

# Maritime Professional Training



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## Maritime Professional Training

#### Introduction

In this workshop If the business really wants to keep the competitive advantage, a significant portion of the knowledge, experience, and new ideas are required to support this requirement. As a result, the anticipated expansion would necessitate a highly trained and multi-skilled staff from various marine and maritime professional backgrounds.

### Workshop objectives

- Detailed knowledge about fundamental relations between economy, trade, and maritime transport
- A thorough analysis of challenges and trends in the maritime market
- Identification of the fundamental principles of maritime law within the broader context of the law and legal systems
- A clear understanding of the evaluation process of the ship finance sector in terms of markets, participants, sources of ship finance, latest trends, and future challenges
- A critical evaluation of the advantages/disadvantages of dissimilar theoretical methods of management and leadership

### Maritime Apprenticeship Workshop Outlines

#### Day 1

#### Maritime Industry:

- · Maritime overview
- · Maritime theory approach
- Key maritime philosophies
- Maritime role as a trade facilitator
- · Dimension of the global marine industry

#### Maritime Freight Market:

- Trade pattern
- · Ports and their impact on shipping
- · Economic globalization and shipping
- · Global trade routes and commodities
- Economics importance of maritime trade

#### Day 2

#### Ship Types & Sizes:

- · Shipping business management
- · Purpose, benefits, and particularities

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- Ship types & sizes
- · Ship designs
- Ship structure

#### Maritime Financial Management:

- · Economic theories
- Stages of shipping cycles
- Key principals
- Key factors & trends in transportation mode
- · Cost-optimization & value-added concerns

#### Day 3

#### **Chartering Management Process 1:**

- · Shipbroking overview
- Detailed chattering process
- Types of chartering
- Post-fixture operator
- Pre-fixing & post fixing

#### Chartering Management Process - 2:

- Laytime calculation
- · Fixture negotiations
- · Voyage management
- Shipping optimization systems
- · Glossary of port & shipping terms

#### Day 4

#### Transport Intermediaries:

- Freight forwarders
- Drivers of efficiency
- Non-vessel operating common carriers NVOCCs
- Customs brokers & export packers
- Clearance and payment procedures

#### Port & Terminal Management:

- Port logistic
- · Port hinterland connectivity
- Private vs. public terminal management
- Port management and concession agreements
- Trends in maritime transport and port development

#### Day 5

#### Ship Technical Management & Inspections:

• Ship parts & designs

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- Safety & performance
- Purchasing inventory control
- Vessel Inspection and reports
- Dry dockings and significant repairs

#### Maritime Law:

- Maritime law components
- Lex Mercatoria
- Hague-Visby Rules
- Limitation of liability
- An understanding of COGSA



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