

## **COMMERCIAL ASPECTS OF SHIP ECONOMICS, OPERATIONS AND MANAGEMENT**

**11 TO 14 AUGUST 2015**

Sponsored by the

**SINGAPORE COOPERATION PROGRAMME**

under the

**SINGAPORE COOPERATION PROGRAMME TRAINING AWARD/  
SMALL ISLAND DEVELOPING STATES TECHNICAL COOPERATION  
PROGRAMME**

to be conducted by the

**STET MARITIME PTE LTD (STET MAR)**

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### **Singapore Cooperation Programme**

Singapore has provided technical assistance to other developing countries since the 1960s. As a country whose only resource is its people, Singapore believes that human resource development is vital for economic and social progress. Singapore itself has benefited from training provided by other countries and international organisations.

In 1992, the Singapore Cooperation Programme (SCP) was established to bring together under one framework the various technical assistance programmes offered by Singapore. Through the SCP, the range and number of training programmes were increased to share Singapore's development experience with other developing countries. To date, Singapore has sponsored training courses and study visits for over 90,000 officials from more than 170 countries. The SCP is managed by the Technical Cooperation Directorate of the Singapore Ministry of Foreign Affairs.

### **STET Maritime Pte Ltd (STET MAR)**

STET Maritime Pte Ltd (STET MAR); is a company of the ST Electronics group; specializing in providing Maritime Training, Consultancy and Ship Management services to the maritime industry. We are a leading Recognised Security Organisation (RSO) under the International Maritime Organisation (IMO) of ships for the Panama Maritime Authority and of port facilities for the Maritime and Port Authority of Singapore (MPA).

### **Course Objectives**

This course should provide participants a broad overview of the various commercial aspects in relation to ship economics, operations and management. The wide range of topics covered will equip the participants with the necessary knowledge to understand the roles of players in the maritime industry and to appreciate the several dimensions to ship owning, management and operation.

## **Synopsis and Methodology**

On successful completion, the participants shall be able to:

- Develop an understanding of Maritime economics and the Demand for shipping.
- Explain the key functions in ship ownership, management and the responsibilities in each area, the different types of organisation structure, laws pertaining to ship management and essential components of a ship management contract.
- Identify the characteristics of major world cargoes and their importance in shipping markets; discuss the importance of properly stowing cargoes and the safe handling of dangerous cargo according to International Maritime Dangerous Goods (IMDG) Code as well as recognize the importance of cargo outturn and the role of damage survey in settling damage claims.
- Explain the procedures and things to take into account when registering a ship, describe the role and importance of classification as well as discuss the international conventions and regulations that are in place to ensure the safety and security of those working in the maritime industry.
- Explain the various aspects of Shipping Costs
- Have an understanding of the Ship Operations and appreciate the importance of Voyage Estimation and its relevant factors
- Discuss the importance of crew management as a part of operating cost and the essential elements of crew costs as well as state the international standards that are in force for crew.
- Describe the different types of insurance and the various concepts that are used in marine insurance as well as state the proper procedure to handle cargo claims, repudiations, surveys and contractual exceptions.

The Commercial Aspects of Shipping Economics, Operations and Management cover the following topics:

- Introduction to Maritime Economics, Economic Analysis of the Demand for Shipping
- Ship owners, Operators and Managers
- Rules and Regulations relating to Ship Management - Legal relationship between ship owner, operators and manager and cargo interests / third parties
- Introduction to Shipping services, Ship Types and Cargoes (Cargo Management)
- Registration, Classification, International Conventions and regulations relating to maritime safety and maritime security; Port State Control
- Shipping Costs – Basic concepts, Vessel Operating Costs and other Cost Factors
- Fleet management and operation - Importance of Voyage Estimation - Ship Owner's Perspective
- Crew Management, essential elements of crew costs and International standards relating to the crew
- Bunker Management, Fuel Efficiency
- Marine Insurance Market – introduction to various concepts and procedures to handle claims

An action-oriented, highly participative approach will be employed throughout the training. Training methods will combine lectures, group discussions, case studies.

## **Duration**

The course will be held from **11 to 14 August 2015**.

## **Application Information**

Applicants should be:

- For government officials, managers and operators with experience in ship management
- Nominated by their respective Governments
- Proficient in spoken and written English
- In good health

## Terms of Award

The course is sponsored by the Government of Singapore under the Singapore Cooperation Programme Training Award and the Small Island Developing States Technical Cooperation Programme.

Under this programme arrangement, the Government of Singapore will bear the following expenses for the successful applicants (thereafter known as participants) during their training in Singapore. These expenses include:

- A daily training allowance of One Hundred and Twenty Singapore Dollars (S\$120) from first day to last day of the course to cover meals and daily expenses. [Complimentary breakfast is provided in the hotel from the first day to one day after the course.];
- Transportation to course venue and site visits;
- Medical insurance for participants to cover accident and hospitalisation during their stay in Singapore in accordance with the policy of a local insurance company; and
- Accommodation for the entire duration of the course.

### Note:

- (i) The nominating government will be responsible for their participants' round-trip airfares
- (ii) Participants are to bear their personal miscellaneous expenses that might be incurred prior to receiving the allowance
- (iii) Any expenses for out-patient medical/dental treatment will be borne by the participants themselves

## Regulations

Participants are required to comply with the following:

- (a) Strictly observe course schedules and not miss training sessions;
- (b) Not bring any member of their family and/or aide for the duration of the course;
- (c) Carry out instructions and abide by conditions as may be stipulated by the nominating Government or the Government of Singapore with respect to the course;
- (d) Refrain from engaging in political activities, or any form of employment for profit or gain while in Singapore;
- (e) Discontinue the course, in the event they fall seriously ill and are considered unable to

continue the training or have committed an improper act; and

- (f) Return to their respective home countries upon completion of the course.

## Application Procedure

(Closing date for nomination: **29 June 2015**)

The Government of Singapore is pleased to invite the respective National Focal Points for Technical Assistance to nominate **one (1)** suitable applicant.

Selection of candidates will be based on merit. Should there be more applicants than training places, the Government of Singapore seeks the understanding of the respective National Focal Points for Technical Assistance in the event that its nominee(s) is not selected.

All nominations are to be submitted by the respective Government Institutions, using the official application form. The application forms are to be submitted and should reach the **Ministry of Foreign Affairs, Singapore** through the National Focal Point and the Singapore Embassy in the nominating country not later than **Monday, 29 June 2015**.

Please address the forms to:

**Director-General  
Technical Cooperation Directorate  
Ministry of Foreign Affairs, Singapore  
Tanglin  
Singapore 248163**

**Attn: Ms Nur Diyanah  
Tel: (65) 6379 8466  
Fax: (65) 6479 3357  
E-mail: nur\_diyanah\_rahmat@mfa.gov.sg**

- To expedite the process, a copy of the completed application forms can be scanned and sent via e-mail/fax to the **email address/fax number stated above**. The original application forms can be mailed through diplomatic or normal channels.
- All application forms should be completed in full and **must** bear the endorsement of the respective Ministry of Foreign Affairs or National Focal Point responsible for technical assistance.
- Incomplete application forms or forms which are not endorsed will not be accepted.

- Applicants should refrain from making telephone, fax and email inquiries on the status of their applications.
- The **Ministry of Foreign Affairs, Singapore** will inform all applicants of the outcome of their applications. Their National Focal Point will also be informed directly or through our diplomatic representations in the nominating country.
- Flight arrangements are only to be made upon receipt of the Letter of Acceptance to the course.

### Information on Singapore

For more information about Singapore, you may wish to visit the Singapore Tourism Board website at [www.yoursingapore.com](http://www.yoursingapore.com).



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