UNIVERSITY OF MADRAS

MASTER OF BUSINESS ADMINISTRATION (MBA) DEGREE PROGRAMME

SYLLABUS WITH EFFECT FROM 2023-2024

934E915: Specialization Courses in Shipping and Logistics Management

Subject Code	Subject Name	Category	L	T	P	O	Credits	Inst. Hours	Marks		
									CIA	External	Total
934E915A	Global Maritime Business	Elective	3	-	-	-	3	3	25	75	100
934E915B	Maritime Economics	Elective	3	-	-	-	3	3	25	75	100
934E915C	Chartering and Commercial Geography	Elective	3	-	-	-	3	3	25	75	100
934E915D	Introduction to International Trade & Commerce	Elective	3	-	-	-	3	3	25	75	100
934E915E	Introduction to Maritime Management	Elective	3	-	-	-	3	3	25	75	100
934E915F	Export-Import Procedure & Documentation (EIP&D)	Elective	3	-	-	-	3	3	25	75	100
934E915G	Liner Shipping Business	Elective	3	-	-	-	3	3	25	75	100
934E915H	International Business	Elective	3	-	-	-	3	3	25	75	100
934E915I	Port Operations and Pricing	Elective	3	-	-	-	3	3	25	75	100
934E915J	Marine Insurance and Risk Management (MI&RM)	Elective	3	-	-	-	3	3	25	75	100
934E915K	Maritime Law and Customs Procedures	Elective	3	-	-	-	3	3	25	75	100
934E915L	Multimodal Transportation and Port Agency	Elective	3	-	-	-	3	3	25	75	100
934E915M	Shipping Finance and Marine Insurance	Elective	3	-	-	-	3	3	25	75	100

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Subject Code	Subject Name	Category	L	T	P	O	Credits	Inst. Hours	Marks		
									CIA	External	Total
934E915A	**Global Maritime Business**	Elective	3	-	-	-	3	45	25	75	100

Course Objectives	
C1	To gain knowledge on Maritime Business
C2	To understand classification of cargoes and functions
C3	To learn the functions of shipping practitioners.
C4	To have an understanding on the documents and contracts that govern sea transportation
C5	To learn how to prepare voyage estimations

UNIT	Details	No. of Hours	Course Objectives
I	**INTRODUCTION TO MARITIME BUSINESS** Scope and functions of maritime business, Basic specifications of the ship, Concept of displacement, Load lines, Types and methods of tonnage measurement, Ship Registration and Classification.	9	C1
II	**CARGOES AND SHIPS:** Classification of Cargoes, Types of Ships, Stowage of cargo, Cargo and container handling equipment, Types of packing, Dangerous cargo, Role and Functions of Ports, Maritime Canals, Major Trade Lanes.	9	C2
III	**SHIPPING PRACTITIONERS AND ORGANIZATIONS** Ship Owners, Ship Operators, Ship Agents, Ship Brokers, Shop Financiers, Ship Chandlers, Ship Insurers, Maritime Administrators, Ship Classification Societies, Ship Builders, Freight Forwarders, NVOCC’s, and International Shipping Organizations.	9	C3
IV	**CONTRACT OF AFFREIGHTMENT** Bill of lading, Charter parties, Voyage and Time Charter Parties, Bare Boat Charter party, Principles of Voyage Estimation, Numerical Exercise in Voyage estimation.	9	C4
V	**INTERNATIONAL TRADING PROCESS**: Trading Process, Suitability of transport modes for an international consignment, Delivery trade terms of sale and export contract (INCOTERMS 2010), Receipt of export order, Progress of export order and check list.	9	C5
	Total	**45**	

Course Outcomes		
Course Outcomes	On completion of this course, students will;	**Program Outcomes**
CO1	Identify the basic concepts of maritime business	PO4, PO6, PO8
CO2	Discuss the different types of cargo and ships	PO1, PO2
CO3	Explain the role and functions of shipping practitioners and their organizations	PO5, PO6, PO7
CO4	Determine the role of Contract of Affreightment	PO4, PO5
CO5	Apply the methods of trading the process and Incoterms	PO3, PO8
Reading List		
1.	https://www.studocu.com/in/document/indian-maritime-university/shipping-and-logistics/introduction-to-shipping-business/6578526	
2.	https://www.shippingandfreightresource.com/types-of-cargo-ships/	
3.	https://www.lr.org/en/rules-and-regulations-for-the-classification-of-ships/	
4.	https://porteconomicsmanagement.org/pemp/contents/part1/maritime-shipping-and-international-trade/	
References Books		
1.	Elements of shipping, Alan Branch, Publisher: Sterling/ Routledge	
2.	Commercial Shipping Handbook, Peter Brodie, Publisher: Lloyd's of London Press	
3.	The Business of Shipping, Lane C. Kendall and James J.Buckley, Publisher: Cornell Maritime Press	
4.	Ship broking and Chartering Practice, Ihre.R&Gordon.L, Publisher: Lloyd's of London Press	
5.	Logistical Management - The integrated supply chain process - D. J, Bowersox & D.J. Gloss, Publisher: McGraw-Hill**.**	
6.	Stopford, M., Branch, A. (2013). Maritime Economics. (n.p.): Taylor & Francis.	

	PO 1	**PO 2**	**PO 3**	**PO 4**	**PO 5**	**PO 6**	**PO 7**	**PO 8**
CO 1				2		2		2
CO 2	2	3						
CO 3					2	2	2	
CO 4				3	2			
CO 5			3					2

S-Strong M-Medium L-Low

UNIVERSITY OF MADRAS

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SYLLABUS WITH EFFECT FROM 2023-2024

Subject Code	Subject Name	Category	L	T	P	O	Credits	Inst. Hours	Marks		
									CIA	External	Total
934E915B	**Maritime Economics**	Elective	3	-	-	-	3	3	25	75	100

Course Objectives

C1	To impart concepts & functions related to Business Economics.
C2	To understand the Business decision making, cost aspects.
C3	To gain knowledge about role of Economics in shipping industry
C4	To understand and apply demand & supply patterns and the impact on Global Maritime Trade.
C5	To interpret the economic forces in Maritime Industry

UNIT	Details	No. of Hours	Course Objectives
I	**Basic Concepts of Economics:** Managerial Economics and business decision making, Role of Managerial Economics, Fundamental concepts of Managerial Economics; Demand Analysis: Meaning, determinants and types of demand, Elasticity of demand; Supply Analysis**:** Meaning and determinants. Goods and Service Tax (GST).	9	C1
II	**Market structure:** Market Characteristics, Pricing and output decisions, methods of pricing, differential pricing, Government intervention and pricing. Cost concepts, Cost functions, Cost-Output relationship, Economies and diseconomies of scale.	9	C2
III	**Shipping Economics:** Global pattern of maritime trade, Economics of bulk shipping, Economics of liner shipping, Economics of ships and ship designs, Economics of shipbuilding and scrapping.	9	C3
IV	**Demand & supply for shipping:** Derived demand, Demand measurement, Effect of Substitution, Freight Rate mechanisms, Productivity and supply trends, surplus tonnage, active fleet, short run supply. Measuring elasticity of demand & supply, Determination of equilibrium pricing in various segments.	9	C4
V	**Role of Economics in shipping industry:** Demand and supply for sea transport, the world merchant fleet, the four shipping markets: freight market, sale & purchase market, new building market, demolition market.	9	C5

	Total	**45**	
Course Outcomes			
Course Outcomes	On completion of this course, students will;	**Program Outcomes**	
CO1	Explain the basic concepts of managerial economics;	PO2, PO4	
CO2	Determine the different types of market structure;	PO4, PO6, PO7	
CO3	Identify the economic role of shipping industry;	PO6, PO7	
CO4	Comprehend the demand and supply for shipping services;	PO8	
CO5	Discuss the concepts of shipping economics;	PO7	
Reading List			
1.	http://pearsoned.co.in/prc/book/paul-g-keat-managerial-economics-economic-tools-todays-decision-makers6e-6/9788131733530		
2.	http://www.onlinevideolecture.com/mba-programs/kmpetrov/managerial economics/?courseid=4207		
3.	https://www.slideshare.net/dvy92010/nature-and-scope-of-managerial-economics-76225857		
4.	The Indian Economic Journal - SAGE Journals		
References Books			
1.	1. Damodaran, S., Managerial Economics, 2nd Edition, Oxford University Press, 2011.		
2.	Managerial Economics, Varshney. R.L. and Maheshwari. K.L., Publisher: Prentice Hall of India		
3.	Maritime Economics, Martin Stopford, Publisher: Routledge		
4.	Managerial Economics, Joel Dean, Publisher: Prentice Hall of India		
5.	H. L. Ahuja., Managerial Economics., Atlantic Publishers and distributors(P) Ltd., 2017.		
6.	Dominick Salvatore, Managerial Economics: Principles and worldwide applications, 9E Adaptation, Oxford university press, 9th Edition, 2020.		

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1		2		3				
CO 2				3		2	2	
CO 3						3	3	
CO 4								2
CO 5							2	

S-Strong M-Medium L-Low

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SYLLABUS WITH EFFECT FROM 2023-2024

Subject Code	Subject Name	Category	L	T	P	O	Credits	Inst. Hours	Marks		
									CIA	External	Total
934E915C	**Chartering and Commercial Geography**	Elective	3	-	-	-	3	4 5	25	75	100

Course Objectives	
C1	To study about the basics of Chartering
C2	To learn the chartering market practice
C3	To learn the types of chartering
C4	To distinguish the ship management practices
C5	To analyze the commercial geography

UNIT	Details	No. of Hours	Course Objectives
I	**PRINCIPLES OF SHIP CHARTERING** Voyage Charter, Time Charter, Bareboat-cum-demise Charter, Contract of affreightment, Definition of a Tramp Voyage, Costs & Revenues of a typical voyage, Voyage Estimate exercise.	9	C1
II	**CHARTERING MARKET PRACTICE** Offer, Counter offer, Negotiations, Finalization of Fixture, Explanation of abbreviated fixture reports in simple language.	9	C2
III	**VOYAGE AND TIME CHARTER PARTY** Voyage C/p: The vessel, The voyage, The cargo, The freight, Loading; discharging, Lay time, Cesar; lien, cargo liability. Time C/p: The vessel, The trade, The cargo, The period, Delivery; Redelivery, The hire, payment of hire, Off-hire, Damage to the vessel.	9	C3
IV	**SHIP MANAGEMENT** Departments in a Ship owning company - In-house vs. outsourcing of Ship Management functions. **Technical Management** - Ship acquisition methods – Induction of a vessel in the fleet - Ship Registration, National vs. open registries. Ship Classification societies. Dry-docking and annual / special surveys, management of ship spares. Manning regulations, international conventions viz. STCW, SOLAS, MLC.	9	C4
V	**COMMERCIAL GEOGRAPHY** Major ocean routes - features and patterns of trade. Major waterways and canals and their influence on shipping. Ports and their hinterland, functions of ports,	9	C5

	types of ports. Major ports of the world and their principal trades.		
	Total	**45**	

Course Outcomes		
Course Outcomes	On completion of this course, students will;	**Program Outcomes**
CO1	Identify the use of ship chartering	PO4, PO6, PO7
CO2	Appraise the ship Management function	PO6
CO3	Discuss the basics of commercial geography of ocean routes	PO6, PO7
CO4	Examine the voyage and charter vessels	PO5, PO6, PO7
CO5	Apply the chartering principles of shipping Management	PO8

Reading List	
1.	https://theintactone.com/2019/07/08/il-u2-topic-7-chartering-types-principles-and-practices/
2.	https://www.handybulk.com/chartering-market/
3.	https://www.advancedontrade.com/2015/06/what-are-differences-between-voyage-and-time-charter-parties.html
4.	https://www.marineinsight.com/maritime-law/what-is-ship-management/
5.	http://www.iirsa.org/admin_iirsa_web/Uploads/Documents/puertos_brasilia15_anexo3_CEPAL_Wilmsmeier%20.pdf
References Books	
1.	Ship Broking and Chartering Practice – 7th edition (2009), Lars Gorton.
2.	Tanker Chartering – First edition (2000), Philip J. Wood, Published by Institute of Chartered Shipbrokers.
3.	Ship Management – 2nd Edition (2005), Malcolm Willingale, Published by Informa Professional.
4.	Professional Ship Management: Marketing and Strategy, Dr. Photis M. Panayides, Ashgate Publishing (2001).
5	Shipbroking and Chartering Practice. Papadopoulos, A., Plomaritou, E. (2017). United Kingdom: Taylor & Francis.
6	Shipbroking and Chartering Practice. Plomaritou, E, Papadopoulos, A. (2017). United Kingdom: Taylor & Francis.

	PO 1	**PO 2**	**PO 3**	**PO 4**	**PO 5**	**PO 6**	**PO 7**	**PO 8**
CO 1				2		2	2	
CO 2						2		
CO 3						2	2	
CO 4					2	2	2	
CO 5								2

S-Strong M-Medium L-Low

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MASTER OF BUSINESS ADMINISTRATION (MBA) DEGREE PROGRAMME

SYLLABUS WITH EFFECT FROM 2023-2024

Subject Code	Subject Name	Category	L	T	P	O	Credits	Inst. Hours	Marks		
									CIA	External	Total
934E915D	**Introduction to International Trade & Commerce**	Elective	3	-	-	-	3	45	25	75	100

Course Objectives	
C1	To provide the students with introduction on OR and its models to aid in understanding its applicability in the various functional areas of management.
C2	To understand the concept of linear programming models in determining profit maximization and cost minimization
C3	To learn about various methods adopted in transportation and Assignments models.
C4	To determine about inventory models, replacement models, job sequencing, networking model and Queuing model
C5	To throw light on dynamic model and game models and the application of pure and mixed strategies in competitive environment.

UNIT	Details	No. of Hours	Course Objectives
I	**International Business:** Definition, nature, approaches and theories of International business • International economic environment • Economic and political environment • Different theories like Adam Smith Model / Ricardo / H-O Model / specific Factor Model / Neo-Ricardian Theory / Sraffa trade theory etc • International; trade policy, Tariffs, Subsidies, Restraints and administrative policies	6	C1
II	**Modes of International Business:** Export-Import Policy • Licensing • Franchising • Contracting • Turnkey Projects • Mergers • Acquisitions • Joint Ventures • International Marketing Channels	9	C2
III	World Trade Organization and Trade Blocks: Economic Integrations – free trade area, custom unions, common markers • Economic unions • EEC, ASEAN, SAARC, SAFTA. • Liberalization of agriculture trade	9	C3
IV	**International Finance:** Introduction – Foreign Exchange, Types of foreign exchange rates, Convertibility of Rupees and its implications • Direct Foreign Investment: Reason of Direct foreign investment • Strategies of Direct Foreign Investment • International Institutions and their role in Capital Market- I.M.F., World Bank and ADB	11	C4

V	The Global Pattern of Maritime Trade: The West Line Theory, • Geographical Distribution of seaborne trade, Maritime trade of the Atlantic and East Pacific, Maritime trade of the Pacific and Indian Oceans, Eastern Europe and the former Soviet union	10	C5
	Total	**45**	

Course Outcomes		
Course Outcomes	On completion of this course, students will;	**Program Outcomes**
CO1	Develop OR and its models to aid in understanding its applicability in the various functional areas of management.	PO4, PO6
CO2	Understand the concept of linear programming models in determining profit maximization and cost minimization	PO1, PO2, PO6, PO7
CO3	Explain various methods adopted in transportation and Assignments models.	PO1, PO2, PO6, PO7
CO4	Examine inventory models, replacement models, job sequencing, networking model and Queuing model	PO1, PO2, PO6, PO7
CO5	Explore game models and the application of pure and mixed strategies in competitive environment.	PO2, PO7

Reading List	
1.	www.internationalbusinesscorporation.com
2.	www.business-ethics.org
3.	https://www.jstor.org/journal/jintebusistud
4.	Journal of International Business and Management (JIBM)

References Books	
1.	International Business: Competing in the Global Marketplace (SIE) | 11th Edition – 14 August 2018 by Charles W. L. Hill (Author), G. Tomas M. Hult (Author), Rohit Mehtani (Author)
2.	International Business | Fourth Edition | By Pearson – 30 November 2017 by S. Tamer Cavusgil (Author), Gary Knight (Author), John Riesenberger (Author)
3.	Cherunilam, F., International Business: Text and Cases, 5th Edition, PHI Learning, 2010.
4.	Paul, J., International Business, 5th Edition, PHI Learning, 2010.
5.	Deresky, H., International Management: Managing Across Borders and Cultures, 6th Edition, Pearson, 2011.
6.	Griffin, R., International Business, 7th Edition, Pearson Education, 2012.

	PO 1	**PO 2**	**PO 3**	**PO 4**	**PO 5**	**PO 6**	**PO 7**	**PO 8**
CO 1				2		2		
CO 2	3	2				2	2	
CO 3	3	3				3	2	
CO 4	3	3				2	2	
CO 5		3					2	

S-Strong M-Medium L-Low

Subject Code	Subject Name	Category	L	T	P	O	Credits	Inst. Hours	Marks		
									CIA	External	Total
934E915E	**Introduction to Maritime Management**	Elective	3	-	-	-	3	4 5	25	75	100

Course Objectives	
C1	To introduce the students to the strategic importance of all elements of Maritime Trade and their inter-relations in the international trade environment.
C2	To explore the shipping routes and shipping organization
C3	To understand the role of various authority for clearance of proposals
C4	To throw light on Coastal resource management
C5	To learn about Logistics of Cargo Movement, materials handling ect.,

UNIT	Details	No. of Hours	Course Objectives
I	International Maritime Organization (IMO) & Indian Shipping Scenario and GMB: Role of Port in Indian Economy, Trade and Commerce • Role and Importance of a Port Authority • Centre vs State Ports • GMB ports – profile • Role of GMB & Ministry of Shipping • Various Agency in Port & Traffic Working • Port Conservancy – navigational issues • Conventions & Port State Control • Latest Shipping Policy Guidelines & issues thereof • Various Laws and Acts applicable to Port and Shipping Operation • Documentation / Certificates on Board of Vessel / Ship • Role of Ports • Various regulations concerning port • Role of Regulatory Authorities	9	C1
II	Flag of Convenience & Navigational Aids & Charts, Shipping Routes and Shipping Organization: Ship Introduction - Types - Size & Capacity - Particulars - Specification - GRT, NRT, LDT, DT, Load Line, Freeboard etc. • International Ship Registration • Ship registration – issues - open registry Countries (FOC) – effects on shipping • Flag Colors / Flag on Board as per Vessel, ITF – role – use & misuse • Basic Concept of Navigational Charts & its authority • Weather Signals – control on Navigation & Its Inceptive History • Traffic handling & Traffic forecast • Port security (International & Indian)	9	C2

III	Documentation / Certificates on Board of Vessel / Ship • Concept, Need, Port Policy, Poot policy, Boost Policy, Captive Jetty Policy, Concession, Agreement • Ownership Models • Public - Private Port, Benefits • Port Reforms, • Captive jetty • Ship Building Yard & Its Policy of the State Government 2010 • Ship Recycling Yard • Role of various authority for clearance of proposals	9	C3
IV	Coastal Resources And Infrastructure: Coastal Shipping in India • Coastal zone development plan\ • Coastal resource mapping • Coastal resource • Conservation • Coastal resource management	9	C4
V	Introduction to Logistic and Supply Chain Management: Introduction to logistics Management – Significance of logistics – The Total distribution concepts – Integrated Logistics • The Economics of Logistics • Logistics in International Trade • Shipping line, CFS, CHF, Freight forwarders - roles • Shipping line, CFS, CHF, Freight Forwarders • Various Logistics of Cargo Movement • Hinterland – connection with logistics • CONCOR and its role • Materials handling packaging and transportation systems	9	C5
	Total	**45**	

Course Outcomes		
Course Outcomes	On completion of this course, students will;	**Program Outcomes**
CO1	Appraise Maritime Trade and their inter-relations in the international trade environment.	PO4, PO6
CO2	Explore the shipping routes and shipping organization	PO6
CO3	Develop the role of various authority for clearance of proposals	PO5, PO6, PO7
CO4	Develop Coastal resource management	PO6, PO7
CO5	Examine Logistics of Cargo Movement, materials handling ect.,	PO4, PO6, PO7

Reading List	
1.	https://www.ippc.int/fr/external-cooperation/organizations-page-in-ipp/imo/
2.	https://www.oecd.org/ocean/topics/ocean-shipping/
3.	https://www.irclass.org/media/2464/encl1-list-of-certificates-and-documents-cargo-ships.pdf
4.	https://responsivemanagement.com/research-topics/coastal-resource-management/
5.	https://www.keyence.com/ss/products/auto_id/logistics/role/material-handling.jsp

References Books	
1.	Logistics Management – P. Fawcett, R. McLeish and I Ogden
2.	Strategic Logistics Management – D.M. Lambert & J R Stock, Richard D Irwin Inc.
3.	Handbook of Logistics and Distribution Management – John Gattorna
4.	Introduction to Marine Cargo Management. Rowbotham, M. (2014). United Kingdom: Taylor & Francis.
5.	Introduction to Shipping. (2011). United Kingdom: Witherby Shipping Business.
6	Maritime Logistics: A Guide to Contemporary Shipping and Port Management. (2015). India: Kogan Page.

	PO 1	**PO 2**	**PO 3**	**PO 4**	**PO 5**	**PO 6**	**PO 7**	**PO 8**
CO 1				2		2		
CO 2						2		
CO 3					3	3	2	
CO 4						2	2	
CO 5				2		2	2	

S-Strong M-Medium L-Low

Subject Code	Subject Name	Category	L	T	P	O	Credits	Inst. Hours	Marks		
									CIA	External	Total
934E915F	**Export-Import Procedure & Documentation (EIP&D)**	Elective	3	-	-	-	3	45	25	75	100

Course Objectives	
C1	To develop an understanding and enhance the international finance.
C2	To provide with opportunities to analyze the Changing Global Market Place
C3	To analyze and explore the export incentives
C4	To understand the foreign trade policy and customs
C5	To upgrade the knowledge and awareness of the role of Planning of Logistic in Import and Export Business

UNIT	Details	No. of Hours	Course Objectives
I	International Finance: Export and Import Finance • Foreign exchange Management • Exchange Control Regulation • Trade Payment Methods • Uniform customs and practices for Documentary Credits • Finance for Short Term and Long Term Trade from Exim Bank	9	C1
II	International Marketing: Changing Global Market Place and Trends in Foreign Trade • How to get Useful Information and to do Desk Research • International Marketing • Opportunities and Challenges • Element of Global Marketing Success • Market approach and Strategies • International Marketing and Indian Context	9	C2
III	Export Incentives – Procedure and Documentation: Advance Authorization • Duty Free Import Authorization • DEPB-Duty Draw Back • EEFC Account – Packaging Credit • Summary of Pre and Post Export Incentives	9	C3
IV	Foreign Trade Policy and Customs- An Overview: Structure of Foreign Trade Policy • Who can Import, What can be Imported • Modes of Import of Capital Goods • Modes of Import of Raw materials and Components • Custom Concepts • Classification and Valuation • Adjudication	9	C4
V	Shipping, Logistics and Marine Insurance: Elements of Export Import Contracts, Bill of Lading- Airway Bill • Conference Line Vessel • Charter Party Vessel • Type	9	C5

	of Containers • Container Dimension • Incidence of Rates and Mode of Computation • Role of Planning of Logistic in Import and Export Business		
	Total	**45**	

Course Outcomes		
Course Outcomes		**Program Outcomes**
CO1	Understand the international finance.	PO4, PO6, PO7
CO2	Exploring opportunities to analyze the Changing Global Market Place	PO4, PO6
CO3	Analyze export incentives	PO4, PO6, PO7
CO4	Understand foreign trade policy and customs	PO3, PO4, PO6, PO7
CO5	Determine the role of Planning of Logistic in Import and Export Business	PO6, PO8

Reading List	
1.	https://globaltradefunding.com/trade-finance-solutions/export-financing/
2.	https://www.mckinsey.com/featured-insights/innovation-and-growth/globalization-in-transition-the-future-of-trade-and-value-chains
3.	https://documents1.worldbank.org/curated/en/420171467998229812/pdf/REP59000Export0comparative0analysis.pdf
4.	https://interlinkcapital.in/export-incentive-schemes.php
References Books	
1.	Export - Import And Logistics Management by Rai, Usha Kiran PHI
2.	Export/Import Procedures and Documentation Thomas Johnson, Donna Bade, TMH
3.	EXPORT - IMPORT AND LOGISTICS MANAGEMENT, Usha Kiran Rai
4.	EXPORT IMPORT MANAGEMENT, JUSTIN PAUL
5	Port Security Management, Christopher, K. (2014).Second Edition. United Kingdom: Taylor & Francis.
6	Port Operations, Planning and Logistics. Bichou, K. (2014). United Kingdom: Taylor & Francis.

S-Strong M-Medium L-Low

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1				2		2	2	
CO 2				3		3		
CO 3				2		2	2	
CO 4			2	2		2	2	
CO 5						2		2

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Subject Code	Subject Name	Category	L	T	P	O	Credits	Inst. Hours	Marks		
									CIA	External	Total
934E915G	**Liner Shipping Business**	Elective	3	-	-	-	3	4 5	25	75	100

Course Objectives	
C1	To **e**nables learner to acquire practical skills about Liner services
C2	To Know the structure of liner shipping companies
C3	To understand the liners in global shipping industry
C4	To know the procedure for handling liner cargo
C5	To understand the marketing of liner service

UNIT	Details	No. of Hours	Course Objectives
I	**CHARACTERISTICS OF LINER SERVICES** Break Bulk Liner services – Roll on / off Liner services - Container Liner services – Passenger / Cruise Liner services - Liner Trade routes, round the world (RTW), pendulum, hub & spoke and end-to-end service – Types of Liner shipping operators - Strategies adopted by operators to achieve economies of scale and market share. Types of Liner Services – Independent service – Consortium / Alliance services – Direct vs Transshipment services – Short sea feeder services	8	C1
II	**ORGANIZATION STRUCTURE OF A CONTAINERIZED LINER SHIPPING COMPANY** Operations, Technical & Commercial functions - Liner project function for a new service. Liner freight rate structure - Basic freight and surcharges - Freighting for FCL, LCL, Cargo consolidation services – Electronic Data Interchange and Documentation aspects - Economics of a typical liner voyage.	8	C2
III	**HANDLING OF LINER CARGO** Liner cargo stevedoring - Types of cranes used for handling liner cargo – Unitization of cargo & evolution of containerization – Ports, Multi modal transportation – Modal interfaces – Intermodal systems – Inland Container Depot (ICD) and Container Freight Station	8	C3

	(CFS) Terminals - Types of containers & their features, applications - World container fleet & methods of container acquisition viz. purchase, leasing - Container interchange services - Equipment control systems.		
IV	**MARKETING OF LINER SERVICES** Appointment & management of Liner Agencies - Standard Liner Agency Agreement - Port Agency functions and practices. Carriers' and Merchants' responsibilities and limitations of liability - Procedure for cargo claims including the role and responsibilities of the parties. Problems arising in respect of ship and port security and the implementation of the ISPS Code.	11	C4
V	**LINER INDUSTRY STRUCTURE** Balancing supply and demand, capacity management options - Rationale for liner conferences, alliances, consortia, capacity management agreements, their similarities and differences - Statutory control and regulation including Federal Maritime Commission (USA), Competition Directorate (Europe). An introduction to Quality Management System.	10	C5
	Total	**45**	

Course Outcomes

Course Outcomes	On completion of this course, students will;	**Program Outcomes**
CO1	Explain the characteristics of liner services	PO2, PO4
CO2	Appraise the organisation structure of a containerized liner shipping company	PO2, PO7
CO3	Identify the nature of handling of liner cargo	PO6, PO7
CO4	Examine the marketing concepts in liner services;	PO1, PO2, PO6, PO7
CO5	Discuss the aspects of liner cargo industry, Apply the concepts and procedures of liner trade.	PO2, PO6, PO7

Reading List

1.	https://tassgroup.com/shipping/liner-shipping-and-its-advantages/
2.	https://logisticallyyours.wordpress.com/2013/04/25/organisation-structure-of-liner-organisation/
3.	https://alison.com/course/cargo-handling-and-stowage-liner-operations
4.	https://www.iss-shipping.com/sectors/liner/

References Books	
1.	International Ocean Shipping: Current concepts and Principles, Abrahamsson.B.J., Publisher: Westview Press
2.	The competitive dynamics of Container Shipping, Gilman, S., Publisher: Gower Publishing CompanyWorld
3.	Global Liner Shipping: A Practical Guide to the Engine Room of World Trade **Lars Jensen**
4.	Liner Shipping 2025: How to survive and thrive Paperback – February 17, 2017 by Mr Lars Jensen
5	Liner Shipping Economics. Shneerson, D., Jansson, J. (2012). Netherlands: Springer Netherlands.
6	Liner Shipping 2025: How to Survive and Thrive. Jensen, L. (2017)., Denmark: CreateSpace Independent Publishing Platform.

	PO 1	**PO 2**	**PO 3**	**PO 4**	**PO 5**	**PO 6**	**PO 7**	**PO 8**
CO 1		2		2				
CO 2		2					2	
CO 3						2	2	
CO 4	2	2				2	2	
CO 5		2				2	2	

S-Strong M-Medium L-Low

UNIVERSITY OF MADRAS

MASTER OF BUSINESS ADMINISTRATION (MBA) DEGREE PROGRAMME

SYLLABUS WITH EFFECT FROM 2023-2024

Subject Code	Subject Name	Category	L	T	P	O	Credits	Inst. Hours	Marks		
									CIA	External	Total
934E915H	**International Business**	Elective	3	-	-	-	3	4 5	25	75	100

Course Objectives	
C1	To understand and analyze international situations and evaluate international collaborative arrangements and strategic alliances.
C2	To apply knowledge of political, legal, economic and cultural country differences to develop competitive strategies in foreign, regional and global markets.
C3	To throw light on international trade theories and the management of business functional operations in an international context.
C4	To analyze and evaluate barriers, opportunities, market entry modes and the process of internationalization.
C5	To know about regional economic integration and contemporary issues in international business.

UNIT	Details	No. of Hours	Course Objectives
I	**Introduction**: Introduction to International Business: Importance, nature and scope of International business-International Business Vs. Domestic Business; Tariff and non-tariff barriers- transition from Domestic to International Business; Advantages and disadvantages of International business; Balance of Payments; Balance of Trade; Balance of Current Account . Modes of entry into International Business- Internationalization process and managerial implications- Multinational Corporations and their involvement in International Business- Issues in foreign investments, technology transfer, pricing and regulations- International collaborative arrangements and strategic alliances- Counter Trade; Import-Export Process and Documentation.	9	C1
II	**International Business Environment and Cultural Differences:** International Business Environment: Economic, Political, Cultural and Legal environments in International Business. Framework for analyzing International Business environment. Differences in Culture: Introduction — Social Structure — Religion — Language — Education —Culture and the Workplace — Cultural Change — Cross-cultural Literacy — Culture and Competitive Advantage.	9	C2

III	**International Trade Theory:** Introduction — Mercantilism, Neo-Mercantilism — Theory of Absolute Advantage — Theory of Comparative Advantage — Heckscher-Ohlin Theory — The New Trade Theory — National Competitive Advantage — Porter's Diamond — General Agreement on Tariff and Trade (GATT)- World Trade Organization (WTO)-GATS-UNCTAD- Trade Blocks; Customs Union-EU- PTA- European Free Trade Area (EFTA)-Central American Common Market(CACM)-Latin American Free Trade Association(LAFTA)- North American Free Trade Agreement(NAFTA)- Association of South East Asian Nations(ASEAN)- CARICOM- GSTP-GSP-SAPTA- Indian Ocean RIM Initiative- BIMSTEC- Bretton Woods Twins- World Bank & IMF, International Finance Corporation- Multilateral Investment Guarantee Agency (MIGA).	9	C3
IV	**Global Trading and Investment Environment:** Recent Trends in India's Foreign Trade- India's Commercial Relations and Trade Agreements with other countries- Institutional Infrastructure for export promotion in India- Export Assistance- Export Finance- Export Processing Zones (EPZs) - Special Economic Zones (SEZs)- Exports by Air, Post and Sea- Small Scale Industries (SSI) and Exports- Role of ECGC- Role of EXIM Bank of India- Role of Commodity Boards- Role of State Trading Agencies in Foreign Trade- STC, MMTC, etc. Foreign Exchange Market- Functions of Foreign Exchange Market- Foreign Direct Investments (FDI); forms of FDI — Horizontal and Vertical Foreign Direct Investment — Advantages of FDI to Host and Home Countries.	9	C4
V	**Contemporary Issues:** Contemporary Issues in International Business- International Sales Contract- Major Laws- INCO terms- Standard Clauses of International Sales Contract- Role of Indian Council of Arbitration / International Chamber of Commerce in solving Trade disputes. **Export Regulations:** Procedure for export of goods- Quality Control and Pre- shipment Inspection- Customs Clearance- Port formalities- Exchange regulations for Export- Role of Clearing and Forwarding Agents.	9	C5
	Total	**45**	

Course Outcomes		
Course Outcomes	On completion of this course, students will;	**Program Outcomes**
CO1	Be aware of the international situations and evaluate international collaborative arrangements and strategic alliances.	PO2, PO4, PO7
CO2	Possessed knowledge of political, legal, economic and cultural country differences to develop competitive strategies in foreign, regional and global markets.	PO4, PO7
CO3	Know the various international trade theories and the management of business functional operations in an international context.	PO4, PO6, PO7
CO4	Be able to evaluate barriers, opportunities, market entry modes and the process of internationalization.	PO2, PO4, PO7
CO5	Have better understanding on regional economic integration and contemporary issues in international business.	PO6, PO7, PO8
Reading List		
1.	www.internationalbusinesscorporation.com	
2.	www.business-ethics.org	
3.	https://www.jstor.org/journal/jintebusistud	
4.	Journal of International Business and Management (JIBM)	
References Books		
1.	International Business: Competing in the Global Marketplace (SIE) | 11th Edition – 14 August 2018 by Charles W. L. Hill (Author), G. Tomas M. Hult (Author), Rohit Mehtani (Author)	
2.	International Business | Fourth Edition | By Pearson – 30 November 2017 by S. Tamer Cavusgil (Author), Gary Knight (Author), John Riesenberger (Author)	
3.	Cherunilam, F., International Business: Text and Cases, 5th Edition, PHI Learning, 2010.	
4.	Paul, J., International Business, 5th Edition, PHI Learning, 2010.	
5.	Deresky, H., International Management: Managing Across Borders and Cultures, 6th Edition, Pearson, 2011.	
6.	Griffin, R., International Business, 7th Edition, Pearson Education, 2012.	

	PO 1	**PO 2**	**PO 3**	**PO 4**	**PO 5**	**PO 6**	**PO 7**	**PO 8**
CO 1		2		3			2	
CO 2				2			2	
CO 3				3		3	3	
CO 4		3		3			3	
CO 5						3	3	3

S-Strong M-Medium L-Low

Subject Code	Subject Name	Category	L	T	P	O	Credits	Inst. Hours	Marks		
									CIA	External	Total
934E915I	**Port Operations and Pricing**	Elective	3	-	-	-	3	45	25	75	100

Course Objectives	
C1	To impart knowledge on the significance of Ports in international trade
C2	To understand the port pricing mechanisms;
C3	To study the role of port operations in International Trade and Transport
C4	To understand the parameters used for measuring port performance
C5	To have a basic idea on the establishment of cost and revenue canters for a port

UNIT	Details	No. of Hours	Course Objectives
I	**PORTS STRUCTURE AND THEIR FUNCTIONS** Types and Layout of the Ports – Organisational structure- Port ownership - Types of port ownership and administration - Port ownership in Indian context. Organizations concerning ports - Boards governing the ports.	9	C1
II	**SERVICES RENDERED BY PORTS AND PERFORMANCE INDICATORS** Service request process-marine services-terminal services-repair services-estate management services-information management services-general logistics services-value added services-performance indicators	9	C2
III	**PRICING SYSTEMS** Objectives of port pricing - Constraints in port pricing - Various pricing Systems applied in the world- Basis for assessing port charges - Port dues and Specific port tariffs- - establishing a port tariff structure. Guidelines for the application and presentation of new port charges	9	C3
IV	**DEMAND AND SUPPLY FOR PORT SERVICES AND FACILITIES** The demand for port services and facilities - The weight of port charges for the port users- Port charges on the ship- Port charges on the cargo-Port charges, transport costs and prices of products. Requirement of a sound pricing structure from the users' point of view. Pricing and the supply of port services and facilities – Characteristics of the supply of port services and facilities –Importance of port charges for the port authority-requirement of a good	9	C4

	pricing system from the supplier's point of view.		
V	**THE FLOW OF COST, BENEFIT AND REVENUES** The flow of costs in a port .- Nature of the cost. The generation of costs at a port- The calculation and analysis of costs- The allocation of costs. The flow of port users' benefits -Secondary users' benefits- Cargo owners' benefit- The revenue flow	9	C5
	Total	**45**	

Course Outcomes		
Course Outcomes	On completion of this course, students will;	**Program Outcomes**
CO1	Explain the role of ports in international trade and transport;	PO4, PO6, PO7
CO2	Appriase the performance of Ports;	PO1, PO2, PO6, PO7
CO3	Identify the different port pricing systems;	PO2, PO7
CO4	Examine the demand and supply of port services;	PO6, PO7
CO5	Discuss the cost and revenue aspects of port services	PO1,PO2, PO4, PO7

Reading List	
1.	https://www.marineinsight.com/ports/what-are-the-various-types-of-ports/
2.	https://unctad.org/system/files/official-document/dtlkdb2016d1_en.pdf
3.	https://porteconomicsmanagement.org/pemp/contents/part5/port-pricing/
4.	https://porteconomicsmanagement.org/pemp/contents/part1/ports-and-maritime-supply-chains/
References Books	
1.	Port Management and Operations, Patrick Alderton, Publisher: Llyod's of London Press
2.	Port Infrastructure and Economic Development - Pradeepta Kumar Samanta and Ashok Kumar Mohanty, Publisher: Kalpaz Publications
3.	Commercial Shipping Handbook, Peter Brodie, Publisher: Lloyd's of London Press
4.	Port State control, Dr. Z. Ozcayir, Publisher: Informa Legal Publishing UK
5.	Ships & Shipping : A comprehensive guide – Neresian.R (Pennwell Corp Feb 1981)
6.	Brigham, E.F. and Ehrhardt, M.C., Financial Management: Theory andPractice, 14th Edition, 2015.

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1				2		2	2	
CO 2	2	3				2	2	
CO 3		2					3	
CO 4						2	3	
CO 5	2	2		S			2	

S-Strong M-Medium L-Low

UNIVERSITY OF MADRAS

MASTER OF BUSINESS ADMINISTRATION (MBA) DEGREE PROGRAMME

SYLLABUS WITH EFFECT FROM 2023-2024

Subject Code	Subject Name	Category	L	T	P	O	Credits	Inst. Hours	Marks		
									CIA	External	Total
934E915J	**Marine Insurance and Risk Management (MI&RM)**	Elective	3	-	-	-	3	4 5	25	75	100

	Course Objectives
C1	To provide insight about the relationship of Marine insurance covering loss or damage of ships, cargo, terminals, and any transport or cargo by which property is transferred, acquired, or held between the points of origin and final destination, to enable student to understand the enormous risks associated in Maritime trade.
C2	To enable comprehension of current structure / regulation/ formats of cargo insurance — which is essential in framing a total logistic plan
C3	Marine Insurance for Onshore and Offshore exposed property (container terminals, ports, oil platforms, pipelines); Hull; Marine Casualty; and Marine Liability.
C4	To analyze
C5	To enable the students with a basic introduction to

UNIT	Details	No. of Hours	Course Objectives
I	Basic Concept of Insurance: Origin of Marine Insurance Marine Insurance & Trade Marine Insurance In Indian Market International Marine Insurance Market U K Marine Insurance Organization of Lloyd's Agents Marine Insurance & Payment of Premium Exchange Control Regulations Premium on Marine Export / Import Policies Claim Against Marine Policies	9	C1
II	International 20 4 Contracts of Sale (INCOTERMS): FAS, FOB, C&F , CIF Rights and obligations of Seller & Buyer Transfer of risk from Seller to Buyer Documentary Credits , Documentary Credit Terms Case Study	9	C2
III	Fundamental Principles of Insurance: Utmost Good faith Insurable interest Indemnity , Subrogation , Contribution, Proximate Cause Warranties & Conditions in Marine policies Assignment of Marine Insurance Policies Case Study	9	C3
IV	Cargo Underwriting and Rating: Underwriting and rating of Premium Principal Factors in consideration of cargo risk The Vessel , The Voyage / Transit Nature of Cargo & Packing Unitization of Packages Containerization -its Advantages & Disadvantages Insurance of Containers	9	C4

V	Institute Cargo Insurance Coverage : Marine Cargo Proposal Form Marine Cover Note Standard form of Marine Policy Open Covers & Policies Endorsements In Marine Policies Rules of Interpretation of Policy Terms Marine Insurance Clauses Risks Covered under Institute Cargo Clauses General Exclusions, Duration of Cover Institute War Clauses (Cargo) Institute Cargo Clauses(Cargo) Inland Transit Clauses (Rail / Road) Risk Covered and Standard Exclusions SRCC Clause , Incidental Clauses & warranties	9	C5
	Total	**45**	

	Course Outcomes	
Course Outcomes	On completion of this course, students will;	**Program Outcomes**
CO1	Ability to understand the role of Marine Insurance	PO2, PO6, PO7
CO2	Knowledge on International 204 Contracts of Sale	PO2, PO4, PO6, PO7
CO3	Knowledge to execute better understand marine insurance policies	PO2, PO4, PO7, PO8
CO4	Clarity to identify the cargo writing and rating	PO4, PO6 PO7
CO5	Understanding on the benefit of Institute Cargo Insurance Coverage	PO6, PO7

	Reading List
1.	https://www.gicouncil.in/insurance-education/types-of-insurance/marine/
2.	https://internationalcontracts.net/contrato/blog/142-key-clauses-in-the-international-sale-contract
3.	https://securenow.in/insuropedia/various-clauses-marine-insurance-policies/
4.	https://www.ms-ins.com/pdf/cargo/MARINECARGOINSURANCECLAUSES.pdf

	References Books
1.	Handbook of Insurance Claims
2.	International Maritime Fraud
3.	Cargo Loss Prevention
4.	Maritime Transportation: Safety Management and Risk Analysis, Svein Kristiansen, publisher: Butterworth-Heinemann
5.	Marine Insurance published by Insurance Institute Of India
6.	Marine Claims Handbook

	PO 1	**PO 2**	**PO 3**	**PO 4**	**PO 5**	**PO 6**	**PO 7**	**PO 8**
CO 1		3				3	3	
CO 2		3		2		3		
CO 3		3		3		2		
CO 4				2		3	3	
CO 5						2	3	

S-Strong M-Medium L-Low

Subject Code	Subject Name	Category	L	T	P	O	Credits	Inst. Hours	Marks		
									CIA	External	Total
934E915K	**Maritime Law and Customs Procedures**	Elective	3	-	-	-	3	4 5	25	75	100

Course Objectives	
C1	To study about the history of Indian Law
C2	To learn the various provisions Law of Contracts
C3	To understand about the International Law
C4	To learn the Customs procedures
C5	To gain knowledge about the online submission of documents

UNIT	Details	No. of Hours	Course Objectives
I	**HISTORY AND PRINCIPLE OF ENGLISH AND INDIAN LAW** Source of Law – Types of Law – Common Law – case law – Legislation – General Principle of the Law of Tort – Elements in Tort – Types of Torts – Remedies in Tort.	9	C1
II	**CARRIAGE OF GOODS BY SEA** Private and Common Carriers – Types of Contracts – Bill of Lading – Charter Parties – International Conventions on Carriage of Goods by Sea, Hague Rules, Hague-Visby Rule 1968 – Hamburg Rules 1978 – Rotterdam Rules 2009 – Bill of Lading – Forms and Functions: Types of Bill of Lading - Important Clauses in Liner Bill of Lading – Charter parties and Bill of Lading – Seaway Bills – Letter of Indemnity.	9	C2
III	**INCOTERMS, LIENS AND GENERAL AVERAGE** INCOTERMS 2010. – Liens – Types of Liens – Maritime Lien – Freight, Fire, Laytime – safe Ports/Berths – General Average, York-Antwerp Rules 1974/1994 – G A Expenditure and Recovery – Average bonds – Warsaw Convention – CMI and CMR Conventions, Customs and Transit Convention – Kyoto Convention.	9	C3
IV	**INTRODUCTION TO CUSTOMS PROCEDURE** Introduction to Customs Act, 1962 and Introduction to Customs Tariff Act – Definitions of Various Duties of Customs – Jurisprudence of Rules – Regulations – Notifications – Circular. Salient features of customs rules of valuation, Assessment and examination	9	C4
V	**ONLINE SUBMISSION OF DOCUMENTS FOR**	9	C5

	IMPORTATION AND EXPORTATION Introduction to Online filing Manifest, Bill of Entry (Integrated Declaration) – Shipping Bill – Single Window System – Participating Government Agencies – EDI – ICES- ICEGATE - Manifest -Documentation for Importation and Exportation. Arrival and Departure of Conveyances. Filing of IGM/EGM, IRER, Inward entry and outward entry, MOT, Port Clearance Certificate. Signance of the Customs Broker and Customs Department. Warehouse and operation.		
	Total	**45**	

Course Outcomes

Course Outcomes	On completion of this course, students will;	**Program Objectives**
CO1	Have insights on the principles of English law and Indian Law	C1
CO2	Have better understanding on Common Carriers of goods from sea	C2
CO3	Possess knowledge on incoterms, liens and general average.	C3
CO4	Determine the salient features of customs rules of valuation.	C4
CO5	Understand the ways and means of online submission of documents for importation and exportation	C5

Reading List

1.	Direct Taxes Law and Practice, Vinld K Singhania and Kapil Singhania, Taxmann, 2021
2.	Income Tax ready reckoner for 2021-22 e-book, Taxguru.
3.	https://www.incometaxindia.gov.in/Documents/Aarohan-itd-2022-e-book.pdf
4.	Direct Taxes Ready Reckoner, AY 2021-22 & 2022-23, Vinod K. Singhania, Taxmann

References Books

1.	Maritime Law, Christopher Hill, Publisher: Lloyd's of London Press
2.	Carriage of Goods by Sea, J. Wilson, Publisher: Longman Publishing Group
3.	Law of Carriage of Goods by Sea & Air Hardcover by H. K. Saharay
4.	Guide to Customs Valuation H.K. Maingi
5.	Commecial Principles of Taxation Law by Girish Ahuja & Ravi Gupta
6	Maritime Work Law Fundamentals: Responsible Shipowners, Reliable Seafarers. Christodoulou-Varotsi, I., Pentsov, D. A. (2008). Germany: Springer.

	PO 1	**PO 2**	**PO 3**	**PO 4**	**PO 5**	**PO 6**	**PO 7**	**PO 8**
CO 1		2				3	3	
CO 2						3	3	
CO 3						3	3	
CO 4						3	3	
CO 5						3	3	

S-Strong M-Medium L-Low

Subject Code	Subject Name	Category	L	T	P	O	Credits	Inst. Hours	Marks		
									CIA	External	Total
934E915L	**Multimodal Transportation and Port Agency**	Elective	3	-	-	-	3	4 5	25	75	100

Course Objectives	
C1	To understand the different modes of transportation;
C2	To learn about the sale contracts and documentation;
C3	To understand the concept of port agency
C4	To study about the liner and tramp agency
C5	To understand the role of port agents in port operations

UNIT	Details	No. of Hours	Course Objectives
I	**CONCEPT OF MULTIMODAL TRANSPORT** Concept of Multimodal Transportation in India, Sagarmala Project, Type of cargoes, Container leasing methods, Infrastructure requirements. Consolidation of cargoes, deconsolidation -- ICDs, CFSs, CYs. Loss prevention and insurance. Problems and progress in the Indian scene including legislation and Customs Conventions. Impact of Stowage Planning. Hague/Hague-Visby & Hamburg Rules, Rules for combined transport including UNCTAD/ ICC. European Agreement concerning the Carriage of Dangerous Goods by Road (ADR)	9	C1
II	**SALE CONTRACTS AND DOCUMENTATION** Mutimodal Transportation vis-à-vis Methods of payment in the sale of goods, Impact of Documentary Credits and ICC Uniform Custom and Practice on multimodal transport documentation. Different types of contracts in the sale of goods including INCOTERMS. Importance of bills of lading in through transport, their function and their role in international trade. Different types of B/L including Ocean, Through, Combined Transport and understand the major and usual clauses including Clause Paramount, Himalaya, identity of carrier and protection clauses. Importance of endorsements on the back of B/Ls. Other transport documentation including Booking notes, Shipping notes, Manifests, Dangerous cargo declarations.	9	C2

III	**INTRODUCTION TO PORT AGENCY** Agency Duties & Authority – General Principles of the Law of Agency – Types of agents in Maritime Business and the duties performed by them – Duties and Rights of Principals – Duties and Rights of Agents.	9	C3
IV	**TRAMP and LINER AGENCY STRUCTURE** Role of Tramp ship Agents (Port Agency) – Services offered by Port Agency – Services offered by Owners protecting Agency - Preparation of Statement of Facts – Disbursement Account -Role of Liner Agents – services offered by Liner Agency – Marketing activities performed by Liner Agents	9	C4
V	**ROLE OF AGENTS** Role of Agents during General Average situation- Role of Agents – vis-a-vis the owner's P & I Association in connection with cargo claims and arrest of the ship arrest (arrest in rem) – Legal Principles governing the relationship between agent and principal – Agent's position when acting for time and voyage charterer – Agent's authority and the consequences of breach authority	9	C5
	Total	**45**	

Course Outcomes		
Course Outcomes	On completion of this course, students will;	
CO1	Identify the various modes of transportation such as road, rail, air and sea;	PO4, PO6
CO2	Explore the various sale contracts	PO2, PO6
CO3	Discuss the different aspects of agents pertaining to port operations;	PO2, PO4, PO6
CO4	Examine the tramp and liner agencies;	PO2, PO6
CO5	Appraise the functions of port agents;	PO4, PO6

Reading List	
1.	https://www.unescap.org/sites/default/d8files/event-documents/03MultimodalTransportationConceptAndFramework.pdf
2.	https://www.revv.so/blog/sales-contracts-types-and-parts-of-a-contract/
3.	https://www.bws.net/solutions/expertise/port-agency
4.	https://www.gac.com/shipping/protecting-agency

References Books	
1.	Elements of shipping, Alan Branch, Publisher: Sterling/ Routledge
2.	Commercial Shipping Handbook, Peter Brodie, Publisher: Lloyd's of London Press
3.	The Business of Shipping, Lane C. Kendall and James J.Buckley, Publisher: Cornell Maritime Press
4.	Handbook of Shipping Process by Akhilesh Munjal
5.	Management of Shipping Companies by Ioannis Theotokas (Author) , Ioannis (University of the Aegean, Greece) Theotokas (Author) | Publisher: Routledge | Publisher Imprint: Routledge
6.	Logistics and Multi-modal Transport. (2011). United Kingdom: Witherby Seamanship International.

	PO 1	**PO 2**	**PO 3**	**PO 4**	**PO 5**	**PO 6**	**PO 7**	**PO 8**
CO 1				3		3		
CO 2		3				3		
CO 3		3		3		3		
CO 4		3				3		
CO 5				3		3		

S-Strong M-Medium L-Low

Subject Code	Subject Name	Category	L	T	P	O	Credits	Inst. Hours	Marks		
									CIA	External	Total
934E915M	**Shipping Finance and Marine Insurance**	Elective	3	-	-	-	3	4 5	25	75	100

Course Objectives	
C1	To learn about the shipping finance
C2	To understand the purchase and sale of ships
C3	To study the marine insurance and protection activities
C4	To have a basic idea on marine insurance clauses
C5	To know the role of protection and indemnity clubs

UNIT	Details	No. of Hours	Course Objectives
I	**FINANCING OF SHIPPING BUSINESS** Financing of Shipping Business: Equity and debt financing – Mezzanine Financing - The basic secured loan & how it differs when the asset is a ship – The ship mortgage – Sale & lease back - Financing of new building ships – Appraising risk on shipping investment. Derivatives in shipping finance – Forward Contracts - Swaps and Options	9	C1
II	**SALE AND PURCHASE OF SHIPS** Sale and Purchase market- Purchase and Sale of second hand ships- Financing of secondhand ships - Analysis of standard Ship Sale & Purchase contracts – Role of ship sale brokers – Demolition market dynamics	9	C2
III	**GENERAL PRINCIPLES OF MARINE INSURANCE** Principles of Marine Insurance - Marine insurance market structure – Effecting marine insurance cover – Types of marine insurance covers – Mortgagee's indemnity insurance	9	C3
IV	**MARINE INSURANCE CLAUSES** Hull & Machinery - Disbursements and increased value of hull –- Excess liabilities in hull insurance - Cargo insurance - Cargo liability - Institute cargo clauses – War and Strike clause – hull – cargo. Marine insurance claim process – Marine Insurance claim during General average situations	9	C4
V	**PROTECTION & INDEMNITY (P&I) INSURANCE** P&I clubs - Types of P&I covers available & their modes	9	C5

	of operation – Shipowners' third party liability - collision liability, contact damage to the property, death and personal injury, pollution liability. Third party liability claims processing- Insurance cover for professional indemnity		
	Total	**45**	

Course Outcomes		
Course Outcomes	On completion of this course, students will;	
CO1	Identify the capital investment decisions in shipping business	PO4, PO6, PO7
CO2	Examine the funding options for new building and second hand ships	PO4, PO6, PO7
CO3	Explain of the derivatives in shipping finance	PO4, PO6, PO7
CO4	Discuss the insurance market in Marine industry	PO4, PO6, PO7
CO5	Appraise the significance of P&I claims	PO4, PO6, PO7

Reading List	
1.	https://assets.kpmg/content/dam/kpmg/pdf/2015/09/kpmg-shipping-insights-briefing-2015.pdf
2.	https://www.ics.org.uk/learning/publications-and-learning-resources/book-support/ship-sale-and-purchase
3.	https://www.gicouncil.in/insurance-education/types-of-insurance/marine/
4.	https://www.amt-insurance.com/en/insure/water/go/#:~:text=P%26I%20or%20Shipowner's%20liability%20insurance,to%20operation%20of%20a%20ship).

References Books	
1.	Shipping Finance, Graham Burns and Stephenson Harwood, Publisher: Euromoney Books
2.	Ship Finance: Credit expansion and the Boom Bust Cycle, Peter Stokes, Publisher: Lloyd's of London Press
3.	Ship Sale and Purchase, Lain Goldrein QC and Paul Turner, Publisher: Lloyd's of London Press
4.	Marine Insurance: Law and Practice - Francis D Rose., Publisher: Lloyd's of London Press
5.	General Average : Law and Practice - Francis D Rose, Publisher: Lloyd's of London Press
6.	The International Handbook of Shipping Finance: Theory and Practice. (2016). United Kingdom: Palgrave Macmillan UK.

	PO 1	**PO 2**	**PO 3**	**PO 4**	**PO 5**	**PO 6**	**PO 7**	**PO 8**
CO 1				3		3	3	
CO 2				3		3	3	
CO 3				3		3	3	
CO 4				3		3	3	
CO 5				3		3	3	

S-Strong M-Medium L-Low

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