280680 - Maritime Legislation, Regulations and Economy

Coordinating unit: 280 - FNB - Barcelona School of Nautical Studies
Teaching unit: 742 - CEN - Department of Nautical Sciences and Engineering
Academic year: 2020
Degree: BACHELOR'S DEGREE IN NAUTICAL SCIENCE AND MARITIME TRANSPORT (Syllabus 2010).
(Teaching unit Optional)
ECTS credits: 6  Teaching languages: English

Opening hours
Timetable: Monday morning (JRL) and Thursday morning (OD)

Prior skills
This is an advanced course in maritime business and therefore is expected to have knowledge of the student seated
Maritime Economy, Regulation of ship management and shipping. Likewise sense a basic knowledge of English. Materials,
supplies and teaching are taught entirely in English.

Degree competences to which the subject contributes

Specific:
1. Adequate knowledge of the concept of business, institutional and legal framework of the company. Organization
   and management of corporate finance firms and turtles.
2. Knowledge of technical English shipping.
3. Knowledge, use and application to ship the principles of the laws and regulations marina.
4. Knowledge, use and application of the ship from the principles of safety and security of the ship, fire fighting and
   survival, preventing and combating pollution.

Teaching methodology
Expository method, lectures, and student shared lectures according to the topic.
Law & Business Cases studies.
Encourage students to get their own views in front of different business scenarios and resolve legal problems.
Encourage students to get always a proactive approach when handling and dealing with complex business situations.

Learning objectives of the subject
The student knows and understands main contracts from shipping. Meet their legal and economic key.
Knows the most important legal aspects of the maritime casualties (Collision, Salvage, General Average, etc.) and the
impact against shipping bussines.
The student knows the most common practical problems with customs in relation with the ship and the goods and
resolved.
The student knows and understands how the shipping market works.
Is able to evaluate the shipping market segments and choice the target market
Knows how to use the tools of the shipping market mix
Is able to analyse the threats and opportunities in shipping economy
### Study load

<table>
<thead>
<tr>
<th></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></td>
<td>150h</td>
<td>30h</td>
<td>15h</td>
<td>10h</td>
<td>5h</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>90h</td>
</tr>
<tr>
<td></td>
<td>20.00%</td>
<td>10.00%</td>
<td>6.67%</td>
<td>3.33%</td>
<td>60.00%</td>
</tr>
</tbody>
</table>
### Content

<table>
<thead>
<tr>
<th>Issue 1- Maritime transport contracts and management contracts. Multimodal transport.</th>
<th>Learning time: 20h 40m</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Theory classes: 7h</td>
</tr>
<tr>
<td></td>
<td>Practical classes: 3h 20m</td>
</tr>
<tr>
<td></td>
<td>Guided activities: 3h 20m</td>
</tr>
<tr>
<td></td>
<td>Self study : 7h</td>
</tr>
</tbody>
</table>

**Description:**
Understand and manage the major shipping contracts and operation of the ship. Review of the most common problems. Multimodal transport

<table>
<thead>
<tr>
<th>Issue 2-Legal aspects of maritime casualties: Collisions, General Average, Pollution, Salvage.</th>
<th>Learning time: 12h</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Theory classes: 5h</td>
</tr>
<tr>
<td></td>
<td>Self study : 7h</td>
</tr>
</tbody>
</table>

**Description:**
Legal aspects of maritime casualties: Salvage, Collision, Pollution, general average, etc.

<table>
<thead>
<tr>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Theory classes: 6h</td>
</tr>
<tr>
<td></td>
<td>Self study : 7h</td>
</tr>
</tbody>
</table>

**Description:**
Maritime Insurance. Spanish Policies and ILU London Clauses. Hulls and MACHINARY INSURANCE

<table>
<thead>
<tr>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Theory classes: 6h</td>
</tr>
<tr>
<td></td>
<td>Self study : 7h</td>
</tr>
</tbody>
</table>

**Description:**
Theoretical and practical knowledge of customs formalities in the import and export of goods.
## Issue 5- Shipping market functioning, segments and choice of the target. Competitors knowledge and SWOT analysis.

**Description:**
Description of the shipping market: segments and traffics. Business objectives. Analytical instruments

**Learning time:** 15h 20m  
- Theory classes: 6h  
- Practical classes: 3h  
- Guided activities: 3h 20m  
- Self study: 3h

## Issue 6- Strategies, objectives, goals and measures in the shipping business.

**Description:**
Business strategies in the maritime business.

**Learning time:** 13h  
- Theory classes: 6h  
- Self study: 7h

## Issue 7-The stages of Business Development implementation in shipping companies: analysis, diagnosis, planning, organization, implementation and control of shipping business processes.

**Description:**
Knowledge of the stages of Business Development implementation in shipping companies: analysis, diagnosis, planning, organization, implementation and control of shipping business processes.

**Learning time:** 13h  
- Theory classes: 6h  
- Self study: 7h

## Issue 8- The 8P's of the shipping marketing mix

**Description:**
Comercial Keys of Shipping Business
Qualification system

Short-term test for continuous assessment (40%)
Final Test (60%)
The final mark is the sum of the following partial qualifications:
Final mark = 0.60 Npf + 0.40 Nac
Reevaluation: general overall exam in one week after (estimated)
Npf: final test mark
Nac: continuous evaluation mark

Regulations for carrying out activities

The professor can moderate the note by the presentation of partial works.

Bibliography

Basic: