

Commercial ship-management principles

Course aim and objectives:

This course provides participants with knowledge of the essentials for prompt and cost effective day to day commercial operations of different types of vessels including tankers, bulk carriers and LNG/LPG carriers. This process entails the use resources for continuous monitoring and analysis of market trends to identify best chartering options for the fleet and discovering new business opportunities for being ahead of the competition and providing customer satisfaction.

Course main elements:

- Ship's trading limitations and best chartering options
- Market trends and fluctuations in chartering rates by trading region
- Niche or optimum markets for ensuring the vessel's ongoing employment
- Voyage analysis, fixed costs, operational running expenses
- Negotiating and concluding vessel's fixture
- Terms of vessel's employment and legal issues
- Charter party reviews and commercial disputes
- Practical exercises

Course participation:

The course is open to shipping company corporate commercial, operations and technical, managers, superintendents, Masters and senior shipboard team members involved in the day to day commercial and technical management of the vessel

Course duration: 1 day

This training program is currently provided in 6-hours with real time instruction through a dedicated e-platform in 2 three-hour pre-scheduled interactive web-based learning sessions.