



**Course Title: Shipbroking and Chartering Practice**

**Course Duration: 2 Days**

### **Course Overview**

The two-day course on Shipbroking and Chartering practice is designed to equip participants with a solid foundation of the practices in the shipbroking industry, chartering process and related contracts. The course delves into the roles and responsibilities of a shipbroker, provide though analysis of key clause in chartering contracts (time and voyage charters) and related chartering documentation in both the dry bulk and tanker sectors. The course follows an applied approach and takes participants through the various chartering stages including the period of investigation, the period of negotiation, voyage estimation and agreeing the charterparty contract and post-fixture related work including calculation of laytime and demurrages.

### **Learning objectives**

- Understand the chartering process, including the initiation of chartering negotiations, content of orders and positions, offers, counter-offers and firm offers.
- Know the role of the shipbroker and shipbroking practices un the different sages of the chartering process

- Understand the key principles in voyage and time charter contracts in dry cargo and tanker chartering.
- Know how to perform a voyage estimation in dry cargo and tanker markets
- Appreciate the concept of laytime and calculation of laytime and demurrage
- Be familiar with legal and commercial chartering cases and principles.
- Know what is laytime, demurrage and despatch, arrived ship, safe port, berth and port charter party, lay/can, off-hire and related core chartering principles.

## Content<sup>1</sup>

			<b>DAY 1</b>
			<b>Fundamentals of Shipbroking and Chartering</b>
<b>Time</b>		<b>Duration</b>	<b>Content</b>
<b>From</b>	<b>To</b>	<b>Hours</b>	
09:00	10:30	1:30	<p><b>Overview of the Shipbroking Industry</b></p> <ul style="list-style-type: none"> <li>• Definition and history of shipbroking</li> <li>• Key players: Shipowners, Charterers, Brokers</li> <li>• Types of brokers: Sale &amp; Purchase (S&amp;P), Chartering brokers</li> </ul> <p><b>Roles and Responsibilities of a Shipbroker</b></p> <ul style="list-style-type: none"> <li>• Matchmaking between shipowners and charterers</li> <li>• Negotiation process and commission structures</li> <li>• Market intelligence and networking</li> </ul>
10:30	11:00	0:30	Break
11:00	12:30	1:30	<p><b>Chartering Contracts</b></p> <ul style="list-style-type: none"> <li>• Voyage Chartering</li> <li>• What is voyage chartering?</li> <li>• Key clauses and obligations</li> <li>• Freight and laytime calculation</li> <li>• Time Chartering</li> <li>• What is a time charter?</li> <li>• Responsibilities and rights of the shipowner and charterer</li> <li>• Hire rates, off-hire, and performance clauses</li> <li>• Bareboat Chartering</li> <li>• Definition and specific features</li> <li>• Ownership responsibilities during charter</li> <li>• Financing options for shipowners</li> </ul>

<sup>1</sup> The client is entitled to require additional customization and greater focus on specific aspects of the syllabus. Any requests for additional coverage can be accommodated.

			<ul style="list-style-type: none"> <li>• Market Reporting</li> <li>• Role of Baltic Exchange and indices like BDI (Baltic Dry Index)</li> <li>• Daily market reports and their interpretation</li> </ul>
12:30	14:00	1:30	Lunch
14:00	15:30	1:30	<p><b>Negotiating and Closing Deals</b></p> <ul style="list-style-type: none"> <li>• The Chartering Negotiation Process</li> <li>• Key phases: inquiry, offer, counter-offer, recap</li> <li>• Best practices for negotiation</li> <li>• Ethical standards in negotiation</li> <li>• Freight Markets and Negotiation in Dry Bulk</li> <li>• Freight Rate Determinants</li> <li>• Supply/demand dynamics: cargo availability and tonnage supply</li> <li>• Bunker prices, port congestion, and their impact on rates</li> <li>• The Baltic Dry Index (BDI)</li> <li>• Overview of the BDI: how it is calculated, what it represents</li> <li>• Interpreting daily index reports and how they influence negotiations</li> <li>• Practical Negotiation Skills in Dry Bulk</li> <li>• Key stages: offer, counter-offer, recap</li> <li>• Common negotiation points: freight rate, laytime, and cargo specs</li> <li>• Case study: Negotiating a Capesize voyage</li> </ul>
15:30	16:00	0:30	Break
16:00	17:30	1:30	<p><b>Chartering Documentation</b></p> <ul style="list-style-type: none"> <li>• Charter Parties and Standard Forms</li> <li>• GENCON (General Charter Party)</li> <li>• BALTIME (Time Charter Party)</li> <li>• NYPE (New York Produce Exchange)</li> <li>• Key Clauses in a Charter Party</li> <li>• Description of vessel and cargo</li> <li>• Freight/hire payments</li> <li>• Laytime and demurrage</li> <li>• Off-hire clauses</li> <li>• Fixing a Ship: Practical Case Study</li> <li>• Review a real-life ship fixture scenario</li> <li>• Group exercise: negotiating terms, understanding trade-offs</li> </ul>

				<b>DAY 2</b>
				<b>Advanced Concepts in Shipbroking and Chartering</b>
<b>Time</b>		<b>Duration</b>		<b>Content</b>
<b>From</b>	<b>To</b>	<b>Hours</b>		
09:00	10:30	1:30		<b>Freight and Voyage estimation</b> <ul style="list-style-type: none"> <li>• Freight Rate Determinants</li> <li>• Supply and demand dynamics</li> <li>• Impact of geopolitics, weather, and seasonality</li> <li>• Economic factors influencing shipping costs</li> <li>• Understanding Market Cycles</li> <li>• Boom and bust cycles in shipping</li> <li>• Bunker prices and their impact on freight rates</li> <li>• Performing voyage estimates</li> </ul>
10:30	11:00	0:30		Break
11:00	12:30	1:30		<b>Laytime and Demurrage Calculations</b> <ul style="list-style-type: none"> <li>• Understanding laytime</li> <li>• Definition and different types: running hours, weather working days</li> <li>• Commencement of laytime</li> <li>• Demurrage and Dispatch</li> <li>• Calculating demurrage: when laytime exceeds allowed time</li> <li>• Dispatch: saving laytime</li> </ul>
12:30	14:00	1:30		Lunch
14:00	15:30	1:30		<ul style="list-style-type: none"> <li>• <b>Practical Exercises</b></li> </ul> Laytime and demurrage calculations using sample contracts
15:30	16:00	0:30		Break
16:00	17:30	1:30		<b>Risk Management and Legal Considerations</b> <ul style="list-style-type: none"> <li>• Risk Management in Shipbroking</li> <li>• Legal risks in charter parties</li> <li>• Freight derivatives and Forward Freight Agreements (FFAs)</li> <li>• Dispute Resolution</li> <li>• Common areas of dispute (freight, laytime, demurrage)</li> <li>• Arbitration and mediation in shipping</li> <li>• Role of P&amp;I Clubs in claims and disputes</li> </ul>

**Certification:**

Participants who successfully complete the course and pass the assessment will receive a certificate of completion in Shipbroking and Chartering Practice.

**Target Audience:**

This course is primarily addressed to professionals in the shipping and maritime industries that perceive a need to better understand and engage in shipbroking and chartering. The course does not require any technical know-how as a prerequisite.

Note: The course content may be subject to updates and modifications based on the latest developments.