



**LLOYD'S  
MARITIME  
ACADEMY**

# **MBA IN SHIPPING & LOGISTICS**

The qualification for the  
industry's top talent

Recognised by the Nautical Institute



In partnership with

**Middlesex  
University  
London**

# MBA IN SHIPPING & LOGISTICS

## ABOUT THIS COURSE

The MBA in Shipping & Logistics combines the core components of a traditional MBA with the necessary marine & logistics context, case studies and applications. It is a part-time programme (sometimes referred to as Executive in the MBA market) and because it is distance learning, students can study at their own location following the course schedule.

This MBA focuses on shipping and the associated logistics companies and supply chain management issues. It consists of a compulsory induction and six modules, plus a final project:

- Shipping Business Environment and International Trade
- Business Strategy
- Leading and Managing People
- Advanced International Marketing
- Finance and Risk Management
- Digitalisation in Shipping **(NEW)**
- Business Transformation Project

Each module is prepared using the core management concepts and contextualised by shipping and logistics case studies, activities, assignments and content. The case studies are sourced from leading corporations, associations and leaders from shipping, and logistics and are used to illustrate key management concepts relevant to maritime concerns. They form the basis of key discussions and strategy building. This course was researched and guided by an industry-led advisory panel, whose members represent leading shipping organisations. This means that the content within the course remains up to date and relevant to students.

There is an executive strategy project component which will run over the latter 5 months of the course, and is due at the end. This will be the main assessment of the course and will be written at dissertation level. It will be a business and/or industry specific strategy proposal, fully mentored and supported by the university. Each module will also be assessed using written assessments and occasionally group work. Examinations will be held online as time dependent tests – they do not require travel or attendance at specific venues.

Note: There is a very strict application deadline in August each year for the September start, when all applications and supporting documents must have been received.

Please visit **[www.mba4shipping.com](http://www.mba4shipping.com)** for the next available dates

Online delivery means you can study without having to travel or compromise your employment status. The online student learning portal provides access to online written materials, complemented by audio visual content, group interaction, networking opportunities and a variety of e-learning tools.

### Course highlights:

- **Delivered by experts in the field – Joint Course Leaders:**  
**Dr Kostas Poulis**  
**Dr Efthimios Poulis**
- **Duration: 24 Months**
- **Delivery: Online Distance Learning**
- **Attendance: 100% online**
- **Mode: Part-Time**
- **Assessments:** Each module is assessed by a variety of assignments which include group work, essays, online exams, individual pieces of work and forum participation. The Project which runs throughout the course and is submitted as the final piece of work is an individual piece of research work where you can choose your own topic in agreement with your tutor so you can focus on an issue that is key to you or your company.
- **Study hours:** This is a rigorous academic programme at master's level so anyone applying is making a big commitment. We suggest around 18-20 hours per week (or 75 hours a month) will be needed to be spent on coursework, reading, discussion and assessments. An MBA is a life changing qualification so they will need to be expected to work accordingly.

# MBA IN SHIPPING & LOGISTICS

## OUTCOMES

### Ideal for:

- Shipping companies – on ship and on shore
- Charterers
- Logistics companies primarily but not exclusively working in marine (example oil and gas)

### This course is also for:

- Master mariners and chief engineers looking to move from ship to shore
- 1st/2nd level mariners (Captain / Chief Officer and Officer) looking to move from ship to shore
- Middle & senior management in shipping companies (Shipping manager, logistics manager, sales exec, logistics manager, operations manager, marketing manager)
- Middle to senior management in associated logistics companies (management titles as above)
- Ship brokers
- Charterers
- Executive management in shipping companies (who do not have MBA)

### Within the following sectors:

- Marine law firms
- Insurers/reinsurers/P&I clubs
- Banks
- Port/terminals
- Associations and other industry specialists looking for an MBA qualification (this is more like tertiary)

### Also relevant for:

- Maritime lawyers
- Insurance assessors and under writers
- Marine bankers
- Terminal middle management
- Pilots

## WHY NOT STUDY WITH A COLLEAGUE?

GROUP BOOKINGS MAY QUALIFY FOR A DISCOUNTED ENROLMENT FEE.

[CLICK HERE](#) TO FIND OUT MORE.



# MBA IN SHIPPING & LOGISTICS

## COURSE LEADERS



Joint Programme Leader: **Dr Kostas Poulis**

Kostas is a Senior Lecturer in the Business School at Middlesex University. He is also the General Manager of Epsilon Hellas, a leading multinational firm that is active in managing the human resource side of the shipping sector. He has also acted as the Chairman of the International Maritime Employers' Council's (IMEC) Recruitment & Training Committee while sitting on the Council's Executive Board. He has studied in the Athens University of Economics and Business, the University of Antwerp and UMIST, and holds a PhD in International Business from Manchester Business School.



Joint Programme Leader: **Dr Efthimios Poulis**

Efthimios is Senior Lecturer in Strategic Management at Middlesex University. He has published his research in top academic journals, such as the Academy of Management Review, and presented in international conferences. He has taught strategy and management-related modules for several universities in the UK, Greece, Ireland and Russia. He is currently the Chief Executive Officer of Epsilon Hellas, a shipping multinational.

## What You Will Learn

On successfully completing this degree you will:

- Enhance and extend previous experience in business and management
- Apply existing and newly acquired knowledge and experience to complex business issues
- Be ready for leadership and transformational roles in business
- Improve strategic thinking and innovation skills
- Encourage lifelong learning and personal development
- Acquire improved communication, writing and time management techniques
- Demonstrate a broad perspective on organisational management and its wider impact on society and the environment
- Develop advanced knowledge of your organisation, its management and the environment in which it operates and apply this to the global maritime and related fields
- Be able to operate and manage in a global and multicultural environment
- Develop interpersonal, networking, virtual teamwork and group management skills
- Gain higher levels of self-confidence and awareness of unique strengths and abilities

# MBA IN SHIPPING & LOGISTICS

## KEY INFORMATION

### When does it start and how long is the course?

There is one intake per year in September with an Application Deadline in August. Course runs for 24 months.  
Visit [www.mba4shipping.com](http://www.mba4shipping.com) for next available dates

### What are the entry requirements?

We consider applications on their individual merits and circumstances. However, as a guide the elements we consider when assessing the suitability of an applicant are:

- A Bachelors Degree or an equivalent qualification normally at second class honours or above - or equivalent international academic qualification.
- A minimum of two years' relevant managerial or professional work experience since undergraduate graduation. Managerial experience means having responsibility for people and / or functions and / or relevant technical expertise.
- At least two years' experience working in the shipping and logistics industry or related sector.
- Candidates without an undergraduate honours degree must demonstrate at least five years' senior managerial experience and may be required to submit a GMAT test result of 550 or higher. A full description of your experience is essential to show clearly your successful career path and the contribution you can make to the MBA programme.
- Fluency in spoken and written English is a requirement for entry to the programme. This can be by English being your mother tongue or you have previously successfully completed an undergraduate or postgraduate qualification at a recognised institution where the medium of tuition and assessment was entirely in English (proof must be provided). Where this is not the case, an unconditional offer cannot be given until you provide satisfactory evidence of your English language ability by:
- A minimum IELTS score of 6.5 (with minimum 6.0 in all four components). You can take this test in any of the centres in British Council offices overseas. Applications should be made direct to the local office. If no office is available, enquire at the British Consular Offices.

- A minimum TOEFL score of 575 (no less than 4.5 in test of written English) or TOEFL iBT of 90 (with no less than 19 in each component).
- Or equivalent qualification.

### How is the course assessed?

To successfully complete the programme you must pass each module and the Business Transformation Project. Individual module assessment will incorporate written coursework, online assessment and individual and group projects.

Participation through the virtual learning environment with tutors and fellow students is compulsory and assessed in order to encourage regular contributions by all students.

There will not be any examinations requiring physical attendance at a venue. We will, however, have certain online tests in some modules. Assessments are carefully designed to reflect business management and industry issues and assist in applying your learning to your company or individual focus.

### How much does it cost?

Please go online to [www.mba4shipping.com](http://www.mba4shipping.com) and see the Fees page for full details. An interest-free instalment plan is available. Please contact us for more details.

### Postgraduate loan

If you are a UK or EU national, or have UK 'settled status', and have lived in the UK or the EU (or wider EEA) for the last 3 years, plus will be living in the UK on the first day of your course, and haven't been awarded an MSc, MA, MBA or PhD already, the standard PG loan amount has been increased to £11,570 for students starting a Masters after 1st August 2021. Contact us for information or call the UK Student Loan Company (0300 100 0031).

## ADVISORY PANEL

New to 2021, the MBA in Shipping and Logistics has an exclusive advisory panel to help guide and shape this distinguished qualification.

Middlesex University and Lloyd's Maritime Academy are working with experts within the shipping industry to develop the MBA to be a world-leading career development qualification in shipping and inspire the next generation of successful seafarers.



**André Simha**

Global Chief Digital & Information Officer at  
MSC Mediterranean Shipping Company



**Gary Jeffreys**

Chief Executive Officer  
at CMA CGM UK



**Markus Wenker**

Chief Financial Officer of  
FSL Trust Management

Achieving academic quality and excellence, innovative delivery and professional focus whilst meeting the highest standards is all important for Middlesex University.

WELCOME

At Middlesex University, our passion for education and research underpins all that we do.

Offering cutting-edge research and a well-established tradition of promoting professional practice, our wide range of postgraduate degrees caters to those who wish to deepen their subject knowledge whilst gaining practical work experience. The excellence of our existing teaching, our purpose built facilities and the individual support systems for distance learning students that can be tailored to each student all combine to make Middlesex University a first choice destination.

We'd be delighted to welcome you to our vibrant postgraduate community.

# MDX

## World Class

**Middlesex University has offered cutting edge business courses since the 1950s and was the first institution in the UK to offer a business studies qualification in 1965, launching an MBA programme in the 1980s**

### Dedicated to unlocking your potential

The MBA by distance learning is an internationally recognised qualification of the highest standard and is recognised by Governments around the world, as well as many industry and professional bodies.

Middlesex University is an acknowledged leader in developing and delivering courses of the highest standard. The quality of the MBA is monitored and assured by the academic course validation and review process at Middlesex University plus the UK Government Quality Assurance Agency for Higher Education (QAA).

The key strength of this MBA is that it combines high quality business education with 100% distance delivery. Middlesex University is proud of its excellent reputation and the recognition it receives for this innovative approach. By unlocking access to a quality Master of Business Administration for executives around the world, this programme is at the forefront of the latest educational approaches to postgraduate study.

# MBA IN SHIPPING & LOGISTICS

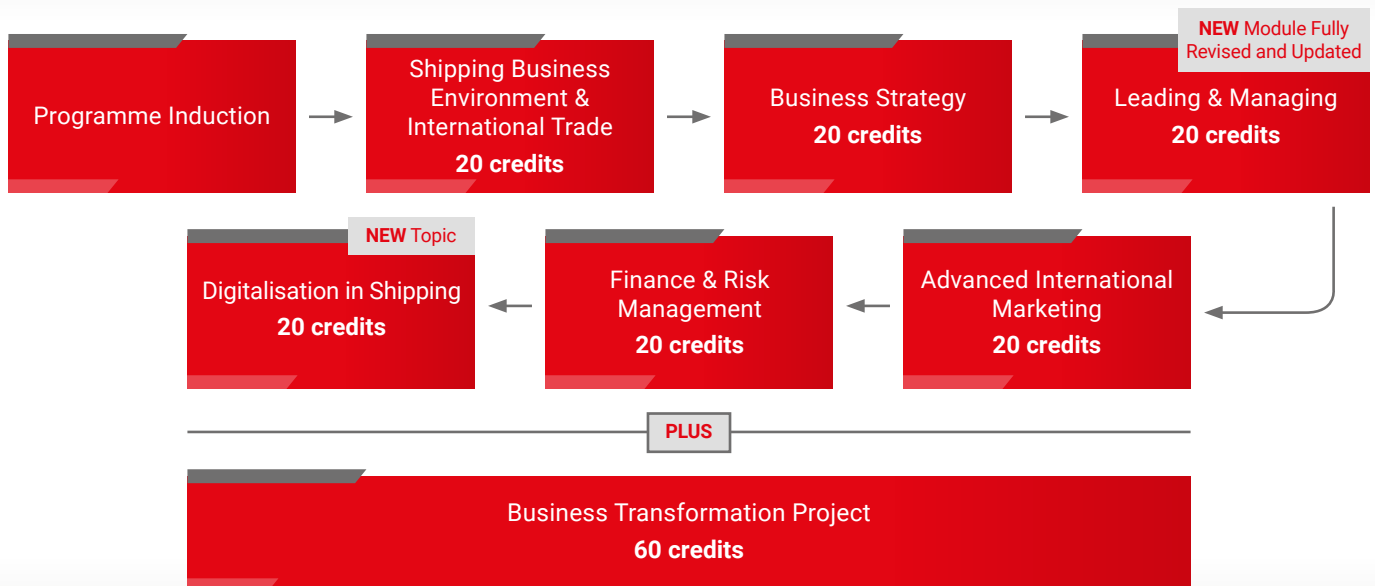
## RELEVANT LEARNING

### Programme structure

The programme balances management theories with their practical industry and business specific applications. The course is the result of on-going extensive research and development in consultation with industry leaders, shipping executives, respected academics and the next generation of managers and leaders.

The course will develop your subject knowledge, communication, negotiation and report writing skills, strategic principles and decision-making skills, as well as helping you learn about yourself and how to develop into the kind of business leader you want to be. The MBA Shipping & Logistics comprises a two-week distance learning induction, followed by six study modules and culminates with the submission of the Business Transformation Project, delivered over two years. The structure combines core general business management with specialist maritime focused modules and draws in wide geographical, commercial and personal best practice to ensure maximum learning and development.

### The MBA Programme Structure



## MODULE CONTENT

### Programme Induction

The MBA begins with an induction module so that you rapidly familiarise yourself with the learning management system and the learning resources available. The module includes essential exercises to assist in introducing you to the subject, the faculty and your fellow MBA students. This also serves as a re-introduction to the world of academic study and prepares those that have been away from university courses for some time by setting out the standards expected for study at MBA level.

- Introductions to faculty and resources
- Instructions for use of online learning management system
- Networking with fellow MBA students

### **INDUCTION**

The MBA begins with an induction module so that you rapidly familiarise yourself with the learning management system and the learning resources available. The module includes essential exercises to assist in introducing you to the subject, the faculty and your fellow MBA students. This also serves as a re-introduction to the world of academic study and prepares those that have been away from university courses for some time by setting out the standards expected for study at MBA level.

- Introductions to faculty and resources
- Instructions for use of online learning management system
- Networking with fellow MBA students

### **SHIPPING BUSINESS ENVIRONMENT & INTERNATIONAL TRADE**

#### Module 1

The first module will develop your advanced understanding of the context in which the maritime world operates. It will lay the foundation for the programme and will focus on:

- The economics of the maritime industry, the characteristics of demand and supply and their interaction in the various maritime markets;
- The strategic environment of maritime policy and administration;
- The key principles of maritime law.

#### **Syllabus:**

- Development of international trade and maritime economics
  - The global economy and international trade
  - Demand and supply of shipping services
  - The shipping markets
  - The economic issues for the industry
- Maritime policy & administration
  - Preliminary Issues: Maritime 'policy'; The key players;
  - International Maritime Organisation, and the European
- Safety Agency
  - International maritime regulation
  - Social partnerships and international maritime relationships
  - Maritime administration
  - Insurance and economic risk
  - Marine accident investigation and regulation enforcement
- Maritime and international trade law
  - The nature of maritime law
  - Why English law?
  - The structure of maritime litigation
  - The matrix of contracts in international trade
  - Bills of lading contracts
  - International carriage regimes
  - Charter party contracts



### BUSINESS STRATEGY

#### Module 2

This module equips students with a detailed understanding of the key developments in, and thinking derived from, the study of strategy. The contents of the module will:

- Explore models and theories of strategy and their application by practicing managers in today's world;
- Inform students of the key developments in, and thinking derived from, the study of strategy;
- Critically appraise where and when such models are useful and how to utilise them;
- Provide fascinating and relevant examples and exercises that illustrate these concepts with the intent of building the students capability in strategic thinking and practice.

#### Syllabus:

- What is strategy? An appreciation of strategy
- Making a start. Purpose, goals and where to start in a messy process
- External analysis:
  - PESTEL and future thinking
  - Industry lifecycle, competitiveness and profitability
  - Scenario planning
- Strategic Business Unit Strategy: the market/customer perspective
- Internal audit: resources and capabilities
- Generic competitive strategies and value chain analysis
- Organisational culture:
  - Influence on strategy formulation and implementation
  - Managing strategic change
- Making strategy happen: measuring performance
- International strategy

### LEADING AND MANAGING PEOPLE

NEW

#### Module 3

This module raises awareness of the key areas relevant to leading and managing people effectively, and the links to the achievement of business and organisational goals in a changing environment in relation to the shipping and logistics industry.

#### You will be able to:

- Analyse concepts and issues in management and leadership
- Compare and contrast key characteristics that exemplify those carrying out the roles of leaders and managers effectively
- Critically analyse how influence and power links and affects leadership, culture and performance
- Distinguish management and leadership styles and assess areas for personal development to enhance personal leadership and management performance
- Critically evaluate the leadership and management of change within their own context, and the impact that leadership and management styles and approaches have on the success of such changes

#### Syllabus:

- Reflective and reflexive practices
  - Principles
  - Importance and practical use of reflective practice
- Evolution of perspectives on management and leadership
- Management/leadership styles - key areas of difference
- Motivation and managing teams
- Leadership and Change
  - The change process
  - Obstacles to change
  - Power and influence
  - Managing and leading change relevance to and implications for the maritime industry

### ADVANCED INTERNATIONAL MARKETING

#### Module 4

Exploring marketing and communication strategies in the context of shipping/ logistics organisations, this module will:

- Equip students with the skills to analyse current marketing strategies and apply appropriate techniques based on insights gained;
- Develop students' ability to identify critical actions that enhance profitability;
- Help you create a communications strategy and plan, a marketing strategy and plan, and to outline the business case for such plans.

#### Syllabus

- The local and international marketing environment
- Marketing management, strategies and plans
- Research, analysis and interpretation
- Target markets, segments and customers
- Consumer behaviour
- Brands, branding and marketing communication and campaigns
- Innovation: new product, service and market development
- Delivering customer value
- Managing and measuring marketing performance

“This MBA is encompassing all that I have learned and will give me a decent qualification which is not easily found in the logistics field.”

Riaan Lottering, Walvis Bay Stevedoring Co. (Pty) Ltd

### FINANCE & RISK MANAGEMENT

#### Module 5

This highly topical module looks at the critical issues of finance and risk. Designed to build and enhance the knowledge of students in the financing of ships and the management of the major risks in shipping. In particular, this section will:

- Evaluate the various finance methods available for shipping companies
- Critically assess the techniques of investment appraisal under risky and uncertain situations in the shipping industry
- Explore the traditional and emerging methods of risk management and derivatives instruments in shipping

#### Syllabus

- Overview of the four shipping markets: freight, sale and purchase, newbuilding and demolition
- Ship finance and investment
- Investment appraisal and capital budgeting
- Investment feasibility and project valuation
- Capital structure and the cost of capital
- Sources of funding for financing shipping projects
- Funding using bank loans; bank syndication; credit policy and analysis for bank loans
- Funding using equity; funding through issuance of bonds; high yield bonds in shipping
- Business risks in shipping operations: risk management theory; financial risk for shipping companies; freight rate derivatives and risk management; traditional methods for managing shipping risk
- Managing freight rate risk using physical contracts; freight rate risk management using paper contracts
- The use of financial derivatives in shipping

## DIGITALISATION IN SHIPPING **NEW**

### Module 6

This module covers the fundamentals of emerging technologies in relation to the global shipping and logistics sectors. It critically evaluates the potential for digital transformation of this sector in relation to a wide variety of technologies and the potential for enhanced corporate and sector performance.

- Critically review the basic concepts that underpin today's organisational IT infrastructures such as databases, information systems, operations and processes, cloud computing, data warehousing and enterprise resource planning
- Evaluate the role of disruptive technologies and industry 4.0 in transforming the shipping industries
- Analyse the value and challenges associated with the digital transformation of the shipping industry
- Analyse the fundamentals of emergent technologies
- Critically assess the value of data-driven decision making

#### Syllabus:

- Introduction to emergent technologies including:
  - Data Analytics
  - Artificial Intelligence (AI)
  - Big Data
  - Blockchain and Distributed Ledger Technologies (DLTs)
  - Internet of Things (IoT)
- A range of issues with regard to these technologies including:
  - Supply chain
  - Financing
  - Cross-border payments and trades
- Data science culture
- Data-driven culture
- Automated decision-making
- Digital transformation and shipping of the future
- Critical evaluation of key emerging technologies and their application in the shipping and maritime sector both today and in the future

“The MBA in Shipping and Logistic was the right complement to my experience in the maritime field. It gave me that mind openness and broader knowledge that I needed. I am firmly convinced that this program, although not yet completed, has a large responsibility for my promotion to Vice President of Technical Operations. Definitely a game changer!”

Giovanni Canu, Director Technical Operations, Norwegian Cruise Line

### BUSINESS TRANSFORMATION PROJECT

This module provides students with the means of further developing and integrating the skills and knowledge acquired on the MBA through application to a specific organisational issue or problem. It enables students to demonstrate proficiency in relation to scoping the issue(s)/ problems in their industry, collection and analysis of data, assessing the financial implications, including any cost/benefit analysis for justifying specific recommendations and consideration of implementation issues. To prepare the student to undertake the project, an online module and online workshop sessions will cover the topics such as those below:

- Business and academic writing
- Reviewing the literature
- Developing interviewing and observation skills
- Qualitative data analysis
- Using quantitative data collection and analysis techniques
- Developing business plans
- Understanding the consulting process

Students will be expected to be familiar with the theory and empirical research in their chosen area of study, and to demonstrate their ability to review and apply the concepts and techniques critically. They will also be expected to demonstrate proficiency in the selection and application of the appropriate primary and/or secondary research methods as appropriate. Investigation would normally begin with a literature search and subsequent review, and may be presented as a case study; a comparative study relative to sector norms, or as a questionnaire or interview -based study.

“This fascinating programme uncovered new, previously hidden for me, dimensions of our charming industry and core nature of the business itself.”

Yuriy Sidelnikov, Rufco Ltd. , Russian Federation / Novorossiysk

“The industry-specific MBA programme made a lot of sense to me. It looks at ship finance and ship risk management so I learned a lot about my industry alongside more general business management skills. It was absolutely ideal – everything I learnt I was able to implement in practice.”

Tim Rufus, Atlantic Container Line



# MBA IN SHIPPING & LOGISTICS

## WHO WE ARE



### ABOUT LLOYD'S MARITIME ACADEMY

Lloyd's Maritime Academy was born from Lloyd's List.

Lloyd's Maritime Academy is the trusted brand for professional development, working with leading academic and industry bodies to provide accredited education and training where it is much needed.

We are stepping up investment in new learning management platforms, improved content and learner resources to enhance your experience and ensure maximum reward for the investment you make in your future.

We continue to research new topics to provide you with the qualifications needed for a successful career; supporting a safer, cleaner and more efficient shipping industry for decades to come.

We look forward to welcoming you onto one of our programmes.

### WHY TAKE A LLOYD'S MARITIME ACADEMY COURSE?

- **Accessible** – 24/7 availability from wherever you have an internet connection
- **Flexible** – take control of where, when, how and the rate at which you study
- **Professional** – industry leading course directors and tutors
- **Quality** – study the same course used by corporations for internal training
- **Network** – with tutors and like-minded professionals from around the world. Use our online tutorial forum to ask questions and share knowledge
- **Save money** – no additional travel or accommodation costs



Middlesex University is a large London based university with a history in higher education dating from 1878. In 1992 we were granted the Royal Charter allowing us to use the title university. We offer a broad range of courses, delivered by our three academic faculties of Arts and Creative Industries, Professional and Social Sciences and Science and Technology, structured to closely align teaching and learning with industry.

We have over 40,000 students studying on Middlesex courses worldwide, both at our own campuses and also with partner institutions, making us one of the largest providers of British university education to international students.

**Alumni** - A network to support your future development As a graduate of the MBA Shipping & Logistics you will gain lifelong membership of the Middlesex University Alumni Association, a fast growing organisation of former students from all over the world. The Alumni Association allows you to easily maintain close contact with the University and each other. Membership is also your gateway to a range of benefits we have negotiated for you. The University is proud of, and grateful to, all its alumni, who are living proof of an outstanding, modern university. For other courses at Middlesex University, including the full-time MBA, visit: [www.mdx.ac.uk](http://www.mdx.ac.uk)

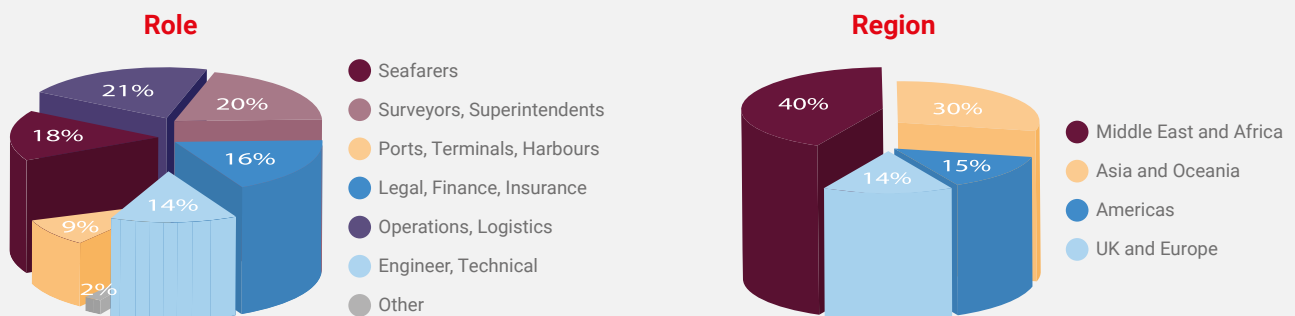


# MBA IN SHIPPING & LOGISTICS

## ORGANISATIONS THAT HAVE ALREADY BENEFITED FROM THE PROGRAMME INCLUDE:

|  |   |  |
|--|---|--|
| <b>A.P.Moller Maersk</b>                     | Mediterranean Shipping Company (Mauritius) Ltd            | <b>Stanford Marine</b>                         |
| Anchor Marine Transportation Ltd             | (MTSC ), Kuwait   | Studio Legale Grego                            |
| <b>ArcelorMittal Steel SA Galati</b>         | MOL (Europe) B.V.   | <b>Suncor Energy Inc</b>                       |
| Benelux Overseas Inc                         | <b>Moran Shipping Agencies, Inc</b>                       | Thome Ship Management                          |
| <b>BP Angola</b>                             | Navig8 Asia Pte Ltd                                       | <b>Threeways Shipping Services [Group] Ltd</b> |
| Canada Steamship Lines                       | <b>Nigeria LNG Ltd</b>                                    | Tidewater Marine International Inc             |
| <b>Chevron</b>                               | Norton Lilly International (Panama), S.A                  | <b>Torm A/S</b>                                |
| Det Norske Veritas AS                        | <b>Oldendorff Carriers GmbH &amp; Co. KG</b>              | TOTAL  |
| <b>Deutsche Bank</b>                         | P&O Ferries Ltd   | <b>Transocean Support Services Nigeria Ltd</b> |
| Dynacom Tankers Management Ltd               | <b>Petrobras America</b>                                  | Transport Canada Marine Safety                 |
| <b>Fujairah Refinery Company Ltd</b>         | Princess Cruises  | <b>TriplePoint Technology</b>                  |
| GAC Energy & Marine Services Ltd             | <b>Prisco (Singapore) PTE Ltd</b>                         | Unicom Management Services (Cyprus) Ltd        |
| <b>Gard AS</b>                               | RASGAS Company Ltd  | <b>United Nations Worlds Food Programme</b>    |
| Gearbulk                                     | <b>RBS Corporate Banking Division</b>                     | United States Coast Guard                      |
| <b>Hapag-Lloyd</b>                           | Royal National Lifeboat Institution                       | <b>V Ships</b>                                 |
| Hyproc Shipping Company                      | <b>Roymar Shipmanagement Inc</b>                          | Walvis Bay Stevedoring Co. (Pty) Ltd           |
| <b>Indoliziz Marine</b>                      | Ruman Shipcontractors Ltd                                 | <b>Wartsila</b>                                |
| International Marine Transportation Ltd      | <b>Safmarine</b>  | Zodiac Maritime Agencies Ltd                   |
| <b>Intertek Testing Services</b>             | Sakhalin Energy Investment Company Ltd                    |  |
| JSC Belarusian Potash Company                | <b>Seaspan Ship Management Ltd</b>                        |  |
| <b>Kapital Leading Transport</b>             | Shell Petroleum Development Company                       |  |
| Kuehne + Nagel                               | <b>Societe d'Acconage et de Manutention en Mauritanie</b> |  |
| <b>Lloyd's Register</b>                      | Sonangol Marine Services Houston, Texas                   |  |
| Maersk LNG                                   |   |  |
| <b>Maritime Tankers and Shipping Company</b> |   |  |

## PAST STUDENT PROFILE





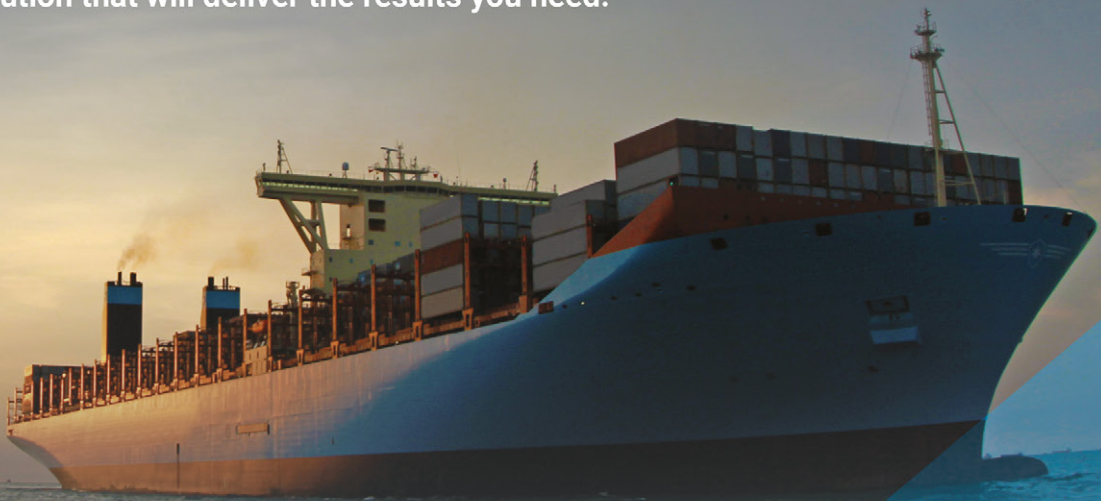
# LLOYD'S MARITIME ACADEMY

## IN-COMPANY TRAINING SOLUTIONS

WE PROVIDE THE SKILLS AND KNOWLEDGE TO EDUCATE  
TEAMS AND ENHANCE PERFORMANCE IN YOUR COMPANY

Development for the Shipping, Logistics, Ports & Terminals and Offshore Oil  
& Gas Sectors - from our experts to wherever you are in the world.

Whatever your plans or challenges, talk to us and we'll develop a  
customised solution that will deliver the results you need.



Clients include



Email us: [James.Cullen@informa.com](mailto:James.Cullen@informa.com) | Call us: +44 (0)7818 573 276





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**Middlesex  
University  
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**CLICK  
HERE TO  
REGISTER  
NOW**

If you have any questions about the course or applying, please contact us on:

[www.mba4shipping.com](http://www.mba4shipping.com)

✉ [mbaadmin@informaconnect.com](mailto:mbaadmin@informaconnect.com)

☎ UK +44 (0)20 8052 0602

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