

**Subject card**

<b>Subject name and code</b>	Maritime Business: Freight, Chartering, and Negotiations in Practice, PG_00179629						
<b>Field of study</b>	Economics, International Economic Relations						
<b>Date of commencement of studies</b>	October 2025	<b>Academic year of realisation of subject</b>			2026/2027		
<b>Education level</b>	Master's studies	<b>Subject group</b>			Obligatory subject group in the field of study Optional subject group		
<b>Mode of study</b>	full-time studies	<b>Mode of delivery</b>			at the university		
<b>Year of study</b>	2	<b>Language of instruction</b>			Polish		
<b>Semester of study</b>	3	<b>ECTS credits</b>			2.0		
<b>Learning profile</b>	academic	<b>Assessment form</b>			credit		
<b>Conducting unit</b>							
<b>Name and surname of lecturer (lecturers)</b>	<b>Subject supervisor</b>		dr hab. Ernest Czermański				
	<b>Teachers</b>						
<b>Lesson types</b>	<b>Lesson type</b>	Lecture	Tutorial	Laboratory	Project	Seminar	SUM
	<b>Number of study hours</b>	30.0	0.0	0.0	0.0	0.0	30
	E-learning hours included: 0.0						
<b>Learning activity and number of study hours</b>	<b>Learning activity</b>	Participation in didactic classes included in study plan		Participation in consultation hours		Self-study	SUM
	<b>Number of study hours</b>	30		0.0		0.0	30
<b>Subject objectives</b>	<ul style="list-style-type: none"> <li>• Learn key concepts and mechanisms of ship chartering.</li> <li>• Understand the chartering process: from the initial enquiry to the conclusion of the contract.</li> <li>• Practical exercise in freight negotiations and contract analysis.</li> <li>• Simulation of a freight broker's work in a real market.</li> <li>• Develop market analysis and risk management skills.</li> </ul>						
<b>Learning outcomes</b>	<b>Course outcome</b>		<b>Subject outcome</b>			<b>Method of verification</b>	
			is able to independently propose solutions for the chartering or sale of a commercial vessel.			[SU2] presentation/project/paper/report	
			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	
<b>Subject contents</b>	<ol style="list-style-type: none"> <li>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)</li> <li>2. Port services for commercial ships</li> <li>3. S&amp;P of ships</li> <li>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)</li> <li>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).</li> <li>6. Charter agreements: GENCON, NYPE, Barecon overview and analysis of clauses.</li> <li>7. Bill of lading role, types, risk.</li> <li>8. Transport documentation in practice.</li> <li>9. Simulation of signing a charter and issuing a B/L (role of the charterer and freight forwarder).</li> </ol>						

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	<a href="#">Frachtowanie : praca zbiorowa / pod red. J. T. Hołowińskiego ; [aut. J. T. Hołowiński et al.]</a>  Hołowiński, Jan Tomasz (1924-2011) Redakcja 1962   Gdynia : Wydawnictwo Morskie  <a href="#">Shipbroking and chartering practice / by Lars Gorton [et al.]</a>  Gorton, Lars. 2009   London : Informa  <a href="#">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</a>	
	Supplementary literature	<a href="#">Czarterowanie statków morskich na czas / Irena Redman</a>  Redman, Irena 1971   Gdańsk : Wydawnictwo Morskie	
	eResources addresses		
Example issues/ example questions/ tasks being completed			
Work placement	Not applicable		

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