

SUBJECT TEACHING GUIDE

G1066 - Maritime Business

Degree in Nautical Engineering and Maritime Transport

Academic year 2023-2024

| 1. IDENTIFYING DATA | | | | | |
|----------------------------------|---|------------------|--------------------|------------------|--------------------|
| Degree | Degree in Nautical Engineering and Maritime Transport | | | Type and Year | Compulsory. Year 4 |
| Faculty | School of Maritime Engineering | | | | |
| Discipline | Subject: Maritime Trade | | | | |
| Course unit title and code | G1066 - Maritime Business | | | | |
| Number of ECTS credits allocated | 6 | Term | Semester based (2) | | |
| Web | | | | | |
| Language of instruction | Spanish | English Friendly | No | Mode of delivery | Face-to-face |

| | | | | | |
|------------------|---|--|--|--|--|
| Department | DPTO. CIENCIAS Y TECNICAS DE LA NAVEGACION Y DE LA CONSTRUCCION NAVAL | | | | |
| Name of lecturer | ALVARO HERRERO MARTINEZ | | | | |
| E-mail | alvaro.herreromartinez@unican.es | | | | |
| Office | E.T.S. de Náutica. Planta: + 2. DESPACHO (255) | | | | |
| Other lecturers | | | | | |

3.1 LEARNING OUTCOMES

- Knowing the commercial aspects of international transport to enable a correct choice transport mode.
- Know how to approach and solve problems of choice and hiring of transport.
- Understand and try to solve the problems surrounding international trade terms (INCOTERMS).
- Understand and recognize the different economic policies affecting the shipping industry .

4. OBJECTIVES

Knowledge the subjects, tools and policies to solve practical cases of transport mode selection related to the broader issue of maritime business in the context of international transport.

Monitor compliance with legislative requirements for the maritime business and operation of the ship (Regulation II / 1, II / 2, III / 1, III / 2 and sections A-II / 1, A-II / 2, A-III / 1 and A-III / 2 of the STCW Convention, as well as directive 2008/106 as amended).

6. COURSE ORGANIZATION

CONTENTS

| | |
|---|--|
| 1 | COMMERCIAL ASPECTS OF INTERNATIONAL TRANSPORT. Transport in the context of an operation of international trade. The choice of transport mode. International shipping of goods. International Transport of goods by road. International freight transport by rail. International air freight. Combined transport. Practical cases. INCOTERMS. Terms of international trade. Categorization. Definitions of terms obligations of buyers and sellers. |
| 2 | Customs. Documents and process to clear commodities for international shipping and international trades |
| 3 | Sea charter parties: charter party according to uniform international rules, practices and contracts of the use of the vessel according to the Shipping Law. |

7. ASSESSMENT METHODS AND CRITERIA

| Description | Type | Final Eval. | Reassessn | % |
|---|--------------|-------------|-----------|---------------|
| Commercial aspects on international transport (Module 1) Partial exam and final exam. | Written exam | Yes | Yes | 30,00 |
| Inconterms international standards for trading | Written exam | Yes | Yes | 35,00 |
| Theoretical and exercises (practical operations) | Written exam | Yes | Yes | 35,00 |
| TOTAL | | | | 100,00 |
| Observations | | | | |
| Due to COVID situation, in case of virtual lessons are needed materials will be uploaded to the online platform to make sure all students have access to academic materials. This teaching way will only be applied in case of sanitation authorities instruct to proceed in this way. | | | | |
| Observations for part-time students | | | | |
| partial exams will be optional for overcome the subject | | | | |

8. BIBLIOGRAPHY AND TEACHING MATERIALS

BASIC

Varios autores. Selección y coordinación: Escuela de Organización Industrial (EOI) 2005:CURSO BÁSICO. OPERATIVA Y PRÁCTICA DEL COMERCIO EXTERIOR, 2ª edición, Coeditor: Consejo Superior de Cámaras de Comercio, Industria y Navegación de España (CSC), ISBN (13): 9788478119356.

Llamazares García-Lomas, Olegario. «Capítulo 4: Los Incoterms Uno a uno» (en castellano). Guía Práctica de los Incoterms 2010 (1ª edición). Global Marketing Strategies, S.L.. pp. 133-151. ISBN 978-84-92570-82-9.

Núñez Lozano MC (dirección). (2010): Hacia una política marítima integrada de la Unión Europea : estudios de política marítima , Editorial: Madrid : lustel, ISBN: 978-84-9890-112-2.

