

## A PRACTICAL APPROACH TO COMMERCIAL SHIPPING

International shipping is a huge enterprise involving operations of massive multi-million dollar assets and movement of 90% of the world's trade. With this, shipping continues to be in demand in the import and export of goods. However, as trade becomes complex and as technology advances, those who work in or those aspiring to join the shipping industry need an in-depth understanding and expertise of the commercial shipping business.

The course, A Practical Approach to Commercial Shipping, aims to increase the participant's knowledge, appreciation, and understanding of the key elements involving the operations, commercial and technical considerations of shipping.

### WHAT YOU WILL LEARN:

- Describe the main characteristics of the commercial shipping industry
- Analyze the commercial processes and documentation within the dry bulk, tanker, liner and container markets
- Examine the commercial and technical management issues a ship owner must consider
- Assess marine insurance coverage and suitability in a range of scenarios
- Summarize a range of commercial shipping law contracts, regulations and considerations
- Investigate a range of commercial problems and propose solutions

### WHO SHOULD ENROLL:

- Shipbrokers, operators, owners, managers, charterers, maritime lawyers, agents, and financiers who want to upgrade their theoretical and practical backgrounds and certify their expertise.
- Shipboard officers who are willing to enhance their sea-going experience and at the same improve their commercial shipping knowledge in preparation for a shore-based career.
- Graduates and professionals with finance, management, legal and engineering backgrounds who want to join the shipping industry.
- Graduates of Maritime Studies

### ABOUT THE LECTURER:

Leif Ollivierre MICS is Lead Lecturer for Institute of Chartered Shipbrokers. He is also a senior maritime law lecturer at Southampton Solent University. With significant experience in commercial shipping including ship operations, ship broking, financial reporting, sales and marketing, Leif provides maritime education and training consultancy services to maritime educational institutions and shipping companies. Additionally, he has worked on the successful implementation of various operational, financial, regulatory and legal compliance projects.

**Expertise:** International trade law, carriage of goods by sea law, commercial maritime law, shipbroking, chartering, ship operations, management, accounting and finance.

### ABOUT MAGSAYSAY LEARNING AND ICS PARTNERSHIP:

Magsaysay Learning Resources, Inc. and the Institute, the only internationally recognized professional organization in commercial maritime based in London, representing shipbrokers, ship managers and agents all over the world, partnered to strengthen the network of shipping professionals by promoting competence and understanding of the global shipping business.



### COURSE AGENDA:

Day 1 | April 27

#### Commercial Shipping Markets

- Course Overview
- Bulk Shipping
- Line Shipping

Day 2 | April 28

#### Commercial and Technical Ship Management, Regulation and Documentation

- Technical Management
- Commercial Management and Ship Ownership
- Commercial Shipping Law
- The Future of Shipping Industry

### COURSE FEES:

#### Php 15,000

(Inclusive of tuition, materials, meals, afternoon snacks, certificate and a complimentary copy of *Introduction to Shipping* 2014 edition)

#### Php 12,500

(Special rate for government companies)

#### Early Bird Rate: Php 14,250

(Applicable to non-government companies only and must be booked before March 31, 2017)

**10% group discount** for participants more than 10!

### FOR INQUIRIES, PLEASE CONTACT:

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