

Subject card

Subject name and code	Maritime Business: Freight, Chartering, and Negotiations in Practice, PG_00179629						
Field of study	Economics, International Economic Relations						
Date of commencement of studies	October 2024		Academic year of realisation of subject		2025/2026		
Education level	Master's studies		Subject group		Obligatory subject group in the field of study Optional subject group		
Mode of study	full-time studies		Mode of delivery		at the university		
Year of study	2		Language of instruction		Polish		
Semester of study	3		ECTS credits		2.0		
Learning profile	academic		Assessment form		credit		
Conducting unit							
Name and surname of lecturer (lecturers)	Subject supervisor		dr hab. Ernest Czernański				
	Teachers						
Lesson types	Lesson type	Lecture	Tutorial	Laboratory	Project	Seminar	SUM
	Number of study hours	30.0	0.0	0.0	0.0	0.0	30
	E-learning hours included: 0.0						
Learning activity and number of study hours	Learning activity	Participation in didactic classes included in study plan		Participation in consultation hours		Self-study	SUM
	Number of study hours	30		0.0		0.0	30
Subject objectives	• Learn key concepts and mechanisms of ship chartering. • Understand the chartering process: from the initial enquiry to the conclusion of the contract. • Practical exercise in freight negotiations and contract analysis. • Simulation of a freight broker's work in a real market. • Develop market analysis and risk management skills.						

Learning outcomes	Course outcome	Subject outcome	Method of verification
	[EKONMU2_U07] can independently propose solutions to complex economic or social problems, select methods of analysis and conduct conclusive procedures in this respect	is able to independently propose solutions for the chartering or sale of a commercial vessel.	[SU2] presentation/project/paper/report
	[EKONMU2_U06] can practically apply various forms and range of acquired knowledge in economics, finance and management, supplementing it with an independent critical analysis of its efficiency and usefulness	has the ability to apply in practice various forms and scope of acquired knowledge in the field of chartering and ship sales, supplementing it with independent critical analysis of the effectiveness and usefulness of specific transactions	[SU2] presentation/project/paper/report
	[MSGMU2_U05] can apply the rules and standards of business activity in order to solve complex and atypical problems arising from international economic cooperation	is able to apply rules and standards relating to chartering and ship sales (BIMCO standards)	[SU2] presentation/project/paper/report
	[MSGMU2_U04] can use the acquired knowledge to formulate and solve complex problems related to the operation of economic entities on the international market, with particular emphasis on the European Union market	is able to use their knowledge to formulate and solve problems related to ship chartering.	[SU2] presentation/project/paper/report
Subject contents	1. A ship as a transport service provider (what is a ship, what is it used for, what are its types and classes, the specifics of working at sea) 2. Port services for commercial ships 3. S&P of ships 4. Introduction to the world of freight and shipping, freight markets (what is freight and who is involved in it? Types of charters (voyage, time, bareboat) practical examples, market analysis, rates, electronic exchanges, Baltic Exchange) 5. Freight forwarding entities: brokers, charterers and shipowners (negotiation practice, the role of a freight broker: how to search for ships and cargo, creating a charter enquiry, practical negotiations of contract terms (time, ports, freight, demurrage), case study). 6. Charter agreements: GENCON, NYPE, Barecon overview and analysis of clauses. 7. Bill of lading role, types, risk. 8. Transport documentation in practice. 9. Simulation of signing a charter and issuing a B/L (role of the charterer and freight forwarder).		
Prerequisites and co-requisites	economics, trade law		
Assessment methods and criteria	Subject passing criteria	Passing threshold	Percentage of the final grade
		51.0%	100.0%
Recommended reading	Basic literature	Frachtowanie : praca zbiorowa / pod red. J. T. Hołowińskiego ; [aut. J. T. Hołowiński et al.] Hołowiński, Jan Tomasz (1924-2011) Redakcja 1962 Gdynia : Wydawnictwo Morskie Shipbroking and chartering practice / by Lars Gorton [et al.] Gorton, Lars. 2009 London : Informa Organizacja i technika transportu morskiego / pod redakcją Jerzego Kujawy ; [autorzy Danuta Balsewicz-Schleifer, Ernest Czernański, Krzysztof Dobrowolski, Tomasz Głowacki, Jerzy Kubicki, Jerzy Kujawa, Tomasz Nowosielski, Janusz Żurek]. Wydawnictwo Uniwersytetu Gdańskiego	
	Supplementary literature	Czarterowanie statków morskich na czas / Irena Redman Redman, Irena 1971 Gdańsk : Wydawnictwo Morskie	
	eResources addresses		

Example issues/ example questions/ tasks being completed	
Work placement	Not applicable

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