

WORK-STUDY DIPLOMA IN MARITIME BUSINESS MANAGEMENT

MODULE OBJECTIVES

Module 1: Port Operations Management

On completion of the module, trainees should be able to manage a range of vessel port calling services.

Module 2: Cargo Shipment Operations Management

On completion of the module, trainees should be able to manage maritime cargo shipment, shipping resources and shipping accounts transactions for the company.

Module 3: Ship-Owning and Management

On completion of the module, trainees should be able to provide and customize service products for principals.

Module 4: Disruption Management

On completion of the module, trainees should be able to respond to disruptive events in real time to minimise costs incurred.

Module 5: Client Account Management

On completion of the module, trainees should be able to build and maintain client relationships.

Module 6: Shipping Business Development

On completion of the module, trainees should be able to propose potential business opportunities for the company.

Module 7: Resource Management

On completion of the module, trainees should be able to manage team project resources.

Module 8: Company Project

On completion of the module, trainees should have applied their acquired competencies in an authentic project that would value-add to the company.

Module 9: On-the-Job Training

On completion of the module, trainees should be able to apply the skills and knowledge acquired at ITE College and workplace to take on the full job scope, including supervisory function where appropriate, at the company.

OJT LIST OF COMPETENCIES

Course Title: Maritime Business Management

Level: Work-Study Diploma

S/n	List of Competencies (Standard)		
1.	Manage schedule disruption		
2.	Manage operational disruption		
3.	Manage safety and security disruption		
4.	Manage commercial interests		
5.	Handle client account matters		
6.	Prepare business plan		
7.	Develop business opportunity		
8.	Grow business relationship		
9.	Market organisation's products and services		
10.	Manage project team performance		
11.	Manage project team resources		
12.	Develop improvement plan		
	Cluster A		Cluster B
13A	Coordinate vessel arrival and departure formalities	13B	Manage containerised shipment booking
14A	Coordinate port services	14B	Manage maritime cargo shipment
15A	Manage quotations and / proforma disbursements for clients	15B	Manage shipment resources
16A	Manage ship crew/ manning matters	16B	Handle customs declaration
17A	Manage technical services		