

**Nanyang Technological University
Nanyang Business School**

BF2216 Trade Incoterms & Ship Chartering

A) Course Aims/Description

The aim of this course is to provide students with the foundational skills needed to negotiate for ocean freight transportation. Specifically, this course provides a solid foundation on how ocean freight transportation works and identify how the intricacies behind ocean freight contract negotiations will affect the profits and losses in international commodity trading.

B) Intended Learning Outcomes (ILO)/Objectives

By the end of this course, you (as a student) would be able to:

1. Identify the type of vessels needed to transport different types and parcel size of commodities.
2. Distinguish between common law and contractual obligations in carriage of goods by sea.
3. Compare the risk arising from different methods of securing ocean freight transport capacity.
4. Calculate the cost of freight and compare the economic benefits behind different methods of securing ocean freight transport capacity.
5. Identify the methods in mitigating ocean freight transport risks and critique their effectiveness.

C) Course Content

This course will be conducted in a weekly seminar setting where real life scenarios are injected to achieve learning objectives. The learning objectives are further reinforced through weekly tutorials where case studies will be predominantly used.

The aim of this course is to provide you with the foundational skills needed to negotiate for ocean freight transportation. Specifically, this course provides a solid foundation on how ocean freight transportations works and through the laying of this foundation, you will be able to identify the intricacies behind ocean freight contract negotiations and how the terms that you agree will impact on the profits and losses in international commodity trading.

D) Assessment (includes both continuous and summative assessment)

Component	Weightage	Team/Individual
1. Quiz	20%	Individual
2. Case Study	20%	Individual
3. Assignment	10%	Team
	10%	Individual
4. Examination	40%	Individual
Total	100%	

E) Planned Weekly Schedule

Week	Topic
1	Introduction to Shipping
2	Cargo Calculations
3	Common Law Obligations in Carriage of Goods by Sea and Voyage Charters
4	Physical Freight Hedging – Period Charters and Common Law Obligations
5	Alternate Methods of Physical Freight Hedging
6	Bills of Lading – Common Law Obligations
7	Liner Shipping and Chartering Process
8	International Sales of Goods and Cost of Freight
9	Wet Bulk Trades
10	Dry Bulk Trades
11	Cost of Goods Sold
12	Portfolio Management
13	Commercial Shipping Risk Management