



## Maritime Business

The participants of our Maritime Business seminars shall revisit or gain advanced knowledge in the fields of international trade, ship employment and of the current regulatory framework as well as familiarize themselves with the maritime business cluster of Hamburg.

### Maritime Policy

It is the aim of this seminar to clarify the international maritime policy regime, the drives and the decision-making processes, as well as to explore the impact of certain policies. In the end, participants will have gained advanced knowledge in the field of maritime policy.

#### Content

##### 1. IMO Conventions and Decision-Making Framework

- UNCLOS III and the IMO Framework
- Outline of the Main Instruments
- Registration and Nationality of Ships
- FSI/PSC Regime

##### 2. European and Regional Policies

- Links to Regional vs International Policies
- European Transport Policy

##### 3. Topics of Contemporary Interest

- Notable Impact and Implications of the Instruments
- Greening of Shipping
- Maritime Security
- Digitalization of Trade and Operations

#### Target group

Young and experienced maritime professionals; ideal for financiers, mariners, lawyers and engineers currently active in the industry.

### Overview

- Contact hours: 16
- Language: English
- Lecturer: Prof. Dr. Orestis Schinas
- Dates: 11 & 12 October 2016, 9.45 am to 4.45 pm
- Costs: EUR 750

### Chartering and Revenue Planning

The aim of the seminar is to introduce the participants into chartering, its practice and its financial implications. The analysis is based on standard documents and trivial commercial cases and aims to bridge employment terms and results with the life-cycle analysis of the ship as a financial asset.

#### Content

##### 1. Definitions

##### 2. Voyage Employment

- Analysis of the Basic Clauses (on the basis of GENCON94)
- Voyage Calculation – Estimation of the TCE
- Example of Laytime Calculation

##### 3. Time Chartering

- Analysis of the Basic Clauses (on the basis of NYPE93)

##### 4. Financial Planning

- Life-Cycle Analysis
- Identification of the Main Risks (Sensitivity Analysis)

#### Target group

Young and experienced maritime professionals; ideal for mariners, lawyers and engineers currently active in the industry.

### Overview

- Contact hours: 16
- Language: English
- Lecturer: Prof. Dr. Orestis Schinas
- Dates: 17 & 18 November 2016, 9.45 am to 4.45 pm
- Costs: EUR 750



### Lecturer



Since 2008, *Prof. Dr. Orestis Schinas* has held the position of Professor for Shipping and Ship Finance at HSBA Hamburg School of Business Administration. In 2010, he became the Head of the newly founded Maritime Business School, which combines all of the shipping-related study programmes at HSBA.

After qualifying with distinction from a degree in naval architecture and marine engineering and finishing an M.Sc. in Shipping Management, Professor Schinas completed a doctorate at the National Technical University in Athens on the topic of multi-criteria decision-making techniques in ship finance.

Professor Schinas has many years of broad experience in the maritime and logistics industry. He has held executive positions and offered his services as advisor and project manager, where he contributed his expertise both to the private sector and to public-sector and international corporations. His activities included large-scale corporate projects such as IPOs, port privatisations and start-up projects as well as numerous research and development projects in the areas of finance, shipping and ports. In particular, he has been involved in research initiatives and projects relating to short-sea shipping as well as the human factor in shipping and ports.

## Registration

### Registration process

The seminar requires an undergraduate degree and some professional experience or a corresponding professional qualification. Admission is granted on the basis of the HSBA application form with your personal details as well as details of previous education and professional experience. The seminar spaces will be filled in the order in which applications are received.

### Certificate of attendance and university certificate

After completing the seminar, participants receive a certificate of attendance for regular attendance. Following an examination, participants may also obtain a university certificate with two credit points awarded according to the ECTS System (European Credit Transfer System).

### Other services

The seminar fees include the high-quality seminar material, catering during the seminar days and a get-together on the second seminar day.

### Your Contact Person



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## About HSBA

HSBA is the university for business in the city of Hamburg. Founded in 2004 by Hamburg's Chamber of Commerce, today HSBA cooperates with more than 250 companies. As a state-recognised third-level institution, it offers a wide range of bachelor's and master's degrees in business as dual and part-time courses for more than 850 students. A cooperative doctoral programme, high-quality further education for specialists and executives, applied research and consulting complement HSBA's offering.

## Our Executive Education

The Executive Education Programme at HSBA is multi-faceted and designed to suit exactly the needs of the participants and the companies. We ensure the practicality of our courses through continuous coordination in our company advisory boards and other bodies. It is our aim to communicate the essential competences on an MBA level, for example by using case studies. In this way, HSBA cannot only support personnel development in the company but also act as an important element in the participants' personal training.