

Course Unit Title:	INTERNATIONAL TRADE AND SHIPPING MANAGEMENT		
Course Unit Code:	ITSM501		
Type of course unit:	Required		
Level of course unit:	Masters_MSc International Trade and Shipping Management Masters_MA/LLM Maritime Law and Shipping Business		
Number of ECTS credits allocated:	8		
Name of Lecturer(s):	Dr George Kiourktzoglou		
Learning Outcomes of the course unit:	<p>By the end of the course, the students should be able to:</p> <ul style="list-style-type: none"> • Describe the types of ships, cargoes and cargo handling; • Develop an understanding of the global monetary framework of international business and its impact on shipping and trade; • Identify and discuss the main commodity and merchandize trade flows and markets and the impact of China to the global financial systems (China effect); • Demonstrate an understanding of the Geography of Maritime Trade and the Choke-Points of fundamental Interest; • Discuss and evaluate worldwide developments and the foundations of international shipping & trade business; • Discuss the macroeconomic and political changes of the era of unfolding globalization and how this shapes shipping markets; • Describe and evaluate export and import practices and the investment environment in which international shipping and trade business transactions occur; • Critically analyze the basic supply and demand variables and other driving forces of the main shipping markets. 		
Mode of Delivery:	Face-to-face		
Prerequisites:	NONE	Co-requisites	NONE
Recommended optional program components:	NONE		
Course Contents:	<ul style="list-style-type: none"> • Introduction to shipping markets, cycles and the evolution of trade; • Vessels types and operations; • The main commodity and merchandize trades and markets with a special focus on China; • The geopolitical significance of Shipping's main Choke Points and their role in Trade; • Export and import practices: strategic global management imperatives in shipping and trade; 		

	<ul style="list-style-type: none"> • Macro-economic and political drivers in shipping and trade; • The dynamics of globalisation in world trade and its impact on shipping; • Analysis of historical and future trends in the global market for trade & shipping • Supply and demand for transport services. • Financial Performance of Shipping Companies: Costs and Revenue • Major Ship Owning Nations and the concept of Market Concentration;
Recommended and/or required reading:	
Textbooks:	<ul style="list-style-type: none"> • Martin, Stopford, Maritime Economics, 3rd Edition, Routledge, Oxford, 2009
References:	<ul style="list-style-type: none"> • D.W Song, P. Panayides, Maritime Logistics 2nd Edition, Kogan: London, 2015 • Charles W. L. Hill, International Business, Competing in the Global Marketplace, 7th Edition, Irwin, McGraw-Hill: Illinois, 2008 • Grammenos Costas, The Maritime Economics and Business Handbook, 2nd Edition, Informa: London 2010. • Peter Lorange, Shipping Strategy: Innovating for Success, Cambridge University Press: Cambridge, 2009 • N. Wijnolst, N., T. Wergeland, Shipping Innovation, Delft University 2008 • Daniel, John D. & Radebaugh, Lee H. & Sullivan, Daniel P., International Business: environment and operations, 13th Edition, Pearson Education: Boston, 2011 • Paul R. Krugman, Maurice Obstfeld, Marc Melitz, International Economics, 10th Edition, Pearson: Boston, 2014 • Grath, The Handbook of International Trade and Finance: The Complete Guide for International Sales, Finance, Shipping and Administration. 3rd Edition, Kogan: London, 2013 • D.L., Dykstra, Commercial Management in Shipping, Nautical Institute: London, 2005. • Review of Maritime Transport 2017 (UNCTAD) • Eurasia Group, Top Risks 2017: The Geopolitical Recession • World Economic Forum, Global Risks Report 2017
Planned learning activities and teaching methods:	The course will be delivered through lectures, discussions, and applying problem based learning (PBL)
Assessment methods and criteria:	<p>Written Assignment 40%</p> <p>Final Exam 60%</p>

Language of instruction:	English
Work placement(s)	Not applicable