

ANATOMY OF SHIPPING

MAM010

COURSE DESCRIPTION

The shipping industry is the backbone of international trade, enabling the global exchange of commodities, goods, and energy. "Anatomy of Shipping" offers a comprehensive exploration of the shipping business from both operational and strategic perspectives. This two-week program covers the entire shipping value chain including ship types, acquisition, maritime law, insurance, technical operations, post-fixture processes, freight derivatives, and future trends.

Designed and delivered by leading industry experts, the course equips participants with critical insights into the complex structure and functions of the shipping world through lectures, workshops, and real-world case studies.

COURSE GOAL

To provide participants with in-depth knowledge and practical understanding of the commercial, legal, financial, and operational elements that drive the global shipping industry.

COURSE OBJECTIVES

By the end of the course, participants will be able to:

- Understand the fundamentals of the global shipping industry and its role in world trade.
- Interpret the regulatory, legal, and contractual landscape affecting maritime operations.
- Evaluate strategies for ship acquisition, finance, and registration.
- Analyze insurance mechanisms and risk management in maritime contexts.
- Apply best practices in technical operations and post-fixture management.
- Explore global market segments and emerging trends in smart shipping.

WHO SHOULD ATTEND

- Professionals new to the maritime and shipping sectors
- Mid-career professionals in shipping, logistics, insurance, trade, or law
- Investors, bankers, regulators, and consultants engaged with maritime assets
- Anyone seeking a deep dive into the full spectrum of maritime operations and strategy

COURSE DURATION

10 Working Days (2 Weeks)

COURSE OUTLINES

1. Introduction to the Shipping Industry

- History and evolution of the shipping market.
- Key terminology and segmentation of global maritime trade.
- Changes in vessel types, trade flows, and market performance.
- Role of shipping in the global economy.

2. International Regulation and Flagging

- Role of international organizations: IMO, ILO, UN, WHO.
- Port State Control and the rationale for global regulation.
- Flag States, open registries, and economic motivations behind flagging choices.
- Practical implications of regulatory compliance.

3. Ship Acquisition and Financing

- Sale & purchase process using brokers and the Norwegian Saleform.
- Common S&P disputes and real-world case resolutions.
- Sources of ship finance: banks, capital markets, Chinese leasing.
- Risk management in maritime lending and the lender-borrower dynamic.

4. Maritime Law and Contracts

- English maritime contract principles.
- Voyage and time charter parties: structure and obligations.
- Bills of lading: legal significance, documentary roles, and liabilities.
- Legal issues surrounding carriage of goods.

5. Marine Insurance and P&I

- Lloyd's insurance market: structure and coverage areas.
- Marine policy concepts: insurable interest, utmost good faith, CTL.
- Hull & Machinery claims, P&I Clubs, and their services.
- Managing liability risks and dispute resolution.

6. Technical Operations and Bunkering

- Importance of maintenance and dry-docking planning.
- Operational failures, reputational risks, and lifecycle cost considerations.
- Fuel procurement strategies and risk of bunker fraud.
- Environmental concerns and future fuel market trends.

7. Post Fixture Operations and Chartering

- Mechanics of post-fixture voyage and time charter execution.
- Laytime and demurrage calculations.
- Documentation, port agent coordination, and communication flows.
- Real-life dispute examples and resolution pathways.

8. Freight Derivatives and Risk Mitigation

- Forward Freight Agreements (FFAs) and futures.
- Use of freight derivatives in risk management.
- Practical applications and strategic benefits for charterers and owners.

9. Market Sector Insights

- Dry bulk markets: commodity flows, demand drivers, and fleet economics.
- Liquid bulk and tanker operations: charter types and Worldscale system.
- LNG and LPG shipping: vessel design, propulsion, and market participants.
- Container shipping: liner networks, logistics chains, and supply chain dynamics.

10. Maritime Strategy and Innovation

- Geopolitical shifts: China's rise and regional tensions.
- Comparative strategies: Greek vs. Chinese maritime development.
- Piracy, cyber risk, and security frameworks.
- The future of shipping: smart ships, fleets, and logistics systems.

11. Classification, Compliance, and Future Concepts

- Role and function of classification societies and IACS.
- Emerging vessel designs and sustainability priorities.
- Contracting strategies under CFR and Incoterms.
- Smart shipping: embracing safety, automation, and decarbonization.

12. Shipbuilding and Outlook

- Structural shifts in global shipbuilding capacity.
- Market fundamentals and pricing trends.
- Freight market forecasting and supply-demand balancing.
- Future skills, digital transformation, and the role of innovation.

