

Course Unit title	<b>SHIP BROKING AND CHARTERING PRACTICE</b>		
Course Unit code	ATSC401		
Type of course unit:	Elective		
Level of course unit:	Bachelor (1st cycle)		
Year of study:	4 <sup>th</sup>		
Semester when the unit is delivered:	7 <sup>th</sup> or 8 <sup>th</sup> semester		
Number of ECTS credits allocated :	6		
Name of lecturer(s):	Dr Evi Plomaritou		
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"> <li>• Outline in detail the chartering policy of shipowners in bulk market.</li> <li>• Describe in detail the chartering policy of carriers in liner market.</li> <li>• Explain the chartering policy and psychology of charterers in bulk market.</li> <li>• Identify the chartering policy and psychology of shippers in liner market.</li> <li>• Analyse strategies of improvement of chartering policy of shipowners and charterers in bulk and liner markets.</li> <li>• Understand the daily shipbroker's (intermediary/negotiator) practices and working processes.</li> </ul>		
Mode of Delivery:	Face-to-face		
Prerequisites:	ATCH301	Co-requisites	NONE
Recommended optional program components:	NONE		
Course Contents:	<ul style="list-style-type: none"> <li>• Chartering practice in the dry cargo and the tanker markets.</li> <li>• Chartering negotiation practice and the role of shipbroker.</li> <li>• Chartering policy of shipowners in bulk market.</li> <li>• Chartering policy of carriers in liner market.</li> <li>• Chartering policy and psychology of charterers in bulk market.</li> <li>• Chartering policy and psychology of shippers in liner market.</li> <li>• Shipping marketing strategies as tools of improvement of chartering policy in</li> </ul>		

	<p>bulk and liner markets.</p> <ul style="list-style-type: none"> <li>Decision making process and timing in chartering business</li> </ul>
Recommended and/or required reading:	Plomaritou, E., Papadopoulos A., 2018. <i>Shipbroking and Chartering Practice</i> . Lloyd's Practical Shipping Guides, London: Informa Law from Routledge, 8 <sup>th</sup> Edition.
Textbook:s	<ul style="list-style-type: none"> <li>Plomaritou, E., Papadopoulos A., 2018. <i>Shipbroking and Chartering Practice</i>. Lloyd's Practical Shipping Guides, London: Informa Law from Routledge, 8<sup>th</sup> Edition.</li> <li>Giziakis, K., Papadopoulos, A., Plomaritou, E., 2010. <i>Chartering</i> (with accompanied DVD in cooperation with BIMCO). Athens: Stamoulis Publication, 3<sup>rd</sup> Edition.</li> <li>Plomaritou, E., 2008. <i>Marketing of Shipping Companies as a Tool for Improvement of Chartering Policy</i>. Recommended by the Institute of Chartered Shipbrokers. Athens: Stamoulis Publications.</li> </ul>
References:	<ul style="list-style-type: none"> <li>Plomaritou, E., 2018. <i>Chartering Policy of Shipping Companies</i>. London: Informa Publishing / Lloyd's Maritime Academy, 7<sup>th</sup> Edition.</li> <li>Plomaritou, E., Plomaritou, V., Giziakis, K. 2011. Shipping Marketing and Customer Orientation: The Psychology and Buying Behaviour of Charterer and Shipper in Tramp &amp; Liner Market. <i>Management: Journal of Contemporary Management Issues</i>. Vol.16 (1), 57-89.</li> <li>Plomaritou, E. Konsta, K., 2012. KPIs and Shipping Companies Performance Evaluation: A Measurement and Improvement Survival Guide. <i>International Journal of Business and Management</i>. Vol. 7, No. 10; pp. 142-155.</li> </ul>
Planned learning activities and teaching methods:	Lectures, power point presentations, discussions, debates, in-class case studies, assignments, role- playing scenarios, real life cases of disputes etc.
Assessment methods and criteria:	<p>Mid-term exam 40%</p> <p>Final Exam 60%</p>
Language of instruction:	English
Work placement(s) :	Not applicable

