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.

General:
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

<table>
<thead>
<tr>
<th>Study load</th>
<th>Hours large group:</th>
<th>Hours medium group:</th>
<th>Hours small group:</th>
<th>Guided activities:</th>
<th>Self study:</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Total learning time:</strong> 150h</td>
<td>40h</td>
<td>12h</td>
<td>0h</td>
<td>8h</td>
<td>90h</td>
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<tr>
<td></td>
<td>26.67%</td>
<td>8.00%</td>
<td>0.00%</td>
<td>5.33%</td>
<td>60.00%</td>
</tr>
</tbody>
</table>
# 280678 - International Maritime Business

## Content

<table>
<thead>
<tr>
<th>Item 1. Commercial Relationships, Communication Skills &amp; Public Relations in Shipping Business.</th>
<th>Learning time: 16h 45m</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Theory classes: 3h</td>
</tr>
<tr>
<td></td>
<td>Practical classes: 1h 30m</td>
</tr>
<tr>
<td></td>
<td>Guided activities: 1h</td>
</tr>
<tr>
<td></td>
<td>Self study : 11h 15m</td>
</tr>
</tbody>
</table>

**Description:**

<table>
<thead>
<tr>
<th>Item 2. Intermodal Transportation.</th>
<th>Learning time: 18h 45m</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Theory classes: 5h</td>
</tr>
<tr>
<td></td>
<td>Practical classes: 1h 30m</td>
</tr>
<tr>
<td></td>
<td>Guided activities: 1h</td>
</tr>
<tr>
<td></td>
<td>Self study : 11h 15m</td>
</tr>
</tbody>
</table>

**Description:**

<table>
<thead>
<tr>
<th>Item 3. The International Trade.</th>
<th>Learning time: 20h 45m</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Theory classes: 7h</td>
</tr>
<tr>
<td></td>
<td>Practical classes: 1h 30m</td>
</tr>
<tr>
<td></td>
<td>Guided activities: 1h</td>
</tr>
<tr>
<td></td>
<td>Self study : 11h 15m</td>
</tr>
</tbody>
</table>

**Description:**
# Item 4. Vetting.

**Learning time:** 16h 45m  
Theory classes: 3h  
Practical classes: 1h 30m  
Guided activities: 1h  
Self study: 11h 15m

**Description:**  
What is ship vetting? Why is ship vetting done? and Who vets the ships?  

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

**Learning time:** 18h 45m  
Theory classes: 5h  
Practical classes: 1h 30m  
Guided activities: 1h  
Self study: 11h 15m

**Description:**  

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# Item 6. Multimodal Transport System.

**Learning time:** 18h 45m  
Theory classes: 5h  
Practical classes: 1h 30m  
Guided activities: 1h  
Self study: 11h 15m

**Description:**  
## Item 7. Incoterms.

### Description:

### Learning 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:

### Learning 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

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

### Specific objectives:
Students have to learn how prepare a quotation based on the INCOTERMS. They have to apply negotiation abilities in an international sale
Qualification 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.

Regulations for carrying out activities

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:


Complementary:


Fairplay international. Londres: IHS Global Limited.

Others resources:

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

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/