



Teaching Guide				
Identifying Data				2022/23
Subject (*)	Management of the Maritime Business and Projects		Code	631510208
Study programme	Mestrado Universitario en Náutica e Transporte Marítimo			
Descriptors				
Cycle	Period	Year	Type	Credits
Official Master's Degree	2nd four-month period	First	Obligatory	6
Language	SpanishEnglish			
Teaching method	Face-to-face			
Prerequisites				
Department	Ciencias da Navegación e Enxeñaría Mariña			
Coordinador	López López, María Natividad	E-mail	natividad.lopezl@udc.es	
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Web				
General description				

Study programme competences / results	
Code	Study programme competences / results
A22	Capacidade para o negocio marítimo a nivel de xestión.
B2	Capacidade para resolver problemas de forma efectiva.
B3	Capacidade para aplicar un pensamento crítico, lóxico e creativo.
B5	Capacidade para traballar de forma efectiva nunha contorna de traballo.
B6	Capacidade de adaptación a novas situacións.
B7	Capacidade para uso das novas tecnoloxías TIC e de internet como medio de comunicación e como fonte de información.
B8	Capacidade para comunicar por escrito e oralmente os coñecementos precedentes da linguaxe e síntese.
B10	Capacidade para adquirir e aplicar coñecementos.
B11	Capacidade para organizar, planificar e resolver problemas relativos ao departamento de navegación
B12	CB6 -Posuír e comprender coñecementos que aporten unha base ou oportunidade de ser orixinais no desenvolvemento e/ou aplicación de ideas, a miúdo nun contexto de investigación
B13	CB7-Que os estudantes saiban aplicar os coñecementos adquiridos e a súa capacidade de resolución de problemas en contornas novas ou pouco coñecidas dentro de contextos máis amplas (ou multidisciplinares) relacionados coa súa área de estudo
B14	CB8-Que os estudantes sexan capaces de integrar coñecementos e enfrontarse á complexidade de formular xuízos a partires dunha información que, sendo incompleta ou limitada, inclúa reflexións sobre as responsabilidades sociais e éticas vencelladas á aplicación dos seus coñecementos e xuízos
B15	CB9-Que os estudantes saiban comunicar as suas conclusións e os coñecementos e razóns últimas que as sustentan a públicos especializados e non especializados dun xeito claro e sin ambigüidades
B16	CB10-Que os estudantes posúan as habilidades de aprendizaxe que lles permitan continuar estudando dun modo que haberá de ser en grande medida autodirixido ou autónomo.
C2	Capacidade para dominar a expresión e a comprensión de forma oral e escrita nun idioma estranxeiro
C3	Capacidade para utilizar as ferramentas básicas das tecnoloxías da información e as comunicacións (TIC) necesarias para o exercicio da súa profesión e para a aprendizaxe ao longo da súa vida
C4	Capacidade para desenvolverse para o exercicio dunha cidadanía aberta, culta, crítica, comprometida, democrática e solidaria, capaz de analizar a realidade, diagnosticar problemas, formular e implantar solucións baseadas no coñecemento e orientadas ao ben común
C5	Capacidade para entender a importancia da cultura emprendedora e coñecer os medios ao alcance das persoas emprendedoras
C7	Capacidade para asumir como profesional e cidadán a importancia da aprendizaxe ao longo da vida
C9	C9-Capacidade para posuír e comprender coñecementos que acheguen unha base ou oportunidade de ser orixinais no desenvolvemento e/ou aplicación de ideas, a miúdo nun contexto de investigación
C10	C10-Capacidade para aplicar os coñecementos adquiridos e a súa capacidade de resolución de problemas en contornas novas ou pouco coñecidas dentro de contextos máis amplos (ou multidisciplinares) relacionados coa súa área de estudo



C11	C11-Capacidade para integrar coñecementos e enfrontarse á complexidade de formular xuízos a partir dunha información que, sendo incompleta ou limitada, inclúa reflexións sobre as responsabilidades sociais e éticas vinculadas á aplicación dos seus coñecementos e xuízos
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Learning outcomes		
Learning outcomes	Study programme competences / results	
Awareness of the importance of economic considerations in ship management and how operational practices can contribute to the economic success of a voyage.	AJ22	BC2 CC2 BC3 CC3 BC5 CC4 BC6 CC5 BC7 CC7 BC8 CC9 BC10 CC10 BC11 CC11 BC12 BC13 BC14 BC15 BC16

Contents	
Topic	Sub-topic
1. 1.The shipping company: Description of the typical structure of a shipping company.	Agents involved in the shipping business. The shipowner Organisation and administration of the shipping company Characteristics Organisation of the shipping company Purchasing, procurement and expenses Administration.
2.The operation of the ship	Bareboat charter (Bareboat charter) Bareboat charter (Bareboat charter) Time charter Voyage charter (Voyage charter) Bill of lading charter. Passenger contract Towage contract Time Charter Trip Consecutive voyage charter Tonnage Agreement (Contract of Affreightment)
3. Freight	Freight: Concept Freight Formation: Determining Factors Formalization of the Freight . Types of Freight: Regular Lines, Tramp, Passenger, Containers, Passenger. Worldscale



4. Company costs:	<p>Concept</p> <p>Plan the operation of the vessel on an annual basis</p> <p>Preparing the annual budget of the ship's operating costs</p> <p>Division between capital and labour in the company</p> <p>Company costs: capital, fixed, variable, marginal, financial and technical depreciation.</p> <p>Voyage costs. Daily operating cost</p> <p>Costs according to the different types of charter contracts.</p> <p>The operating account</p> <p>Vessel operating costs: financial, operational and voyage costs.</p> <p>Division between capital and labour in the compan</p>
5. Chartering Contracts	<p>Charterparty policies - typology</p> <p>Forms of charter parties</p> <p>Terms of shipment</p> <p>The charterparty: concept</p> <p>Duration and computation</p> <p>Documents used</p> <p>Demurrage</p>
6. Use of graphs in project management	<p>Pert method: concept, background and object</p> <p>Execution</p> <p>The graph</p> <p>Representation principles</p> <p>Operating Concepts</p> <p>Qualification of times</p> <p>Critical Path Determination</p> <p>Calculation of the minimum duration of a project and associated minimum total cost</p> <p>Calculation of the optimal cost of a project</p> <p>Cost estimation</p> <p>Stages of a project</p> <p>Resource Allocation and Leveling</p>

Planning				
Methodologies / tests	Competencies / Results	Teaching hours (in-person & virtual)	Student?s personal work hours	Total hours
Supervised projects	A22 B2 B3 B5 B6 B7 B8 B10 B11 B12 B13 B14 B15 B16 C2 C3 C4 C5 C7 C9 C10 C11	3	5	8
Laboratory practice	B2 B3 B8 B10 B11 B13 C10	15	22	37
Mixed objective/subjective test	A22 B2 B3 B5 B6 B7 B8 B10 B11 B12 B13 B14 B15 B16 C2 C3 C4 C5 C7 C9 C10 C11	6	0	6
Guest lecture / keynote speech	A22 B2 B3 B10 B14 C2 C3 C4	30	60	90
Personalized attention		9	0	9

(\*)The information in the planning table is for guidance only and does not take into account the heterogeneity of the students.



## Methodologies

Methodologies	Description
Supervised projects	On topics related to the subject chosen by the teacher
Laboratory practice	The resolution of the practical exercises must be posted on the Moodle platform within the deadlines established for this purpose.
Mixed objective/subjective test	A test that integrates essay-type questions and objective-type questions. As essay questions, it comprises open-ended essay questions. In addition, as objective questions, it may combine multiple-choice, ordering, short answer, discrimination, completion and/or association questions.
Guest lecture / keynote speech	Class presentation of the topics corresponding to the content of the course.

## Personalized attention

Methodologies	Description
Guest lecture / keynote speech	Face-to-face: directly in the classroom and in those hours in which the teacher has established tutorial hours.
Laboratory practice	On line: by e-mail, via e-mail, virtual campus or similar means (TEAMS).
Supervised projects	This request will be answered as soon as possible.
	In the case of students with recognition of part-time dedication and academic waiver of exemption from attendance, a series of mandatory tutorials (at least one for each topic), face-to-face or remote, must be agreed with the teacher throughout the course to accredit the follow-up of the matter.

## Assessment

Methodologies	Competencies / Results	Description	Qualification
Guest lecture / keynote speech	A22 B2 B3 B10 B14 C2 C3 C4	A minimum of 80% class attendance is required.	10
Mixed objective/subjective test	A22 B2 B3 B5 B6 B7 B8 B10 B11 B12 B13 B14 B15 B16 C2 C3 C4 C5 C7 C9 C10 C11	order to sit the mid-term exams, students must attend 80% of the course. If the continuous assessment is not passed, or the 80% of the course has not been attended, students will be able to sit the final exams of the course.	40
Laboratory practice	B2 B3 B8 B10 B11 B13 C10	The resolution of the practical exercises must be posted on the Moodle platform within the deadlines established for this purpose.	30
Supervised projects	A22 B2 B3 B5 B6 B7 B8 B10 B11 B12 B13 B14 B15 B16 C2 C3 C4 C5 C7 C9 C10 C11	The supervised projects must be sent through the virtual campus within the deadlines established for it.	20

## Assessment comments



The delivery and presentation of assignments, cases and problems will be done preferably using the subject page on the Moodle platform. In case of not achieving a pass mark during the course, a final exam may be taken consisting of the resolution of a problem on chartering with calculation of amortization, expenses and benefits and/or a project planning and associated costs, interspersed with some theoretical questions.

In order to obtain the average of the subject it is necessary to have a minimum of 4 out of 10 in each methodology.

June and July opportunities will be face-to-face.

The assessment criteria reflected on table A-II/2 of the STCW Code, and also reflected in the Quality System, are taken into account to design and perform the assessment.

Students with a recognition of part-time dedication and academic dispensation of attendance exemption, according to the "rule that regulates the regime of dedication to the study of undergraduate students at the UDC (Arts. 2.3; 3.b; 4.3 and 7.5) (04/04/2017) May perform the partial tests, if any, without the need to attend 80% of the contact classes, provided that teachers are properly informed at the beginning of the course. On the other hand, teachers may order students to carry out different assignments/problems throughout the course to be exposed during tutorials. In these cases, the percentage of attendance will be distributed among the rest of the methodologies.

Fraudulent performance of the tests or evaluation activities, once verified, will directly imply the failing grade "0" in the subject in the corresponding call, thus invalidating any grade obtained in all the evaluation activities for the extraordinary call.

### Sources of information

<p><b>Basic</b></p>	<ul style="list-style-type: none"> <li>- Branch Alan E. (2001). Elements of shipping. Cheltenham. UK Nelson Thornes Ltd.</li> <li>- Branch Alan E. (1998). Maritime Economics ? Management and Marketing. . Cheltenham U.K. Stanley Thornes (Publishers) Ltd.</li> <li>- Mc Conville, James (1999). Economics of Maritime Transport ? Theory and Practice.. London U.K. Whiterby &amp; Co. Ltd.</li> <li>- Stopford, Martin (2004). Meritime Economics. London, UK. Routledge</li> <li>- Hernández Isal, S. (1986). El flete en el transporte marítimo. Barcelona, J.M. Bosch Editor</li> <li>- Ruiz Soroa, J.M. (1982). Fletamento de viajes consecutivos , por viaje redondo y "tonnage agreement". Vitoria. Gobierno Vasco</li> <li>- Bes, J. (1975). Fletamentos y términos de embarque. Madrid, Oficema</li> <li>- BIMCO-BALTIC and International Maritime Conference (2004). Forms of aproved documents. Copenhaguen. BIMCO</li> <li>- Arroyo, I. (2001). La Hipoteca Naval. Barcelona, J.M. Bosch</li> <li>- Castañeda, J. (1982). Lecciones de teoría económica. Madrid. Aguilar</li> <li>- Blanco Álvarez, A. (1997). Los Transportes Maritimos de Linea Regular. Valencia. IPEC</li> <li>- Fasbender, Karl and Wolfgang Wagner (1973). Shipping conferences, rate policy and developing countries. The argument of rate discrimination.,. Hamburg. Verlag Weltarchiv</li> <li>- Bolaño-Rivadeneira, Javier Pinacho (1978). Tráfico Marítimo. Fondo Editorial de Ingeniería Naval.</li> <li>- Laurence, C.A. (1984). Vessel operating economies. Londo, Fairplay</li> <li>- Todd, Paul (1986). Modern Bills of Lading. London. Collins</li> <li>- Sloggett, J.E. (1984). Shipping Finance. London. Fairplay</li> <li>- Ruiz Soroa, Zabaleta, González (1986). Manual de derecho del transporte marítimo. Bilbao. Escuela de Administración Marítima</li> <li>- Ruiz Soroa, J.M. (1990). El buque, el naviero, personal auxiliar. Bilbao. IVAP</li> <li>- Downard, John M. (1984). Managing ships. London. Fairplay</li> <li>- Hernández Orozco, carlos (1996). Análisis administrativo. Técnicas y Métodos. San José, Costa Rica. U. Estatal a Distancia</li> <li>- Vértice Publicaciones (2008). Gestión de Proyectos. Málaga. Vértice</li> </ul>
<p><b>Complementary</b></p>	

### Recommendations



Subjects that it is recommended to have taken before
Subjects that are recommended to be taken simultaneously
Subjects that continue the syllabus
Other comments

(\*)The teaching guide is the document in which the URV publishes the information about all its courses. It is a public document and cannot be modified. Only in exceptional cases can it be revised by the competent agent or duly revised so that it is in line with current legislation.