

Name:
Enrolment No:



UNIVERSITY WITH A PURPOSE

UNIVERSITY OF PETROLEUM & ENERGY STUDIES
Online End Semester Examination, June 2021

Course: Oil/Gas Sales and Distribution Management
Program: BBA OGM
Course Code: OGOG 1003

Semester: II
Time: 3 Hours
Max. Marks: 100

SECTION A

1. Each Question will carry 5 Marks
2. Instruction: Explain each briefly in not more than 5 lines

S.No	Question	COs
Q1	Role of PRA's	CO 4
Q2	Functions of OPEC	CO 1
Q3	Types of Traders	CO 2
Q4	Classify the oil tankers based on their carrying capacity in deadweight tons (DWT).	CO 2
Q5	Explain the process used to determine price differentials	CO 4
Q6	Any 5 grades of Brent	CO 1

Section B

1. Each question will carry 10 marks
2. Instruction: Write short / brief notes

Q7	Explain the following natural gas pricing terms: wellhead price, hub price, city gate price, end user price and netback price.	CO 1
Q8	Compare and contrast between physical supply and futures contract	CO 3
Q9	Differentiate between Brent, WTI, and Dubai-Oman crude oil benchmarks with the help of examples.	CO 3
Q10	Explain the type of risks involved in crude oil trading and how each risk is mitigated?	CO 4
Q11	Explain the three major natural gas hubs across the globe i.e. Henry Hub, UK NBP and Netherlands TTF. Conduct a comparative study of the three.	CO 3

Section C

1. Each Question carries 20 Marks.
2. Instruction: Write long answer.

Q12	What are the benefits of pipeline transportation? How the route for establishing pipeline network is selected?	CO 2
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