



## The Commercial Shipping Program

### Maritime Law - Curriculum

#### Vendor

The course will be delivered by key staff from Gorrissen Federspiel.

After completing the course on Maritime Law, the participants will have acquired a broad understanding of the legal responsibilities they meet in their daily commercial transactions, as well as the legal commitments they encounter representing the company.

The course will be conducted in English.

Consisting of two days with class room teaching and exercises together with distance learning conducted as 'webinars', the objective of the module in maritime law is to provide the students with a broad understanding of the legal responsibilities and concepts they face in their daily commercial transactions and the main areas of law of relevance primarily to a modern ship owning company.

#### Learning Objectives

1. Understand how international maritime law affects maritime commercial transactions
2. Discuss the difference between legal regimes with particular emphasis on English Contract Law
3. Explain international law in relation to shipping disputes, cargo damage, claims procedures, insurance law and the use of correct terminology to argue viewpoints
4. Understand the basic mechanisms in place to resolve commercial disputes, including arbitration and mediation procedures
5. Understand the process of maritime liens and the role of P&I Clubs/legal representatives in this respect
6. Understand international law in relation to collisions, salvage, general average, oil pollution and the importance of collecting evidence
7. Understand the rights and obligations in relation to Bills of Lading, Hague, Hague Visby, Hamburg and Rotterdam Rules
8. Compare key voyage and time charter parties from a legal perspective and identify suitable rider clauses
9. Know about the legal responsibilities particular for passenger transportation
10. Know about the legal processes related to sale and purchase of ships

11. Understand how to organise a shipowners business and ensure global legal compliance
12. Understand various methods of ship financing, loans and security
13. Understand pool agreements and ways of cooperation between shipowners

## **Course Content**

During the course, participants will cover the following topics:

### **Introduction to Maritime Law (classroom teaching)**

1. Overview of contracts and other legal matters in international shipping
  - a. Various commercial contracts
  - b. Other legal matters (liability, compliance etc.)
  - c. The various parties involved
2. Basic principles of Contract Law and Tort
3. Law of Carriage of Goods by Sea
4. Law of Agency
5. Carriage of passengers
  - a. The Athens Convention and the 2002 Protocol
  - b. Basics and limitation of liability
  - c. The EU package Travel Directive
6. Capital contribution, including ship finance
7. Formation of a shipowning company, choice of domicile and effect of domicile

### **Maritime Contracts in International Trade (E-learning)**

1. The sale contract and its inter-action with chartering
2. The formation of the charter, "subjects", terms and governing law
3. Voyage chartering/Contracts of affreightment (COAs)
  - a. Freight
  - b. Laytime, arrived ship, Notice of Readiness
  - c. Demurrage and Dispatch
4. Time chartering/Bareboat chartering
  - a. Duration
  - b. Early and late (re)delivery
  - c. Obligation to pay hire
  - d. Withdrawal and off-hire
5. Bills of Lading
  - a. Hamburg, Hague/Hague Visby Rules and Rotterdam Rules
  - b. The main functions of the Bill of Lading
  - c. The relationship with the sale contract, the letter of credit and the charter party
  - d. Letters of Indemnity
  - e. Clean/claused bills
6. Newbuildings
  - a. NEWBUILDCON

7. Sale & purchase of ships
  - a. SALEFORM 2013
8. Outsourcing, including management agreements
9. Pool agreements, joint ventures and other cooperation agreements

### **Maritime Disputes and Casualties (E-learning)**

1. Enforcement of maritime claims
2. Maritime liens
3. Arbitration, mediation and litigation
4. The liability of the vessel, marine insurance and casualty
  - a. Civil Liability caused by marine pollution, including the 1992 Civil Liability Convention/Global limitation
  - b. Collisions and Salvage/General Average
    - i. Investigation of a collision
    - ii. The 1910 Collision Convention
    - iii. The International Regulations for Preventing Collisions at Sea
    - iv. Salvage and towage law
  - c. Marine Pollution
    - i. When may liability arise and the possibility of excluding liability (limitation)
    - ii. The role of the IOPC Fund
5. Legal compliance
  - a. Competition law
  - b. Anti-corruption practice
  - c. Sanctions
  - d. Tonnage tax
  - e. Recycling
  - f. Environmental compliance
  - g. Other
6. Classification societies

### **Examination**

At the end of the course, the participants are required to attend a 4 hour formal written examination.

### **Case study**

Executed in working groups with 3 – 5 members all students will be designated with the challenge of writing a case study. Each working group may choose between maritime economics or maritime law as the subject matter for the case study. The case study will be examined orally.

**Text Books**

“Maritime Law” by Yvonne Baatz.

“Cases and materials on the Carriage of Goods by Sea” by Anthony, Jason Chuah and Martin Dockray.

## **Maritime Economics - Curriculum**

### **Vendor**

The course will be delivered by key staff from Shipping Analysis Department, which is the department in BIMCO responsible for analyzing the commercial markets for dry bulkers, tankers and containerships. Taking the offset in global economics as the analytical starting point for all seaborne trade, the department assists management and members with insight into many different economic aspects of the shipping industry.

The course will be conducted in English.

After completing the course, the participants will gain an overall understanding of the relationships between world economy, seaborne trade and various commodity markets. They will learn how generic economic models are applied in shipping and this will be followed by detailed descriptions of the most important shipping sectors. The participants will also learn the “lifespan” of a vessel: from new building to second-hand market to recycle. This course also enables the participants to understand how shipping industry is connected to port and terminal business and together form the maritime supply chain.

### **Learning Objectives**

1. Understand the relationship between global economy, maritime transport and political factors
2. Discuss the economic organization and structure of the shipping markets
3. Understand the relationship between supply and demand of commodities and freight rates
4. Understand the relationship between shipyard capacity, new building orders, the second hand market and recycling of merchant ships
5. Understand the structure of shipping costs and revenue streams
6. Discuss the major dry bulk commodities, their origin, factors affecting supply and demand and the impact on the world fleet
7. Discuss the major wet bulk cargos, their origin and destination, factors affecting supply and demand and the impact on the world fleet

### **Course Content**

During the course, participants will cover the following topics:

1. Overview of Maritime Trade and Maritime Economics
  - a. Maritime trade in a historical context
  - b. Relationship between world economy and seaborne trade
  - c. World merchant fleet, structure and composition
  - d. Supply and demand and its impact on freight rates
  - e. Economies of scale
  - f. Economic mechanisms, competition drivers

2. Major Commodities and Segments
  - a. Dry Bulk Shipping
    - Commercial origins and destinations
    - Fleet characteristics
    - Specific supply and demand drivers and cycles
    - Future tendencies
  - b. Tankers Shipping (including oil and chemical products)
    - Commercial origins and destinations
    - Fleet characteristics
    - Specific supply and demand drivers and cycles
    - Future tendencies
  - c. Other segments and specialized cargoes
    - LPG/LNG
    - Liner
    - Passenger
    - Project and general cargoes (briefly)
3. Estimating and forecasting
  - a. Key elements of working with market forecasting
  - b. Market research
  - c. Financial instruments, freight derivatives (briefly)
  - d. Political factors affecting seaborne trade
  - e. Structural changes in the maritime industry
  - f. Working with scenarios
4. Shipping lifespan and related sectors
  - a. Shipyard and new building, sale & purchase, second-hand market and recycling
  - b. Port development and tendencies
  - c. Terminal operation and productivities
  - d. Shipping as part of the maritime supply chain (briefly)

### **Examination**

At the end of the course, the participants are required to attend a three hour formal written examination.

### **Case study**

Executed in working groups with 3 – 5 members all students will be designated with the challenge of writing a case study. Each working group may choose between maritime economics or maritime law as the subject matter for the case study. The case study will be examined orally.

**Teaching Methods**

The course will be delivered as a combination of class room teaching and webinars.

**Text Book**

“Maritime Economics” by Martin Stopford.

## **Ship Knowledge - Curriculum**

### **Vendor**

The Ship Knowledge course will be delivered by SIMAC and conducted in English.

### **Learning objectives**

Upon completion of this course, the participant will have acquired the necessary comprehension of ship technology and maritime regulation to interact effectively with the ships they operate. The course will be conducted on the principle that the ship and operator must coexist as a team in order to secure optimal performance. When working on the course topics below, focus will be on how the decisions of the broker and the captain contribute the successful outcome of the voyage.

### **Course Content**

- Knowledge and understanding of the effect on shipping of major international maritime conventions and governing bodies.
- Shipping company composition and departmental responsibilities.
- Shipboard organization and shore interaction.
- The role of the flag state, class society and port state control.
- Factors contributing to a ship's port and cargo suitability including ship particulars, safety performance, propulsion, maneuvering capabilities, cargo capacity / suitability, customer requirements, fuel consumption and speed.
- Ship specifics of tankers, dry bulk carriers, container ships, RORO and MPV.
- Oceanography & meteorology and route optimization.
- Environmental protection and ship owner environmental profile.

### **Examination**

Modules 1 - 3 include exam assignments taken whilst at the seminars.

All three modules must be successfully passed in order to pass the Ship Knowledge course. The participant will be awarded one grade based on the average marks from all three modules.

### **Teaching Methods**

The course will primarily consist of class room teaching in which the participant will be expected to actively participate in the all activities and assignments.

### **Text Book**

"Ship Knowledge" by Klaas van Dokkum

## **Cultural Awareness - Curriculum**

### **Vendor**

The Cultural Awareness course will be delivered by Connecting Cultures.

### **General**

The training develops understanding of cultural differences and their impact on working practices, attitudes and communication styles when working with colleagues. They will learn to use 'best' strategies to overcome real problems and achieve effective team working and relationships.

### **Course Content**

The purpose of this course is to raise participants' awareness of cultural values which impact working and doing business in an international environment. The aim is to make cultural differences tangible and focus on how to "minimize the gap of the difference" and adapt behaviours and communication style for more effective business relationships and working within the international environment. The training outcome will enable participants to adapt their behaviours, to build better relationships, achieve enhanced communication, and gain knowledge and methods on how to work with cultural differences and the best practice for working as 'one team' to achieve effective results.

### **Learning objectives**

The aim of the workshop is to raise participants' awareness of both their own culture and the other cultures to enable them to adapt their behaviours and communication styles to build better relationships for effective working in an international environment.

The participants will benefit by learning:

- how culture impacts business and why it matters
- understanding your own culture
- differences in cultural values, their impact on the ability to work effectively
- differences in communication styles and the challenges
- effective communication, handling the "yes" culture and saying "no"
- virtual/remote working and communication (challenges and overcoming them)
- building trust and relationships – working as "one team"
- business and social sensitivities
- proven strategies for working and communicating effectively across cultures

### **Examination**

There is no formal examination.

### **Teaching Methods**

The course will be delivered as class room teaching.

## **Negotiation Techniques - Curriculum**

### **Vendor**

The Course will be provided by Percepti Global and be conducted in English and be supplemented with Pre-reading along with follow up webinars to reinforce the learning.

### **General**

The purpose of this course is to provide the graduates with a strong foundational knowledge in Negotiating. This includes the often overlooked element of effective preparation combined with how to execute a negotiation successfully to achieve the best result.

The course comprises extensive cases and examples and has been tailored to the shipping industry to reflect typical areas that they might negotiate in. This will provide them with their own personal awareness, relevance and provide them with the experience and challenges in translating Negotiation theory into reality.

The Programme has also been built to incorporate other communication modules that participants have undertaken so there is a clear red thread and relevance of how important communication is, as part of Negotiation.

### **Course Content and Methodology**

The course is highly interactive with several cases and examples, including video assessment for personal development.

During the course the participants will cover the following:

#### **Learning objectives**

- Identify and explore the wide range of subjects, in their daily lives, that can be Negotiated
- The Typical Six Steps of Negotiation
- The importance of Preparation- Use the Outer Wheel Preparation tool to ensure all the key factors in preparation have been covered.
- Identifying your Key Goals and your Counterparts
- The critical aspect of creating and having multiple options
- Identifying the Personal Typologies traits of the different types of Negotiators
- The challenges and opportunities of your own typology in the Negotiation
- Using the Inner Wheel for effective Execution
- What to do if you have no time to prepare
- Is Win-Win really possible?
- How to position effectively without creating conflict
- Understanding how to use Anchoring in negotiation
- Negotiating as a Team

- The Power of asking the right questions
- The importance of Trust in Negotiations and what builds it and what erodes it
- How to create the right image
- Being Firm but flexible
- The Pro's and Cons of different medias (email, phone etc.) in negotiations
- Classic Negotiation mistakes
- The law of reciprocity
- Using Contingent Agreements for powerful results

### **Examination**

There is no formal examination.

### **Teaching Methods**

The course will be delivered as class room teaching and follow up webinars.

### **Overall Walk Away Points**

The course will provide the participants with a simple but highly effective toolbox that they can apply to every negotiation, throughout their shipping careers, both in Preparation and Execution.

## **Communication Techniques – Curriculum**

### **General**

In the shipping graduates daily lives they have to present, persuade and get people to buy-into their ideas, whether it's in an internal meeting, a client meeting or a small presentation.

The purpose of this course is to provide them with a series of communication tools and skills that they can use to improve the results they get from the different ways they communicate on a daily basis.

### **Vendor**

The course will be delivered by Percepti Global and be conducted in English

### **Learning objectives**

- Diagnose and understand ones own primary communication typology style.
- Recognise how to flex ones communication style to improve understanding by the listener
- Leveraging your body language for more powerful communication
- Basic foundation in reading other people's body language
- Discovering the hidden power in your Voice
- How to build trust and what erodes it in communication
- Framing around asking questions
- The pay-off of Active Listening
- The Art of Introducing Yourself
- Common communication mistakes
- The Importance of Point B in Communication and Presentations
- Effective audience analysis and the consequences of ignoring it
- The law of Primary and Recency in Presentations
- Understanding WIIFY and using it in Negotiations and Presentations
- WIIFY triggers to drive engagement
- The power of feedback
- How to interact and engage your audience
- Why communicating to the head and the heart is so much more powerful

### **Examination**

There is no formal examination.

### **Course Content and Methodology**

The course is highly interactive with participants doing some cases and presentations. They are filmed and are given participant and instructor feedback.

### **Teaching Methods**

The course will be delivered as class room teaching with video recordings.