



**LLOYD'S
MARITIME
ACADEMY**

CORPORATE CLIENT SOLUTIONS

Delivering partner led learning to the maritime industry for over 40 years



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informa connect

CORPORATE CLIENT SOLUTIONS

WHO WE ARE

Skills & knowledge to develop your team and enhance performance in your company

When looking for an industry partner to deliver a consultative & flexible approach to learning & development for your team, Lloyd's Maritime Academy is the partner to help you with this whether it's shipping, ports & terminals, logistics or offshore oil & gas!

We work globally with our clients to design & deliver in house & digital learning solutions which help to build capacity and drive performance within your team.

With over 40 years of experience and with more than 1000 graduates every year, we know what each sector requires and what maritime professionals need to know, do & deliver to succeed.

What's more, we really understand how learning works and we are experts in designing & delivering programmes which provide the tools and motivation to help improve results and drive change within your organisation.

Industry Skills & knowledge to develop teams & enhance performance in your organisation

Lloyd's Maritime Academy is:

Corporate Client Solutions

Seminars

Digital Learning

Our areas of expertise are:

 Business Management & Leadership

 Law, Insurance & Contracts

 Surveying & Technical

 Ports & Terminals

 Shipping, Manning & Operations

 Logistics

 Maritime Safety & Environment

 Offshore Energy

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WHAT WE DO

Lloyd's Maritime Academy offer learning & development solutions that are developed & delivered to meet your objectives

Our Corporate Client Solutions allows a high degree of customisation in terms of delivery, business focus, content, assessment, reporting and timescale

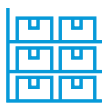
We offer our clients excellence, commitment, depth of subject expertise and innovative solutions including



CUSTOMISED: Tell us about the project you are working on or the challenges you are facing and we will create a unique learning solution for your organisation



TAILORED: We can tailor an existing learning solution to your organisation's specific requirements



OFF THE SHELF: We can deliver any of our certificate level, digital learning courses as a corporate delivery

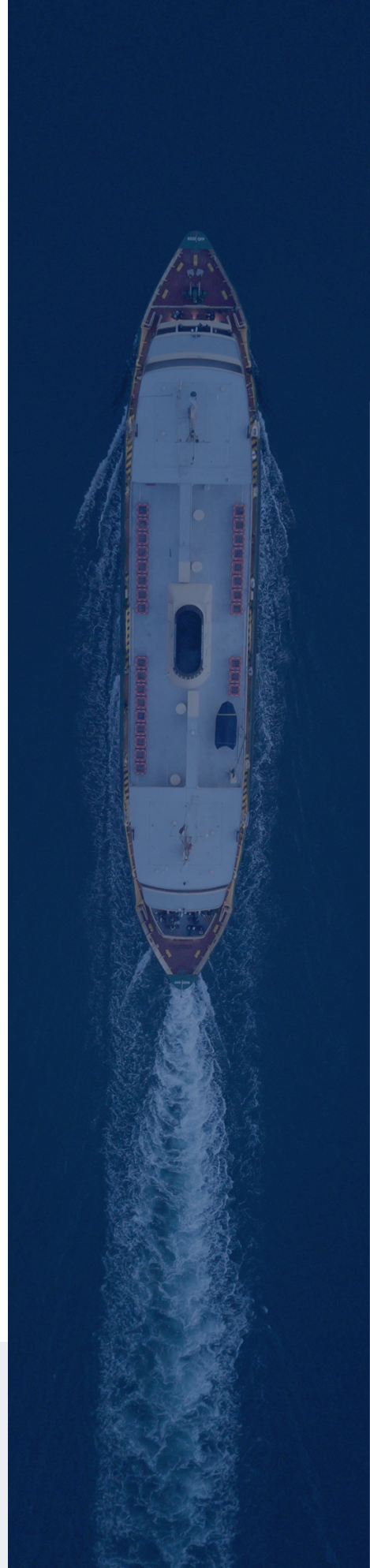


BLENDED: Workshops & Digital Learning:
We can deliver both as part of our blended learning solutions



Their delivery could not have been better, relevant content delivered with enthusiasm and humour. ”

FLEET MANAGEMENT LIMITED



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HOW WE DO IT

Corporate deliveries are developed to provide practitioner led learning & professional development around your organisation's goals and critical business challenges

Corporate deliveries allow for a seamless integration into your existing initiatives and we can deliver our solutions in four different ways:

1: FACE-TO-FACE

2: DIGITAL

3: VIRTUAL CLASSROOM SESSIONS

4: BLEND OF DIGITAL AND FACE-TO-FACE

5: CONTENT DEVELOPMENT/ TRAIN-THE-TRAINER



1. FACE-TO-FACE

We hand pick a leading practitioner to create a course delivered in house



INSTRUCTOR LED WORKSHOPS:

- Emphasis on theory, practical exercises and case studies which are relevant to your team; and
- Face to face training following a pre learning analysis of requirements and post course evaluation



WHY FACE TO FACE WORKS?

- Because your team are learning together, they can absorb, discuss and debate the unique circumstances of your organisation and location, making the learning even more relevant and effective for your team.



The vast knowledge of the trainer, the pace of delivery and content was perfect for us as learners. ”

NIMASA

2. DIGITAL

Not able to take time out of the office?

We can deliver one of our specialised programmes for your team to learn on demand



DIGITAL LEARNING ONLINE MODULES:

- Participants study through our Learning Management System accessing content, videos, assessments & our Course Directors'; and
- Participants work their way through each module and have the opportunity to communicate with the Course Director and each other



WHY DIGITAL LEARNING WORKS?

- Our Learning Management System is accessible anywhere where there is an internet connection; and
- Flexibility to learn & self-develop at your own pace.



Lots of new and great information, the instructor was knowledgeable and very good at delivery, very patient and good at explaining to an audience with varied backgrounds. ”

US Navy Office of Naval Intelligence

3. VIRTUAL CLASSROOM SESSIONS

Not able to take time out of the office? We can develop a specialised programme for your team to learn on demand



ONLINE INSTRUCTOR LED “VIRTUAL CLASSROOM SESSIONS”:

- Delivered using Zoom, MS Teams or BigBlueButton with no need for travel;
- Occurs on the day at the planned time, can also be recorded and played back; and
- Synchronous training delivered as learning series of 1-to-1.5 hour sessions.



WHY VIRTUAL CLASSROOM SESSIONS WORKS?

- Our trainer’s can show slides, PDFs, images, video and talk to the participants;
- Participants can communicate with the trainer and each other via a managed free text interface; and
- Provides a consistent platform for client mentors and stakeholders.



The course was interactive and we discussed many cases and commercial examples. This combination was really interesting to me. ”

EURONAV

4. BLEND OF DIGITAL & F2F

Pre and/or post learning on demand with onsite delivery focusing on practical application and more time for questions

Perfect for training a group of mixed abilities & learning styles, these deliveries allow for participants to undertake self study and assessment of the theoretical elements of a topic and then apply what they have learnt in a classroom environment.

Our practitioner led workshops can be designed around company specific case studies and utilise exercises that allow participants to apply what they have learnt to real company issues or requirements. These can also be supported by online webinars.



“

I received in-depth knowledge about the industry: vessels, equipment, customary practices. The PowerPoints were excellent. ”

Almi Tankers

5. CONTENT DEVELOPMENT / TRAIN THE TRAINER

Would you like your own programme to own & deliver? We can develop a specialised programme for your team and train them to deliver this



CONTENT DEVELOPMENT / TRAIN THE TRAINER:

- Developed specifically for your organisation's use;
- Content is interactive, engaging and easy for your trainers to deliver;
- Developed in collaboration with our clients' so, your specific information can be delivered in a secure and controlled environment; and
- We train your trainers and provide support to enable a successful programme implementation



WHY CONTENT DEVELOPMENT / TRAIN THE TRAINER WORKS?

- Allows an organisation to take ownership of a programme as they roll this out to their colleagues; and
- Creates cost savings over years following an initial investment in development.

PANAMA CANAL AUTHORITY



Helping their Planning & Business
Development Team navigate the opportunities
offered by the Canal's expansion



THE CHALLENGE:

- The expansion of the canal meant bigger ships, different sectors and new business opportunities for the Panama Canal
- However with the expansion of Suez, the opening up of the Arctic Sea Routes and even a potential 'Nicaragua Canal' the risk is that transits potentially move away from the Canal to these new routes



RESULTS:

- Greater understanding of the shipping markets and the economic characteristics of these;
- Knowledge of new sectors and the opportunities they offer with the canal's expansion;
- Understanding of how the shipping, logistics and ports & terminals sectors apply pricing models and how this can be applied to their tolls structure;
- The knowledge & ability to develop masterplans for the creation of economic zones within their port regions; and
- The end result of creating more transits and offering more port services to the ships who transit the Atlantic & Pacific Oceans using the Panama Canal



THE SOLUTION:

- Blended Learning Delivery of our Certificate in Maritime Economics Digital Learning Programme;
- Customised series of workshops focusing on the canal's expansion and opportunities linked to this; and
- Tailored workshops looking at how pricing models can be applied to transit tolls and how economic zones can be developed in port regions

“

This programme offered another perspective of the project we have not explored and offered a great benchmarking/vision for what we need. ”

Panama Canal Authority

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CLIENTS

OUR CLIENTS INCLUDE





LLOYD'S MARITIME ACADEMY

CONTACT US

We would be delighted to talk with you about how we can
train your team to drive growth within your business

For more information on Lloyd's Maritime Academy's, Corporate Client Solutions, please don't hesitate to get in touch!

www.informacomm.com/lma-corporate-client-solutions

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