



READY FOR COMMERCIAL SHIPPING ?





Sea and Beyond Presents

INTRODUCTION TO COMMERCIAL SHIPPING

A Certificate Programme offered by Sea & Beyond,
in collaboration with Gujarat Maritime University.

LEVEL : BASIC TO INTERMEDIATE.

? Why Commercial Shipping ?

Bird's Eye-View of the Industry

Major Decision Making unit in the company

Gateway to Global Opportunities

Exceptional Compensation Packages

High-Stakes Leadership Arena

Who should attend this course?

Professionals with sailing experience.

Freshers with basic knowledge of shipping.

Industry Professionals
(Ports, Logistics, Ship Management)



Course Objectives:

Understand the fundamentals of commercial shipping and its role in global trade.



Equip learners with the essential skills and knowledge to be industry-ready.

Deliver practical learning experiences from practicing industry veterans.



Maintain a steady supply of highly trained professionals for the industry.



Course Curriculum:

SESSION 1 & 2: (3 Hrs each)

10th Aug and 11th Aug

- Introduction to Commercial Shipping
- Stakeholder Roles (Shipowners, Charterers, Traders)
- Different trades within Oil and Dry bulk (MR, LR, Afra)
- Types of Charter party, Chartering Terminology and Documents

SESSION 3 & 4 : (3 Hrs each)

17th Aug and 18th Aug

- Types of Charter Party Agreements
- Freight Forward Agreement (FFA)
- Risk Management & Hull and Machinery Insurance
- Membership of P&I club; Classification Societies
- Maritime Industry Institutions and Significance

SESSION 5 & 6 : (3 Hrs each)

24th Aug and 25th Aug

- Complete pre-fixture process
- Market report analysis; Negotiation and chartering
- Legal matters related to shipping
- Selection of vessel - SIRE, CDI, other certificates
- Live Case Study

SESSION 7 & 8: (3 Hrs each)

31st Aug and 01st Sept

- Life cycle of a voyage
- Weather routing for bunker consumption reduction
- Operational elements and Agency selection

SESSION 9 & 10 : (3 Hrs each)

07th Sept and 08th Sept

- Post-fixture elements - Claims and Disputes resolution; Maintenance and Inspection reports; Financial statement; Vessel positioning.
- Laytime Calculations; Demurrage Dispatch; Freight Indexes; Discharge orders; Freight Invoices

SESSION 11 & 12 : (3 Hrs each)

14th Sept and 15th Sept

- Sanctions in Commercial Shipping and its Impacts
- Role of technology in commercial shipping
- Latest developments in Commercial shipping
- Process of applying & entering in commercial shipping

COURSE HIGHLIGHT:

A DAY IN THE LIFE OF A BROKER - COMPANY VISIT



Faculty Members:

1) Mr. Krishnan Subramaniam

International Vice Chairman of Institute of Chartered Shipbrokers;
Board member & Strategic Advisor at Transworld Group.

2) Capt. Sanjeev Bhatnagar

Navig8 India, Visiting faculty

3) Mr. Sandeep Misra

Ex-GM (Commercial Operations) - SCI

4) Capt. Ashok Sharma

Managing Director - BRS Baxi, Singapore

5) Capt. Shashi Shekhar

Head of Human Resource- Ocean Sparkle Limited; Adani Ports
and SEZ.

6) Dr. Abhay Singh

Asst. Professor & Member, Board of Management, GMU

7) Capt. Jaideep Singh (To be confirmed)

Regional Commercial Operations Lead for APAC Cargill



Exclusive Advanced Course in Commercial Shipping !

Join our 'Introduction to Commercial Shipping' course and Unlock an opportunity to secure a coveted place in our prestigious Advanced program.

Here's a glimpse of the advanced course:

- Online + Offline sessions (3 days at the GMU campus for networking)
- Present your work to senior management from at least 5 companies.
- Network with like-minded individuals and industry professionals.
- Get a chance to secure potential internships / employment.
- Advanced learning in commercial aspects.

Don't Just Learn – Transform Your Career!



Certification & Fees:

This course is offered in collaboration with Gujarat Maritime University (GMU), a leading institution in maritime education and research.

- **Price: 44,999/- INR.**



For Early Birds
Till : 05th Aug 2024.



For inquiries and registration:

Contact us on

- Email: education@seaandbeyond.com
- Phone: +91 89288 96420 / +91 8097847091
- Website: www.seaandbeyond.com

We empower you

We guide you

You **ACHIEVE**

