

COMMERCIAL SHIP-MANAGEMENT PRINCIPLES

Course aim and objectives: This course provides participants with knowledge of the essentials for prompt and cost-effective day to day commercial operations of different types of vessels including tankers, bulk carriers, and LNG/LPG carriers. This process entails the use resources for continuous monitoring and analysis of market trends to identify best chartering options for the fleet and discovering new business opportunities for being ahead of the competition and providing customer satisfaction

Course main elements:

- Ship's trading limitations and best chartering options
- Market trends and fluctuations in chartering rates by trading region
- Niche or optimum markets for ensuring the vessel's ongoing employment
- Voyage analysis, fixed costs, operational running expenses
- Negotiating and concluding vessel's fixture
- Terms of vessel's employment and legal issues
- Charter party reviews and commercial disputes
- Practical exercises

Course participation: The course is open to shipping company corporate commercial, operations and technical, managers, superintendents, masters, and senior shipboard team members involved in the day to day commercial and technical management of the vessel

Course duration: 1 day This training is provided with real time instruction through zoom platform in a pre-scheduled interactive learning session

Course Schedule: 10:00 – 17:00 hours

Registration: Please complete the course registration form or contact Mrs. Angie Panagiotarakou email: training@dynamarine.com Tel: (+30) 210 894 1667

Fees: Euros 350 per day per participant. Discount of 10% is offered to individual participants registering to this course. Group discounts of 15% are also arranged for companies registering 3+ participants

Instructor: Capt. Titos Giannakakis – Senior Maritime Trainer & Marine Consultant – DYNAMARINE Academy