



**The Chartered
Institute of Logistics
and Transport**

INTERNATIONAL CERTIFICATE IN LOGISTICS AND TRANSPORT
BUSINESS THEORY

M1-L3

JUNE 2025 EXAMINATION

Note to Candidates

Candidates are advised to spend no more than 40 minutes on each question

Instructions to Candidates

- Duration of examination: **2.30 HOURS**.
 - **Answer FIVE questions.**
 - Questions may be answered in any order.
 - An allocation of marks is indicated along each question.
 - Credit will be given for citing relevant examples.
 - Write legibly.
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QUESTION 1

- | | |
|---|------------------|
| a) List the 7 elements of marketing. | (7 marks) |
| b) Name and briefly explain the distinct markets. | (9 marks) |
| c) Write brief notes on the Marketing mix/4Ps. | (4 marks) |

QUESTION 2

Explain the relationship between the profit and loss statement to the Balance Sheet.

(20 marks)

QUESTION 3

Clarify the main areas of legislation relating to logistics and transport organisations.

(20 marks)

QUESTION 4

- a) List the main characteristics of a true market. **(4 marks)**
- b) Differentiate between data and information. **(6 marks)**
- c) Name six common types of expenses in a business. **(6 marks)**
- d) "Like other legislation, there is a requirement for employers and self-employed people to assess the risks to the health and safety of workers and others who may be affected by their work activities."

List four responsibilities of employers.

(4 marks)

QUESTION 5

- a) "Road freight transport organisations, especially those operating vehicles which weigh over 3.5 tonnes gross plated weight, are required to adhere to numerous rules and regulations to meet their legal obligations.'

Name eight of these compliances.

(8 marks)

- b) Fill each hazard class with the appropriate substance.

Class 1 _____
Class 2 _____
Class 3 _____
Class 4.1 _____
Class 4.2 _____
Class 4.3 _____
Class 5.1 _____
Class 5.2 _____
Class 6.1 _____
Class 6.2 _____
Class 7 _____
Class 8 _____

(12 marks)

Question 6

Identify and explain the implications of technological advances in computer systems used in logistics and transport operations. **(20 marks)**