

Impact of New Regulations: 23<sup>rd</sup> April 2019 (2 pm – 6 pm)

Essential Commercial Knowledge: 10<sup>th</sup> May 2019 (9.30 am – 5.30 pm)

SkillsPlus presents its next masterclass in Hong Kong, after successful contract and risk management sessions in Hong Kong, Singapore, United Arab Emirates and India. SkillsPlus programs promote a “Think-Risk” approach to help develop an overall perspective of the commercial, technical, financial and legal aspects of shipping.

**Who should attend?** These programs are designed for Personnel in Ship Owning, Operating, Chartering, Management, Financial Institutions, Shipbroking and third party service providers. Easy to understand programs that impart essential commercial knowledge for better cross-functional team work.

## Course Outline

### 1. Impact of New Regulations: Shipowners and Managers Dilemma (NewRegs)

- Overview of the new regulations and the timelines
- Fin-Com-Tech considerations & compliance issues
- Ballast Water Treatment Systems
  - Feedback from the end users
- Low Sulphur Cap
  - Options available and their Pros & Cons.
  - Compliance issues and time constraints
  - Managing the Transition
- Improving technology



### 2. Essential Commercial Knowledge (ECK)

- Key points related to technical management in the charterparties
- Speed & Fuel Consumption warranties & claims
- Slow speed and super slow speed operation
- Voyage instructions/orders and liaising with Master
- Notes of Protests / Draft surveys / Time sheets
- Stevedore damages and notifications
- Bills of lading and limitation of liability
- Liaising with commercial in case of disputes/claims

## Key takeaways

- Better appreciation of commercial and operational constraints and Ability to identify bottlenecks and key constraints
- Understanding key areas directly concerning managers including quantitatively assess impact of speed and consumption claims

**Course Fees: (Professional Training and Examination Refund Scheme (ProTERS). Eligible applicants are refunded with 80% of the fees** after completing approved courses or passing examinations, subject to a cap of \$18,000.

<https://www.thb.gov.hk/eng/whatsnew/transport/2014/20140401.htm>.

Application form can be accessed at [https://www.thb.gov.hk/eng/whatsnew/transport/2014/MATF\\_ProTERS\\_2017.pdf](https://www.thb.gov.hk/eng/whatsnew/transport/2014/MATF_ProTERS_2017.pdf). Page 5 is filled in and attached here for convenience.

Registration for both the Programs: US\$ 675 (discounted) per participant

Only Program NewRegs: US\$ 250 per participant

Only Program ECK: US\$ 500 per participant



## Hong Kong Programs

NewRegs: 23<sup>rd</sup> April 2019 (2pm – 6 pm)

ECK: 10<sup>th</sup> May 2019 (9.30 am – 5.30 pm)

### Application Form

Name: \_\_\_\_\_

Email Address: \_\_\_\_\_

Mobile Number: \_\_\_\_\_

Occupation: \_\_\_\_\_

Organisation: \_\_\_\_\_

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**Payment to be made online and notified to [jmakkar@skillsplus.sg](mailto:jmakkar@skillsplus.sg)**

SkillsPlus Limited Bank of China (HONG KONG) Multi-Currency Account No. 012 706 2 005336 5

Bank Branch Address: 25 WU PAK STREET, ABERDEEN, HONG KONG

TEL: +852 2553 4165 / FAX: +852 2873 3453 Swift Code: BKCHHKHHXXX

(Payment can also be made in HK\$, using an exchange rate of HK\$7.85 to US\$1.0)

Signature: \_\_\_\_\_

Date: \_\_\_\_\_

## Some of the Participating Companies 2018-19



### Programs Conducted in September 2017 - March 2019 and Planned in the next three months

	Program Name	Date	Place
1	Ship Sale & Purchase for Ship Managers	19th September 2017	In-House program for Anglo-Eastern Ship Management for Superintendents and Managers in Hong Kong
2	Ship Sale & Purchase (Learning through case studies)	21st October 2017	Hong Kong
3	Shipping Contracts Management & Introduction to International Arbitration	11 – 13 Jan 2018	Hong Kong (Jointly with Chartered Institute of Arbitrators, East Asia Branch)
4	Charterparty Disputes & Prevention	8 March 2018	Mumbai, India
5	Shipping Contracts Management	21-22 March 2018	Singapore
6	Charterparty Disputes & Prevention	3 May 2018	New Delhi, India
7	Shipping Contracts Management & Introduction to International Arbitration	7 – 9 June 2018	Hong Kong (Jointly with Chartered Institute of Arbitrators, East Asia Branch)
8	Shipping Contracts Management & Charterparty Disputes & Prevention	24-25 June 2018	Dubai, UAE
9	Essential Commercial Knowledge	9 <sup>th</sup> August 2018	Hong Kong
10	Practical Dry Cargo Chartering	16-17 August 2018	Singapore
11	Charterparty Disputes & Prevention	20 <sup>th</sup> August 2018	Mumbai, India
12	Charterparty Disputes & Prevention	31 <sup>st</sup> August 2018	Delhi, India
13	Shipping Risk Management & Derivatives (An Applied Approach)	7 <sup>th</sup> October 2018	Dubai, UAE
14	Shipping Disputes & Prevention (Charterparties, Bill of Lading and Bunkers)	8 <sup>th</sup> October 2018	Dubai, UAE
15	Practical Dry Cargo Chartering	25-26 October 2018	Hong Kong
16	Ship Sale & Purchase	6-7 December 2018	Hong Kong
17	Shipping Markets and Dry Cargo Chartering	14-15 January 2019	In-House Program for TATA International
18	Shipping Risk Management & Derivatives (An Applied Approach)	21-22 January 2019	Hong Kong
19	Essential Commercial Knowledge	14-15 February 2019	Hong Kong
20	Shipping Risk Management & Derivatives (An Applied Approach)	22 February 2019	Singapore
21	Shipping Contracts Management & Introduction to International Arbitration	7-9 March 2019	Hong Kong (Jointly with Chartered Institute of Arbitrators, East Asia Branch)
22	Basic Ship Sale & Purchase	12th March 2019	Singapore
23	Shipping Disputes & Prevention (Charterparties, Bill of Lading and Bunkers)	18th March 2019	In-House program for Anglo-Eastern Ship Management for Shore Staff, Masters and Chief Officers
24	Shipping Disputes & Prevention	9th April 2019	Delhi, India
25	Impact of New Regulations: Dilemma for Shipowners & Managers	23rd April 2019	Hong Kong
26	Shipping Disputes & Prevention	3rd May 2019	Singapore
27	Essential Commercial Knowledge	10th May 2019	Hong Kong
28	Shipping Disputes & Prevention	8th June 2019	Mumbai, India
29	Maritime Contracts & Introduction to Mediation	14-15 June 2019	Hong Kong (Academy of International Dispute Resolution & Professional Negotiation) in Hong Kong
30	Shipping Risk Management & Derivatives (An Applied Approach)	21 June 2019	Singapore