DEREE COLLEGE SYLLABUS FOR: SH 4169 CHARTERING AND SHIPBROKING	3/0/3
(Previously: MG 4169 Chartering and Shipbroking) (Updated: FALL 2026)	**UK LEVEL: LEVEL 6** **UK CREDITS: 15**
PREREQUISITES:	SH4012 Carriage of goods by sea
CATALOG DESCRIPTION:	Ship's chartering and sale and purchase. Financial and commercial analysis on charterparty types and structures, commercially driven dispute management, commercial negotiation procedures, techniques and ethics. Sourcing cargo/tonnage, comparing and contrasting voyage economics. Price and generate deals and handle post fixing workflow such as laytime calculations.
RATIONALE:	The chartering of vessels and the ship sale-and-purchase functions are the core of the maritime industry. This course provides the necessary theoretical and practical knowledge as well as technical skills for anyone who plans to embark into chartering, sale-and-purchase, and shipbroking activities. This course navigates students across commercial negotiation main terms, details, concepts, practices and ethics, in vessels' chartering and sale-and-purchase procedures. Students will be able to leverage market data and improve their decision making, develop profit/loss and proactive thinking in chartering of vessels as well as sale-and-purchase.
LEARNING OUTCOMES:	*As a result of taking this course, the student should be able to:* 1. Critically analyse practices and different roles in chartering. 2. Evaluate complex commercial, and technical variables to optimise charter decisions. 3. Construct engaging offers
METHOD OF TEACHING AND LEARNING:	In congruence with the teaching and learning strategy of the college, the following tools are used: • Lectures and class discussions. • Homework assignments. • Office hours held by the instructor to provide further assistance to students. • Use of library facilities for further study and preparation for the exams • Use of the Blackboard course management platform to further support communication, by posting lecture notes, assignment instruction, timely announcements, formative quizzes and online submission of assignments.
ASSESSMENT:	Summative: 1st assessment: Mid term in class exam — 40% Final assessment: Project report (Individual; Project report; 2.500 – 3.000 words). — 60% **Formative:** N/A — **0** The formative relevant formative assessment aims to prepare students for the summative assessments. The 1st summative assessment tests Learning Outcomes LO 1. The Final Assessment tests Learning Outcomes LO 2. & 3.

	Students are required to resit failed assessment in this module
INDICATIVE READING:	REQUIRED READING: Pagonis T., Pentheroudakis N., 2019, 'Chartering Manual by Practitioners', 1st Edition by Practitioner' Book Avenue, LLP, 27, Old Gloucester street, London WC1N 3AX, United Kingdom **RECOMMENDED READING:** **BOOKS** • Plomaritou, E., & Papadopoulos, A. (2025). Shipbroking and chartering practice (8th ed.). Routledge. • Lambrou, C. (Ed.). (2023). Dry cargo chartering (Rev. ed.). Institute of Chartered Shipbrokers. • McDonald, J. B. H. (2020). Tanker chartering (2nd ed.). Institute of Chartered Shipbrokers. • Wilson, J. F. (2010). Carriage of goods by sea (7th ed.). • Pearson Education. • Goldrein, I., Hannaford, M., & Turner, P. (2013). Ship sale and purchase. Informa Law from Routledge • Lorange, P. (2009). Shipping strategy: innovating for success. Cambridge University Press. • Collins, N. (2000). The essential guide to chartering and the dry freight market. Clarkson Research Studies. • Schofield, J. (2021). Laytime and demurrage (8th ed.). Informa Law from Routledge. • Williams, H. (1999). Practical Guides, Chartering Documents. Informa Pub **ACADEMIC ARTICLES** • Nikolaieva, L., Yarmolovych, Y., Haichenia, O., & Omelchenko, T. (2025). The study on the prospects for ship chartering market virtualisation. TransactionsonMaritimeScience,14(1). https://doi.org/10.7225/toms.v14.n01.021 • Du, L., Shao, S., Tan, Z., & Shang, W.-l. (2024). Fleet deployment with time-chartered and voyage-chartered tankers for a refined oil shipping company. Frontiers of Engineering Management. https://doi.org/10.1007/s42524-024-4051-5 • Tsatsaronis, M. (2024). Optimal hedging efficiency in global freight markets: Comparing FFAs and time charter strategies. Maritime Technology and Research. https://doi.org/10.33175/mtr.2024.268609 • Kouspos, A., Panayides, P. M., & Tsouknidis, D. A. (2023). Chartering contracts and financial performance of U.S. listed shipping firms. Maritime Policy & Management. https://doi.org/10.1080/03088839.2023.2287434 • Adland, R., Bjerknes, F., & Herje, C. (2017). Spatial efficiency in the bulk freight market. Maritime Policy & Management, 44(4), 413-425. • Adland, R., Prochazka, V., 2021. The value of timecharter optionality in the drybulk market. Transportation Research Part E: Logistics and Transportation Review, 145, In Press. • Giamouzi, M., Nomikos, N.K., 2021. Identifying shipowners' risk attitudes over gains and losses: Evidence from the dry bulk freight market. Transportation Research Part E: Logistics and Transportation Review, 145, In Press. • Tsioumas, V., Papadimitriou, S., Smirlis, Y., & Zahran, S. Z. (2017). A novel approach to forecasting the bulk freight market. The Asian

	Journal of Shipping and Logistics, 33(1), 33-41 Other sources, including journal and newspapers' articles, research papers etc. recommended by the instructor throughout the semester.
INDICATIVE MATERIAL: *(e.g. audiovisual, digital material, etc.)*	**REQUIRED MATERIAL:** • **Clarkson Shipping Intelligence Network** • **VesselsValue Databas** **RECOMMENDED MATERIAL:** • **BIMCO dry bulk market overview** • **Marine Money Deal Database** • **TradeWinds Articles Archive**
COMMUNICATION REQUIREMENTS:	Use of appropriate academic conventions as applicable in oral and written communications
SOFTWARE REQUIREMENTS:	MS Office and Blackboard CMS
WWW RESOURCES:	http://www.imo.org/en/Pages/Default.aspx https://lloydslist.maritimeintelligence.informa.com/ https://splash247.com/ https://www.bimco.org/ https://www.essdocs.com/ https://www.hellenicshippingnews.com/ https://www.ics.org.uk/ https://www.ics-shipping.org/ https://www.intertanko.com/ https://www.marineinsight.com/ https://www.maritime-executive.com/ https://www.maritimeinfo.org/
INDICATIVE CONTENT:	1. Introduction: Overview of the chartering and the sale-and-purchase market 2. Who is who: Counterparties, liaisons, commercial interests. 3. Commerciality of bills of lading. 4. Procedures, Ethics, Stages of negotiations. 5. The prudent shipbrokers' role, profession, skills, attributes. 6. Commercial and financial implications and undertakings of Voyage charters 7. Commercial and financial implications and undertakings of Time charters 8. Freight market indices analysis, utility, relevance. 9. Evaluation of commercial proposals (Voyage estimation, comparing and contrasting types of charter deals) 10. Commercial implications of dispute management 11. Sale-and-purchase processes 12. Post fixing analysis, laytime calculations