



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 | <p>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.</p> <p>Furthermore, realisation and understanding of the scheduling of a project through the PERT method.</p> | | | | |

Study programme competences

| Code | Study programme competences |
|------|--|
| 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 súas 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 |



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| 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 | | |
| 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 BC3 BC5 BC6 BC7 BC8 BC10 BC11 BC12 BC13 BC14 BC15 BC16 | CC2 CC3 CC4 CC5 CC7 CC9 CC10 CC11 |

| 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 |



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| 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 | Ordinary class hours | 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 | 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 | 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

| Sources of information | |
|------------------------|--|
| Basic | <ul style="list-style-type: none"> - 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 agreement";. 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). Análqisis administrativo. Técnicas y Métodos. San José, Costa Rica. U. Estatal a Distancia - Vértice Publicaciones (2008). Gestión de Proyectos. Málaga. Vértice |



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| Complementary | |
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| Recommendations |
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| Subjects that it is recommended to have taken before |
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| Subjects that are recommended to be taken simultaneously |
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| Subjects that continue the syllabus |
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| Other comments |
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(*)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.