guarantee that the duties will be paid is referred to as _____.
- A. Bonded Cargo
 - B. Cargo in bond
 - C. Bonded goods



- D. Cargo in warehouse
83. One of the following is not a service of the Consolidator on Export Cargo _____.
A. Door-to-door delivery of goods
B. Re-documentation
C. Tracking
D. Both A and C
84. _____ refers to Pick-up and delivery
A. Shipping
B. Trucking
C. Distribution
D. Both A and B
85. Duty is assessed at the pace of importation on _____
A. Total value of goods only
B. Air freight charges only
C. Invoice only
D. Both A and B
86. These are packagings that do not require any other kind of protection _____
A. Composite Packaging
B. Overpacks
C. Single Packagings
D. Combination
87. _____ Consists of an outer packaging and an inner receptacle constructed to form one unit.
A. Composite Packaging
B. Overpacks
C. Single Packagings
D. Combination
88. One of the following is not among the factors that need to be taken to account while packing.
A. Nature of goods
B. Newly developed Packing Methods
C. Aircraft ULDs
D. Gross weight and Dimensions
89. All charter costs are payable _____ flight departure
A. Before
B. After
C. During
D. Both A and B
90. The contract of carriage between the airline and the charterer stipulates all but one of the following conditions.
A. Aircraft Category
B. Dates of operation
C. Capacity of aircraft
D. Price and other charges payable
91. Generally, a charter will be charged on the basis of a _____ of the journey.
A. First portion
B. Round trip
C. Last portion of
D. Domestic part
92. _____ is a charge for delays to aircraft at origin of destination which are directly the fault of the charterer or his agent.
A. Demrage
B. Demurage
C. Demurrage
D. Demarrage
93. The contract of carriage between the charterer and the airline stipulates all but one of the following conditions of charter.
A. Aircraft category
B. Weight limitation of the payload
C. Time and date of operation
D. Airports between which the aircraft will operate



94. The cancellation fee is based on a scale of days, where the penalty increases depending on how _____ the departure date, the notification of cancellation is given.
- A. Far from
 - B. Close to
 - C. Late
 - D. Early
95. The inners of a composite packaging are known as inner _____ and not inner _____.
- A. Packagings, packages
 - B. Packagings, receptacles
 - C. Receptacles, packagings
 - D. Packages, receptacles
96. Cargo agents should ensure that the ground services offered by the company are _____ and _____ as the air Transport element.
- A. Cheaper, reliable
 - B. Economical, reliable
 - C. Reliable, cost-effective
 - D. Cost-effective, reliable
97. The intermediate zone between arrival and delivery to the consignee, in case of terminating traffic, or to the onward connecting carrier, in case of transshipments. _____.
- A. Free Transport zone
 - B. Free Trade zone
 - C. Free clearance zone
 - D. Free storage zone
98. National governments will specify a period of time, during which goods may stay within a free trade zone. Usually, this period is _____.
- A. 2 months
 - B. 1 month
 - C. 3 months
 - D. 4 months
99. _____ is also known as pick - up and delivery.
- A. Tracking
 - B. Trucking
 - C. Tracing
 - D. Both A and C
100. Many air cargo agents can give that offer packing services can give full professional advice on the various types of _____ needed for all kinds of goods moving by air.
- A. Packing
 - B. Service
 - C. Protection
 - D. Facilities
101. _____ is the process by which articles and substances are prepared and protected so that they can be transported without loss or damage of goods.
- A. Packing
 - B. Packaging
 - C. Package
 - D. Both B and C
102. _____ is an empty container.
- A. Packing
 - B. Packaging
 - C. Package
 - D. Both B and C



103. _____ packagings are packagings that do not need any other kind of protection.
- A. Single
 - B. Composite
 - C. Combination
 - D. Overpacks
104. _____ packagings consists one or more inner packagings and an outer packaging.
- A. Single
 - B. Composite
 - C. Combination
 - D. Overpacks
105. _____ packagings consists of an outer packaging and an inner receptacle constructed to form one unit.
- A. Single
 - B. Composite
 - C. Combination
 - D. Overpacks
106. A _____ packaging is an enclosure used by a single shipper, to contain one or more packages and to form one handling unit.
- A. Single
 - B. Composite
 - C. Combination
107. Through an integrated network of _____ cargo agents are able to constantly track the movement of every shipment in their systems.
- A. EDE
 - B. EDI
 - C. RFS
 - D. FBL
108. Who is responsible in providing documentation that gives proof of dispatch or receipt of goods in question when payment for goods is being accepted?
- A. Seller
 - B. Buyer
 - C. Carrier
 - D. The air cargo agent
109. The three key functions air freight forwarders require to operate effectively and provide and provide high quality services to customers include all but one of the following.
- A. Staff education
 - B. Accounting
 - C. Communication facilities
 - D. Tracking and Tracing
110. The form of payment for the freight or services a forwarder renders to his client depends on the established _____ between two parties.
- A. Contract
 - B. Agreement
 - C. Amount
 - D. rates
111. In some cases, the agreement with the client may be that the client will pay _____ directly.
- A. Rates and charges
 - B. Customs duties
 - C. Transportation charges
 - D. Commissions

