Course guide
280678 - 280678 - International Maritime Business

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: 2022   ECTS Credits: 6.0   Languages: English

LECTURER

Coordinating lecturer: JOSE MANUEL VALLELLANO GARCÍA
Others: Segon quadrimestre: JOSE MANUEL VALLELLANO GARCÍA - 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**

<table>
<thead>
<tr>
<th>Type</th>
<th>Hours</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>Hours medium group</td>
<td>12.0</td>
<td>8.00</td>
</tr>
<tr>
<td>Self study</td>
<td>90.0</td>
<td>60.00</td>
</tr>
<tr>
<td>Hours large group</td>
<td>40.0</td>
<td>26.67</td>
</tr>
<tr>
<td>Guided activities</td>
<td>8.0</td>
<td>5.33</td>
</tr>
</tbody>
</table>

Total learning time: 150 h

**CONTENTS**

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

**Description:**

**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:**

**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:**

**Full-or-part-time:** 20h 45m
- Theory classes: 7h
- Practical classes: 1h 30m
- Guided activities: 1h
- Self study: 11h 15m
Item 4. Vetting.

Description:

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:

Full-or-part-time: 18h 45m
Theory classes: 5h
Practical classes: 1h 30m
Guided activities: 1h
Self study: 11h 15m


Description:

Full-or-part-time: 18h 45m
Theory classes: 5h
Practical classes: 1h 30m
Guided activities: 1h
Self study: 11h 15m

Item 7. Incoterms.

Description:

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:**

**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:

\[
\text{Final Mark} = 0.40 \text{ Npf} + 0.25 \text{ Nac} + 0.35 \text{ Ntip}
\]

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:

Complementary:
- 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/