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Academy



Essentials of Shipping

This essentials of shipping training course is designed for shipping industry professionals wishing to acquire an understanding of the commercial, regulatory and technical elements of the marine shipping industry.



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Course Overview

This live online shipping course, delivered over 16 interactive hours over four consecutive days is essential for shipping industry professionals wishing to acquire an understanding of the commercial, regulatory and technical elements of the marine shipping industry.

The course is suitable for both commercial professionals who may benefit from fundamental technical knowledge; and for technical professionals to improve essential commercial aspects.

Who Should Participate

This shipping course is designed for people who may have had either no or a limited exposure to all of the commercial, legal and technical aspects of the shipping industry but would benefit from an interconnected overview and perspective of how the industry operates.

- New or recent entrants to the shipping or port industries
- Bankers and Commodity Traders engaged in international trading
- Lawyers and In-House Counsel
- Ship Owners, In-House Ship Managers, Ship Charterers and Chartering Brokers
- Third-party ship managers provide commercial, technical or crew management
- Flag State Administrators, Classification Societies & Port Authorities
- Logistics providers, including freight forwarders and Non-Vessel Operating Common Carriers (NVOCCs)
- Marine insurance underwriters, brokers and claims executives

Key Benefits

- The Global Maritime Supply Chain:
 - Its importance, the principal trades and vessel types.
- Flag Registers and Classification Societies:
 - Their separate but related functions and shipowner choices.
- Shipping Economics:
 - Supply and demand, freight market cycles, forecasting and hedging strategies.
- International Trade:
 - The essential role of Incoterms, bills of lading and letters of credit.
- Ship Chartering:
 - The principal charter types and the role of the shipbroker in negotiating and 'fixing' a charter.
- International Maritime Conventions:
 - The regulation of shipping and its enforcement.
- Shipmanagement:
 - Understanding the commercial, technical and crew management functions and operational impacts.
- Shipowner and Charterer Liabilities and Marine Insurance:
 - Understanding policy terms and cover.
- Sustainable Shipping:
 - Impacts of climate change, future fuels and remotely controlled or autonomous ships.



The Business of Shipping and '90% of Everything'

- Origins of ships and shipping as 'the handmaiden of international trade'.
- Today's principal trade routes.
- Differences between bulk trades (wet & dry) and liner trades.
- Past drivers of shipping change and future disruptors?
- Understanding ship tonnage including DWT, GT and NT.
- Global merchant fleet review:
 - » Dry bulk carriers
 - » Oil & chemical tankers
 - » Containerships
 - » Multipurpose vessels
 - » Ro-Ros & Flo-Flos
 - » Service ships including OSVs, dredgers, drill rigs etc.
- Ship owning company basic organisation and structure.
- Flag options, issues and choices

Shipping Markets and Economics

- Global economics and the fundamentals of product & materials supply and demand.
- The 'Four Primary Markets'
 - » New building acquisition.
 - » Chartering revenue.
 - » S&P and 'asset play'.
 - » Demolition/scrap sale.
- Freight market impacts and the shipbuilding time lag.
- Problems of overcapacity:
 - » How many ships are there?
 - » How many are being built?
 - » Shipyard subsidies and market distortions?
- Shipping market cycles, their history, frequency & duration.
- Market forecasting, the foreseeable and unforeseeable risks.
- What part of the shipping cycle are we in today?

International Trade, INCOTERMS and Bills of Lading

- Shipping's supporting role as the sea transport component of an exported goods sale.
- Incoterms and CIF, CFR and FOB export sales.
- The 'Letter of Credit' system for the secure payment of exported goods.
- Bills of Lading, main types and commercial functions.
- The Hague, Hague Visby and Hamburg Rules and their legal impact on the parties to a Bill of Lading.
- Obligation on the carrier to issue a Bill of Lading and the information it must contain.
- Problems with Bills of Lading that can expose the carrier to serious liabilities.
- Bills of Lading, Letters of Credit and compliance with UCP 500
- Electronic Bills of Lading and their growing utilisation.

Ship Chartering

- Chartering as a key revenue generator.
- Chartering options, including:
 - » Voyage chartering as the payment of freight.
 - » Time chartering as the hire of a ship, crew & services at a daily rate.
 - » Bareboat chartering as the long-term hire of a ship without crew or services.
- Shipowner and Charterer port and voyage costs allocation.
- Charter party principal terms and obligations.
- BIMCO and other 'standard form' chartering contracts and clauses.
- Role of the Chartering Broker as an intermediary and agent.
- Process of 'fixing' a vessel and negotiating a 'clean fix'.
- Post fixture roles of the Charterer's Operations Dept. and Port Agents.
- Issue and signature of Bills of Lading under Charter Parties.

Maritime Governance and Shipping Regulation

- International Organisations
 - » IMO
 - » ILO
 - » UNCTAD
 - » CMI



Maritime Governance and Shipping Regulation (Continued)

- Private Organisations (NGO's)
 - » ICS & BIMCO
 - » IACS
 - » INTERTANKO
 - » INTERCARGO
 - » ASF, SSA and FASA
- Maritime Conventions
 - » SOLAS
 - » MARPOL
 - » STCW Convention
 - » MLC
- Turning Conventions into Law.
- Compliance and enforcement:
 - » UNLCOS
 - » Flag State, Coastal State and Port State control.
 - » Class Societies as Flag State 'Registered Organisations'.
 - » The Australian Maritime Safety Agency (AMSA) as a maritime authority and shipping regulator.
 - » Commercial inspection by P&I insurers and charterers e.g. Rightship.
 - » Legal and commercial penalties for regulatory non-compliance.

Commercial and Technical Ship Management

- Principal functions, including:
 - » Company executive, policy and strategy.
 - » Commercial management, chartering, operations and compliance.
 - » Technical management, planning, procurement & compliance.
 - » Crewing recruitment, retention, training and compliance,
- Development of third-party ship management.
- Consideration of potential outsourcing benefits and downside risks.

Maritime Liabilities and Marine Insurance

- Shipowner loss & liabilities:
 - » Collisions, jetty contacts and groundings.
 - » Hull and engine damage repairs and time lost.
 - » Cargo damage, pollution, crew injury and death.
 - » Sinking and total loss.

- Charterer liabilities:
 - » Unsafe port and berth claims by shipowners.
 - » Stevedore damage.
 - » Contaminated bunker fuel damage to ship's engines.
 - » Bunker pollution.
- Cargo owner loss & liabilities:
 - » Cargo damage, total loss or CTL while in transit.
 - » Cargo theft and piracy.
- Exposure to Salvage costs and General Average (GA).
- Loss of income and profits.
- Basic principles of marine insurance as a contract of indemnity.
- Global impact of the Marine Insurance Act 1906
- Common policy terms and the risks covered by:
 - » Hull and machinery (H&M) insurance.
 - » Shipowner's and charterer's protection and indemnity (P&I) + FD&D.
 - » Cargo insurance.
 - » Ancillary covers including war, terrorism and piracy.
- Insurance claims settlement, subrogation and recovery claims

Sustainable Shipping & Future Ships

- Global impact of climate change and increasing environmental awareness and regulation.
- IMO's 2030 and 2050 reduction targets for greenhouse gas (GHG) and Carbon emissions by shipping.
- IMO's Energy Efficiency Existing Ship Index (EEXI) and Carbon Intensity Indicator (CII) obligations (in force January 2023).
- New 'green' fuels, including biodiesel, LNG, methanol, ammonia, hydrogen, storage batteries and wind power.
- CAPEX and OPEX increased cost impacts on the business of shipping and international trade.
- Potential for cost reductions using real-time data and artificial intelligence (AI) analysis in tandem with remotely controlled or autonomous ships.

ASSESSMENT AT THE END OF THE COURSE

- MCQs And/Or Short Essay Questions



Capt. Robert Gordon

LLB, LLM, Master Mariner & Solicitor (England & Wales)

Managing Director, SeaProf Executive Education

Former MD and Chairman, SEAsia P&I Services

Capt. Gordon spent 20 years at sea as a deck officer, shipmaster and pilot before coming ashore to study maritime law at the University of Southampton. He then qualified as a Solicitor and practiced as a partner with admiralty law firm, Thomas Cooper in London. Capt. Gordon founded SEAsia P&I Services, which specialises in marine casualty investigation and P&I correspondent defence work. SEAsia then expanded rapidly by creating a unique franchised network of 20 P&I correspondent offices throughout Asia. The network continues to operate successfully, providing high profile P&I claims investigation and resolution as well as loss prevention services to both International Group P&I Clubs and the fixed premium P&I insurance market.

Capt. Gordon has a special interest in sharing knowledge with the next generation of maritime industry professionals. He was engaged for many years as an Adjunct Lecturer and Professor by the BI Norwegian School of Business in providing lecture modules on marine insurance, ship management and maritime law for Nanyang Technical University's (NTU's) highly regarded MSc in Shipping programme. Capt. Gordon, as MD of SeaProf Executive Education is now focused on the production and delivery of maritime business education courses in Australia and the Asian and Pacific regions.



Essentials of Shipping

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Course Name	Location/ Format	Course Parts	Course Dates	Standard Price
Essentials of Shipping	Live Digital	All 4 Parts	25 - 26 February & 4 - 5 March 2025	SGD \$2,995
Essentials of Shipping	Live Digital	All 4 Parts	21 - 22 August & 28 - 29 August 2025	SGD \$2,995

A 9% Goods & Services Tax (GST) is applicable to all Singapore based companies.



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ABOUT TIMINGS, PRICING AND DOCUMENTATION

Course fees include documentation, luncheon and refreshments for in-person learners. Delegates who attend all sessions and successfully complete the assessment, will receive a Informa Certificate and any applicable partner certificates. A hard copy will be provided to in-person learners and a soft-copy will be provided to virtual learners.

AVOID VISA DELAYS – BOOK NOW

Delegates requiring visas should contact the hotel they wish to stay at directly, as soon as possible.

To avoid delays, please ensure you apply for your visa several weeks before your intended travel date. Visa processing times can vary.

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A confirmation letter and invoice will be sent upon receipt of your registration. Please note that full payment must be received prior to the course. Only those delegates whose fees have been paid in full will be admitted to the course.

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