Teaching Guide				
Identifying Data				2023/24
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	Spanish			
Teaching method	Face-to-face			
Prerequisites				
Department	Ciencias da Navegación e Enxeñaría Mariña			
Coordinador	Prieto Cabo, Verónica	E-mail	v.prietoc@udc.es	
Lecturers	López López, María Natividad Prieto Cabo, Verónica	E-mail	natividad.lopezl@udc.es v.prietoc@udc.es	
Web				
General description	Ability to understand the role of the different actors involved in the maritime business, as well as to focus knowledge on the performance of practical freight calculation exercises. Furthermore, realisation and understanding of the scheduling of a project through the PERT method.			

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 originais 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

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

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	2	7	9
Laboratory practice	B2 B3 B8 B10 B11 B13 C10	14	14	28

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	8	0	8
Guest lecture / keynote speech	A22 B2 B3 B10 B14 C2 C3 C4	34	68	102
Personalized attention		3	0	3
(*)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 They may also include the resolution of practical exercises
Guest lecture / keynote speech	Class presentation of the topics corresponding to the content of the course.

Personalized attention	
Methodologies	**Description**
Guest lecture / keynote speech Laboratory practice Supervised projects	Face-to-face: directly in the classroom and in those hours in which the teacher has established tutorial hours. On line: by e-mail, via e-mail, virtual campus or similar means (TEAMS). 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.	5
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.	75
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.	10

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.	10

Assessment comments
The evaluation criteria contemplated in table A-II/2 of the STCW Code, and included in the Quality Assurance System, will be taken into account when designing and carrying out the evaluation. In order to pass the subject through continuous assessment, the average of the partial mixed tests carried out during the course will be taken, provided that a minimum of 4 out of 10 has been obtained in each of them. In addition, the grade corresponding to the rest of the methodologies will be added. On the other hand, a minimum attendance of 80% will be required to be eligible for continuous assessment. For those students who follow the continuous assessment, the partial mixed tests passed during the continuous assessment will be kept in the June exams, being able to sit only those parts of the subject that are pending. However, in the July exam session, there will be a single exam of the whole subject with a grade of 100% of the final mark. The submission and presentation of assignments, cases and problems will be done preferably using the virtual faculty on the dates established. Students with a part-time dedication recognition 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 take the partial tests, if any, without the need to attend 80% of the face-to-face classes, as long as the teachers are duly informed at the beginning of the course. On the other hand, teachers may ask these students to do different assignments/problems throughout the course to be presented during the tutorials. In these cases, the percentage of attendance will be distributed among the rest of the methodologies. The fraudulent performance of tests or evaluation activities, once verified, will directly imply the loss of the right to the opportunity in which the fault was committed and respect for the subject in which it was committed. The student will be graded with a "fail" (numerical grade 0) in the corresponding call of the academic year, whether the offence is committed on the first or second opportunity. For this, the grade will be modified in the first opportunity report, if necessary.

Sources of information

Basic	- Branch Alan E. (2001). Elements of shipping. Cheltenham. UK Nelson Thornes Ltd. - Branch Alan E. (1998). Maritime Economics ? Management and Marketing. . Cheltenham U.K. Stanley Thornes (Publishers) Ltd. - Mc Conville, James (1999). Economics of Maritime Transport ? Theory and Practice.. London U.K. Whiterby & Co. Ltd. - Stopford, Martin (2004). Meritime Economics. London, UK. Routledge - Hernández Isal, S. (1986). El flete en el transporte marítimo. Barcelona, J.M. Bosch Editor - Ruiz Soroa, J.M. (1982). Fletamento de viajes consecutivos , por viaje redondo y " tonnage agrement". Vitoria. Gobierno Vasco - Bes, J. (1975). Fletamentos y términos de embarque. Madrid, Oficema - BIMCO-BALTIC and International Maritime Conference (2004). Forms of aproved documents. Copenhaguen. BIMCO - Arroyo, I. (2001). La Hipoteca Naval. Barcelona, J.M. Bosch - Castañeda, J. (1982). Lecciones de teoría económica. Madrid. Aguilar - Blanco Álvarez, A. (1997). Los Transportes Maritimos de Linea Regular. Valencia. IPEC - Fasbender, Karl and Wolfgang Wagner (1973). Shipping conferences, rate policy and developing countries. The argument of rate discrimination.,. Hamburg. Verlag Weltarchiv - Bolaño-Rivadeneira,Javier Pinacho (1978). Tráfico Marítimo. Fondo Editorial de Ingeniería Naval. - Laurence, C.A. (1984). Vessel operating economies. Londo, Fairplay - Todd, Paul (1986). Modern Bills of Lading. London. Collins - Sloggett, J.E. (1984). Shipping Finance. London. Fairplay - Ruiz Soroa, Zabaleta, González (1986). Manual de derecho del transporte marítimo. Bilbao. Escuela de Administración Marítima - Ruiz Soroa, J.M. (1990). El buque, el naviero, personal auxiliar. Bilbao. IVAP - Downard, John M. (1984). Managing ships. London. Fairplay - Hernández Orozco, carlos (1996). Anáqlisis administrativo. Técnicas y Métodos. San José, Costa Rica. U. Estatal a Distancia - Vértice Publicaciones (2008). Gestión de Proyectos. Málaga. Vértice
Complementary	

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.