

## 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. This process entails the use of resources for continuous monitoring and analysis of market trends to identify best chartering options for the fleet, discovering new business opportunities and niche markets 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 and workshops

**Course participation:** The course is open to shipping company managers, superintendents, masters and shipboard members involved in the day to day commercial and technical management of vessels

**Course duration: 1 day** This training program is provided in 6-hours with real time instruction through zoom platform in a pre-scheduled interactive learning session

**Course Schedule:** 10:00 – 17:00 hours (including 30 minutes additional time daily for Q & A and completion of classwork)

**Registration:** Please complete the course registration form or contact Mrs. Angie Panagiotarakou email: [invoicing@dynamarine.com](mailto:invoicing@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. Upon registration a link shall be provided to participants for accessing the course

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