

## Annexe A: New/Revised Course Content in OBTL+ Format

### Course Overview

The sections shown on this interface are based on the templates [UG OBTL+](#) or [PG OBTL+](#)

If you are revising/duplicating an existing course and do not see the pre-filled contents you expect in the subsequent sections e.g. Course Aims, Intended Learning Outcomes etc. please refer to [Data Transformation Status](#) for more information.

Expected Implementation in Academic Year	
Semester/Trimester/Others (specify approx. Start/End date)	
Course Author * Faculty proposing/revising the course	Soh Woei Liang
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Course Title	Trade Incoterms & Ship Chartering
Course Code	BF2216
Academic Units	0
Contact Hours	52
Research Experience Components	

## Course Requisites (if applicable)

Pre-requisites	
Co-requisites	
Pre-requisite to	
Mutually exclusive to	
Replacement course to	
Remarks (if any)	

## Course Aims

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.

## Course's Intended Learning Outcomes (ILOs)

Upon the successful completion of this course, you (student) would be able to:

## Course Content

This course will be conducted in a weekly seminar setting with the main objective 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.

## Reading and References (if applicable)

Textbooks: If necessary, will be advised by the course lecturers Recommended Reading Reference Materials

- 1)The essential Guide to Chartering and Dry freight Market -Clarkson
- 2)Maritime Economics –3rd edition by Martin Stopford.
- 3)Liner Shipping Economics –Chapman and Hall.
- 4)Cargoes ( 2ndEdition ) –Packard William .
- 5)Commercial Management in Shipping –Nautical Institute
- 6)Shipping Derivatives and Risk Management -Amir Alizadeh & Nikos Nomikos.
- 7)Publications by Institute of Chartered Shipbrokers
- 8)Shipping, an introduction to technical, operational and commercial aspects –Draffin Nigel
- 9)The petroleum shipping industry, Operations and practices –Tusiani Michael
- 10)Tanker Handbook –Brown,Son and Fergeson
- 11)Worldscale , a tanker chartering tool –Intertanko
- 12)Bes' Chartering and shipping terms –Barker and Howard
- 13)Elements of Shipping – 9th edition by Alan E Branch
- 14)Bulk Carrier practice , a practical guide –Nautical institute
- 15)Carriage of Goods by sea –Longman
- 16)Related Journals –Fairplay , Containersiation International , Tug and OSV , Trade Winds etc )

## Planned Schedule

Week or Session	Topics or Themes	ILO	Readings	Delivery Mode	Activities
1	Introduction to Shipping	1		In-person	
2	Cargo Calculations	1	Case	In-person	
3	Common Law Obligations in Carriage of Goods by Sea and Voyage Charters	2	Case	In-person	
4	Physical Freight Hedging - Period Charters and Common Law Obligations	2, 3	Case	In-person	
5	Alternate Methods of Physical Freight Hedging	2, 3	Case	In-person	
6	Bills of Lading - Common Law Obligations	2, 3	Case	In-person	
7	Liner Shipping and Chartering Process	2, 3	Case	In-person	
8	International Sales of Goods and Cost of Freight	3, 4	Case	In-person	
9	Wet Bulk Trades	3, 4	Case	In-person	
10	Dry Bulk Trades	3, 4	Case	In-person	
11	Cost of Goods Sold	4, 5	Case	In-person	

Week or Session	Topics or Themes	ILO	Readings	Delivery Mode	Activities
12	Portfolio Management	4, 5	Case	In-person	
13	Commercial Shipping Risk Management	5	Case	In-person	

## Learning and Teaching Approach

Approach	How does this approach support you in achieving the learning outcomes?
Lectures / Seminars	We will focus on real life case studies to share with you the application of concepts and best industrial practices in freight trading and supply chain management.
Case Study / Assignments	We may include teamwork where you will take on different roles to apply concepts on case studies and to strengthen the understanding of concepts taught in lectures.

# Assessment Structure

Assessment Components (includes both continuous and summative assessment)

No.	Component	ILO	Related PLO or Accreditation	Weightage	Team/Individual	Rubrics	Level of Understanding
1	Continuous Assessment (CA): Test/Quiz(Quiz)	1, 2	Acquisition of Knowledge	20	Individual		
2	Continuous Assessment (CA): Report/Case study(Case Study)	3, 4	Problem Solving	20	Individual		
3	Continuous Assessment (CA): Assignment(Assignment)	3,4,5	Critical Thinking	20	Team		
4	Summative Assessment (EXAM): Final exam(Examination)	1 to 5	Understanding	40	Individual		

Description of Assessment Components (if applicable)

Formative Feedback

The lectures will be interactive and your inputs will be highly encouraged especially during injections of real life scenarios. The use of case studies during tutorials will guide you on how you can realistically and practically apply concepts taught during the lectures. The application of concepts in the case studies will provide immediate feedback to you on your level of competence and understand of concepts taught during lectures.

The objective of the quiz and case study is to provide regular formalized feedback to you on the level of your understanding of concepts. Answers and sample solutions to the quiz and case study respectively will be provided to allow you to review common mistakes and arrest any weaknesses or misunderstanding of concepts promptly. Assignments will be used to identify concept areas where students need reinforcement in preparation for the final assessment which will be in the form of examination.

# NTU Graduate Attributes/Competency Mapping

This course intends to develop the following graduate attributes and competencies (maximum 5 most relevant)

Attributes/Competency	Level
Adaptability	Basic
Collaboration	Basic
Information Literacy	Basic
Critical Thinking	Basic
Systems Thinking	Basic

## Course Policy

Policy (Academic Integrity)

Policy (General)

Policy (Absenteeism)

Policy (Others, if applicable)

Student responsibilities include attendance, punctuality and participation.

1.Attendance: Whilst there are no mandatory attendance requirement, you are expected to place the lectures and tutorials at the top of your priority list. Any requests for make-up lectures or tutorials will be dealt with on a case by case basis and subject to the validity of reasons for not attending lectures and/or tutorials.

2.Punctuality: You are expected to be punctual and arrive before the start of class. Late arrivals will be disruptive to class activities and reflect badly on yourself. For submission of assignments, no leeway will be provided and deadlines must be strictly adhered to.

3.Participation: Once in class, you are expected to participate in class discussions and to ask questions whenever in doubt.

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