

Course guide

280678 - 280678 - International Maritime Business

Last modified: 09/05/2023

Unit in charge:	Barcelona School of Nautical Studies	
Teaching unit:	742 - CEN - Department of Nautical Sciences and Engineering.	
Degree:	BACHELOR'S DEGREE IN NAUTICAL SCIENCE AND MARITIME TRANSPORT (Syllabus 2010). (Optional subject).	
Academic year: 2023	ECTS Credits: 6.0	Languages: English

LECTURER

Coordinating lecturer:	JOSE MANUEL VALLELLANO GARCÍA
Others:	Segon quadrimestre: JOSE MANUEL VALLELLANO GARCÍA - ERAS, GNTM

DEGREE COMPETENCES TO WHICH THE SUBJECT CONTRIBUTES

Specific:

1. Ability to perform an original exercise consisting of a comprehensive project in the field of nautical engineering of a professional, which summarize the skills acquired in the lessons and trips that may be applicable to a real case that may arise in conducting complementary external practices.

Generical:

2. ABILITY TO IDENTIFY AND SOLVE PROBLEMS IN THE FIELD OF ENGINEERING

TEACHING METHODOLOGY

Expository method, lectures, and student shared lectures according to the topic.

Practical and actual cases.

Encourage students to get their own views in front of different business scenarios.

Encourage students to get always a proactive aptitude when handling and dealing with complex business situations.

LEARNING OBJECTIVES OF THE SUBJECT

- Understand the principles of the maritime business.
- Understand and put into practice the fundamentals in the maritime trade.
- Ability to apply the main concepts relating to the operation and commercial management of the ship.
- Ability to use knowledge and strategic skills to create and manage shipping projects with innovative vision.
- Ability to study with books and articles in English and to write a report or technical work in English, participating in technical and commercial meetings held in that language.
- Ability to give and maintain solid criteria in maritime business meetings and other forums.
- Carry out assignments on schedule, according to the guidelines set by the teacher or tutor. Identify the degree of progress and achievement of learning.

STUDY LOAD

Type	Hours	Percentage
Hours large group	40,0	26.67
Guided activities	8,0	5.33
Self study	90,0	60.00
Hours medium group	12,0	8.00

Total learning time: 150 h

CONTENTS

Item 1. Commercial Relationships, Communication Skills & Public Relations in Shipping Business.

Description:

Prevailing communications type in the seaborne trade. Local & International Meetings. International Exhibitions. Information Sources (International Press). Business Development Opportunities & Negotiations in the Maritime Biz

Full-or-part-time: 16h 45m

Theory classes: 3h

Practical classes: 1h 30m

Guided activities: 1h

Self study : 11h 15m

Item 2. Intermodal Transportation.

Description:

Introduction & Definition. Transport Modes: Maritime, Rail, Air & Road Transportation. Containerization. Sustainability in the transport of goods. Glossary & Documents.

Full-or-part-time: 18h 45m

Theory classes: 5h

Practical classes: 1h 30m

Guided activities: 1h

Self study : 11h 15m

Item 3. The International Trade.

Description:

Definition, Models & Theories of International Trade. The World Trade Organization (WTO). The Economic Integration Forms: Free Trade Zone, Tariff & Customs Union, Political-Economic Union. The Customs role in the International trade . Some hints on contracts for the international sales of goods. Major actors. Financial Transactions: The Letter of Credit. Top traded commodities. Largest countries by total international trade.

Full-or-part-time: 20h 45m

Theory classes: 7h

Practical classes: 1h 30m

Guided activities: 1h

Self study : 11h 15m

Item 4. Vetting.

Description:

What is ship vetting?. Why is ship vetting done ? and Who vets the ships?.
Guidance on Good Practices for Ship Vetting.The vetting inspection procedure.

Full-or-part-time: 16h 45m

Theory classes: 3h

Practical classes: 1h 30m

Guided activities: 1h

Self study : 11h 15m

Item 5. Seaborne Trade analysis. Major Traffics & Strings.

Description:

Geographical distribution of seaborne trade. Maritime Trade of the Atlantic and East Pacific. .Maritime Trade of The Pacific and Indian Oceans. Eastern Europe and the former Soviet Union. The bulk trades. World Seaborne trade and World Port Traffic statistics. Market Research Reports.

Full-or-part-time: 18h 45m

Theory classes: 5h

Practical classes: 1h 30m

Guided activities: 1h

Self study : 11h 15m

Item 6. Multimodal Transport System.

Description:

Introduction and definitions. Multimodal Transport Actors (Shipping Lines, Freight Forwarders, NVOCC operators). Multimodal transport Infrastructures. The Multimodal Contract of Carriage.

Full-or-part-time: 18h 45m

Theory classes: 5h

Practical classes: 1h 30m

Guided activities: 1h

Self study : 11h 15m

Item 7. Incoterms.

Description:

International Chamber of Commerce. Incoterms Evolution. Incoterms 2010. ICC rules for the use of domestic and international trade terms. Rules for any mode or modes of transport. Rules for sea and inland waterway transport. ICC dispute resolution.

Full-or-part-time: 19h 45m

Theory classes: 6h

Practical classes: 1h 30m

Guided activities: 1h

Self study : 11h 15m

Item 8. Commercial exploitation of the ship.

Description:

Ship Costs. Chartering negotiation & main concepts. Vessels Disbursements Accounts. Lay time & Demurrage. Time charter and bareboat. Voyage charter. Sailing instructions to ship masters (Recaps).

Full-or-part-time: 18h 45m

Theory classes: 5h

Practical classes: 1h 30m

Guided activities: 1h

Self study : 11h 15m

Chapter 9. LUNA game

Description:

Role playing game. In teams, they must obtain the contract for the sale of refrigeration SETS to the company LUNA

Specific objectives:

Students have to learn how prepare a quotation based on the INCOTERMS. They have to apply negotiation habilities in an international sale

Related activities:

Prepare a quotation based on the INCOTERMS, including other possible commercial advantages. Settle a negotiation line. Defense and argumentation of your quote.

Full-or-part-time: 2h

Practical classes: 2h

GRADING SYSTEM

Short-term tests for continuous assessment (25%)

Long answer test (40%)

Team works ,reports and oral presentations (35%= 25 % + 10%)

The final mark is the sum of the following partial qualifications:

Final Mark = 0.40 Npf + 0.25 Nac + 0,35 Ntip

Npf: Final test mark.

Nac: Continuous evaluation mark.

Ntip: team works, reports and oral presentations marks.

The long and the short term tests are part multiple choice questions and the other part is made of brief questions to be developed. Their length range varies between 1,5 and 2.5 hours.

The rating of the team work, reports and oral presentations, will consider the adaptation level of students to the team work, the accuracy achieved in the developed topics and the presentation level.

Only those students who did the final examination and who obtained an overall grade for the course between 3 and 4.9, will have the chance to make a new reassessment exam , which will take place a few days after the global notes are published, according to the timetable set by the FNB.

This exam will consist of a series of multiple choice tests and short development questions about all course topics that the student should overcome in at least a 60 % to obtain so a 5 points score as overall final grade of the course.

EXAMINATION RULES.

The midterms exams will represent a 25% of the total assessment, a team work about a specific subject and its media and oral presentation will represent the other 35 per cent, while the final exam will count for the 40% of the final mark.

It will be considered absent, the student that did not take the final exam, which represents 40% of the mark.

As for the final reevaluation exam of the subject whose maximum score will be 5, it is required a minimum mark of 6 out of 10.

BIBLIOGRAPHY

Basic:

- Stopford, Martin. Maritime Economics. 3a ed. Londres: Routledge, 2009. ISBN 9780415275583.
- Alcaraz Varó, Enrique; Castro Calvín, José. Diccionario de Comercio Internacional. Barcelona: Ariel, 2007. ISBN 9788434456624.
- Intertanko. A Guide to the vetting process. 12th ed. Intertanko, [2017].
- Schofield, John. Laytime and demurrage. 7th Edition. London: Lloyd's of London Press, 2016. ISBN 9781138892026.
- ICC reglas y usos uniformes relativos a los créditos documentarios. Barcelona: Comité Español de la Cámara de Comercio Internacional, 2006. ISBN 8489924333.
- INCOTERMS 2020: Reglas de ICC para el uso de términos comerciales nacionales e internacionales. 2019. Barcelona: Comité Español Cámara de Comercio Internacional, 2019. ISBN 9788489924635.

Complementary:

- Lloyd's Maritime Atlas of World Ports & Shipping Places. 24th edition. Essex: Lloyd's MIU, 2007. ISBN 9781843116042.
- Tradewinds [on line]. ABS, [Consultation: 15/10/2015]. Available on: <http://www.tradewindsnews.com/>. - Fairplay international. Londres: IHS Global Limited,

RESOURCES

Hyperlink:

- Ship vetting.. Info related to ship vetting in general. (www.gointerlink.com/ whyvet.htm)
- Clarksons : Shipping Intelligence. Info related to shipping in general . Url: www.clarksons.net/sin2010/

Other resources:

Info related to shipping in general . Url: www.clarksons.net/sin2010/