

OPERATIONS & SUPPLY CHAIN | COURSE BROCHURE

Mastering Chartering Operations: Types, Parties, and Applications

5 days | Classroom training | English

SMART HORIZON

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Course content

Why attend

This course provides a comprehensive understanding of chartering operations, focusing on the various types of charters, the parties involved, and their practical applications in maritime logistics. Participants will develop skills to navigate charter agreements and optimise operational efficiency.

Chartering operations are critical in maritime logistics, influencing cost, efficiency, and compliance. Professionals often face challenges in understanding the nuances of different charter types, which can lead to costly mistakes or missed opportunities. This course addresses these issues by providing insights into the roles and responsibilities of each party involved in charter agreements, including shipowners, charterers, and brokers. Participants will learn to analyse market conditions, evaluate operational impacts, and make informed decisions that enhance operational effectiveness, ultimately improving their organisation's bottom line. Mastering these skills will empower professionals to optimise their chartering strategies and drive better outcomes in their operations.
Participants will engage in practical scenarios that simulate real-world chartering decisions, enhancing their ability to negotiate and execute charter contracts effectively. By mastering these skills, attendees will improve their operational strategies, ensuring compliance with regulations and maximising profitability in their organisations. The course will also cover risk management techniques and the impact of external factors on chartering, equipping professionals with the tools to navigate complex maritime environments confidently. This comprehensive approach ensures that participants leave with actionable insights, practical capabilities, and a deeper understanding of chartering operations, ready to apply their knowledge immediately in their work environments.

Professional Problems This Course Is Designed to Solve

- Difficulty translating subject knowledge into practical workplace decisions.
- Inconsistent approaches to the activities covered in the course outline.
- Lack of a structured plan for applying and reviewing new skills.

Course methodology

The course employs a blend of case studies, role-playing exercises, and group discussions to enhance learning. Participants will analyse real-world charter agreements, engage in simulations of negotiation scenarios, and collaborate on problem-solving tasks. Each day includes practical exercises that require participants to apply theoretical knowledge to realistic situations, such as drafting charter agreements and assessing risks. This hands-on approach ensures that participants produce actionable insights and tangible outputs, such as draft charter agreements and negotiation strategies, which they can apply in their professional roles. By focusing on real-world applications, the course fosters a deeper understanding of chartering operations and prepares participants for immediate implementation in their work environments.



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Course objectives

By the end of this course, participants will be able to:
• Analyse different types of charter agreements and their implications for operations.
• Evaluate the roles and responsibilities of various parties in chartering transactions.
• Construct a charter agreement that meets specific operational requirements.
• Compare the advantages and disadvantages of time charters versus voyage charters.
• Assess the impact of regulatory frameworks on chartering operations.
• Justify decisions made during charter negotiations based on market conditions.
• Diagnose potential risks in charter agreements and propose mitigation strategies.

Target audience

This course is suitable for:
• Chartering Managers: Responsible for overseeing chartering operations and negotiations.
• Maritime Logistics Coordinators: Involved in the planning and execution of shipping logistics.
• Shipping Agents: Facilitate communication between ship owners and charterers.
• Legal Advisors in Maritime Law: Provide counsel on charter agreements and compliance issues.

Target competencies

Participants will develop competencies in:
• Understanding charter types and their operational impacts.
• Negotiating charter agreements effectively.
• Analysing regulatory compliance in chartering.
• Identifying and mitigating risks in charter transactions.
• Developing operational strategies based on charter agreements.
• Collaborating with stakeholders in maritime logistics.

Course outline

Day 1: Introduction to Chartering Operations

Applied activity: Participants will analyse a sample charter agreement to identify its type and the roles of involved parties. They will discuss the implications of each role on operational efficiency, compliance, and decision-making processes.
Output: A summary report detailing the charter type, parties involved, and operational implications.

09:00–09:54	Overview of chartering in maritime logistics and its significance in global trade
09:54–10:48	Types of charters: time, voyage, bareboat, and their specific applications



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10:48–11:00	Key parties involved in chartering operations and their distinct roles
11:00–11:30	**Coffee break**
11:30–12:12	Key parties involved in chartering operations and their distinct roles (continued)
12:12–13:06	Legal frameworks governing charter agreements and compliance requirements
13:06–14:00	Market dynamics affecting chartering decisions, pricing, and negotiations

Day 2: Navigating Charter Agreements

Applied activity: In pairs, participants will role-play as charterers and shipowners to negotiate a charter agreement, focusing on key terms and conditions. They will present their negotiated terms to the group for feedback and discussion.
Output: A drafted charter agreement reflecting negotiated terms and conditions.

09:00–09:54	Essential components of charter agreements and their importance in maritime operations
09:54–10:48	Negotiation strategies for charter contracts and best practices for success
10:48–11:00	Understanding terms and conditions in charter agreements and their implications
11:00–11:30	**Coffee break**
11:30–12:12	Understanding terms and conditions in charter agreements and their implications (continued)
12:12–13:06	Common pitfalls in charter agreements and strategies to avoid them
13:06–14:00	Best practices for drafting charter agreements and key clauses to include

Day 3: Operational Implications of Charter Types

Applied activity: Participants will evaluate a case study of a shipping company that used different charter types, identifying which was most effective and why. They will present their findings to the class, focusing on operational outcomes and recommendations.
Output: A presentation summarising findings and recommendations for charter type selection.

09:00–09:54	Comparative analysis of time charters and voyage charters and their operational impacts
09:54–10:48	Impact of charter type on operational costs, efficiency, and risk management
10:48–11:00	Case studies of successful charter operations and lessons learned from failures
11:00–11:30	**Coffee break**
11:30–12:12	Case studies of successful charter operations and lessons learned from failures (continued)



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12:12–13:06	Strategies for optimising charter arrangements for profitability and efficiency
13:06–14:00	Evaluating performance metrics in chartering and operational success

Day 4: Risk Management in Chartering

Applied activity: Working in groups, participants will diagnose risks in a provided charter agreement and propose a risk management plan. They will discuss their plans with the class for critique, focusing on practical applications.
Output: A risk management plan document outlining identified risks and mitigation strategies.

09:00–09:54	Identifying risks in charter agreements and their implications for stakeholders
09:54–10:48	Legal and financial implications of charter risks and liabilities in operations
10:48–11:00	Mitigation strategies for common chartering risks and best practices
11:00–11:30	**Coffee break**
11:30–12:12	Mitigation strategies for common chartering risks and best practices (continued)
12:12–13:06	Insurance considerations in chartering and risk management frameworks
13:06–14:00	Developing a comprehensive risk management plan for charter operations

Day 5: Integrated Chartering Operations

Applied activity: Participants will develop a comprehensive chartering strategy for a fictional shipping company, integrating various charter types and stakeholder considerations. They will present their strategies to the class, demonstrating their understanding of the course material.
Output: A detailed chartering strategy report ready for presentation to stakeholders.

09:00–09:54	Combining charter types for operational efficiency and effectiveness in logistics
09:54–10:48	Collaboration among stakeholders in chartering and logistics operations
10:48–11:00	Evaluating the impact of external factors on chartering operations and decision-making
11:00–11:30	**Coffee break**
11:30–12:12	Evaluating the impact of external factors on chartering operations and decision-making (continued)
12:12–13:06	Future trends in chartering operations, technology, and market adaptations
13:06–14:00	Final project: comprehensive chartering strategy for a fictional shipping company

The timings provided are estimates and may vary depending on the number of participants and the discussions taking place during the sessions. They are indicative only and do not constitute a binding commitment.



Course content

Dates, venues and fees

Current published course plans. Fees are per participant in EUR, excluding unconfirmed taxes.

Venue	Start date	End date	Fee (EUR)
Dubai Confirmed dates	16 Nov 2026	20 Nov 2026	**€3,150.-**
Online Confirmed dates	16 Nov 2026	20 Nov 2026	**€1,250.-**
Frankfurt Confirmed dates	7 Dec 2026	11 Dec 2026	**€2,650.-**
Online Confirmed dates	7 Dec 2026	11 Dec 2026	**€1,250.-**
Kuala Lumpur Confirmed dates	14 Dec 2026	18 Dec 2026	**€1,450.-**
Online Confirmed dates	14 Dec 2026	18 Dec 2026	**€1,250.-**
Paris Confirmed dates	4 Jan 2027	8 Jan 2027	**€2,860.-**
Online Confirmed dates	4 Jan 2027	8 Jan 2027	**€1,250.-**
Istanbul Confirmed dates	18 Jan 2027	22 Jan 2027	**€2,650.-**



Course content

Dates, venues and fees (continued)

Venue	Start date	End date	Fee (EUR)
Online Confirmed dates	18 Jan 2027	22 Jan 2027	**€1,250.-**
Cape Town Confirmed dates	25 Jan 2027	29 Jan 2027	**€1,890.-**
Online Confirmed dates	25 Jan 2027	29 Jan 2027	**€1,250.-**
Amsterdam Confirmed dates	1 Feb 2027	5 Feb 2027	**€2,540.-**
Online Confirmed dates	1 Feb 2027	5 Feb 2027	**€1,250.-**
Singapore Confirmed dates	15 Feb 2027	19 Feb 2027	**€2,820.-**
Online Confirmed dates	15 Feb 2027	19 Feb 2027	**€1,250.-**
London Confirmed dates	1 Mar 2027	5 Mar 2027	**€2,450.-**
Online Confirmed dates	1 Mar 2027	5 Mar 2027	**€1,250.-**



Course content

Dates, venues and fees (continued)

Venue	Start date	End date	Fee (EUR)
Dubai Confirmed dates	15 Mar 2027	19 Mar 2027	**€3,150.–**
Online Confirmed dates	15 Mar 2027	19 Mar 2027	**€1,250.–**
Barcelona Confirmed dates	29 Mar 2027	2 Apr 2027	**€2,840.–**
Online Confirmed dates	29 Mar 2027	2 Apr 2027	**€1,250.–**
Frankfurt Confirmed dates	5 Apr 2027	9 Apr 2027	**€2,650.–**
Online Confirmed dates	5 Apr 2027	9 Apr 2027	**€1,250.–**
Kuala Lumpur Confirmed dates	19 Apr 2027	23 Apr 2027	**€1,450.–**
Online Confirmed dates	19 Apr 2027	23 Apr 2027	**€1,250.–**
Paris Confirmed dates	3 May 2027	7 May 2027	**€2,860.–**



Course content

Dates, venues and fees (continued)

Venue	Start date	End date	Fee (EUR)
Online Confirmed dates	3 May 2027	7 May 2027	**€1,250.-**
Istanbul Confirmed dates	17 May 2027	21 May 2027	**€2,650.-**
Online Confirmed dates	17 May 2027	21 May 2027	**€1,250.-**
Rome Confirmed dates	31 May 2027	4 Jun 2027	**€2,450.-**
Online Confirmed dates	31 May 2027	4 Jun 2027	**€1,250.-**
Amsterdam Confirmed dates	7 Jun 2027	11 Jun 2027	**€2,540.-**
Online Confirmed dates	7 Jun 2027	11 Jun 2027	**€1,250.-**
Singapore Confirmed dates	21 Jun 2027	25 Jun 2027	**€2,820.-**
Online Confirmed dates	21 Jun 2027	25 Jun 2027	**€1,250.-**



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Dates, venues and fees (continued)

Venue	Start date	End date	Fee (EUR)
London Confirmed dates	5 Jul 2027	9 Jul 2027	**€2,450.-**
Online Confirmed dates	5 Jul 2027	9 Jul 2027	**€1,250.-**
Dubai Confirmed dates	19 Jul 2027	23 Jul 2027	**€3,150.-**
Online Confirmed dates	19 Jul 2027	23 Jul 2027	**€1,250.-**
Frankfurt Confirmed dates	2 Aug 2027	6 Aug 2027	**€2,650.-**
Online Confirmed dates	2 Aug 2027	6 Aug 2027	**€1,250.-**
Rome Confirmed dates	9 Aug 2027	13 Aug 2027	**€2,450.-**
Online Confirmed dates	9 Aug 2027	13 Aug 2027	**€1,250.-**
Kuala Lumpur Confirmed dates	16 Aug 2027	20 Aug 2027	**€1,450.-**



Course content

Dates, venues and fees (continued)

Venue	Start date	End date	Fee (EUR)
Online Confirmed dates	16 Aug 2027	20 Aug 2027	**€1,250.-**
Paris Confirmed dates	6 Sept 2027	10 Sept 2027	**€2,860.-**
Online Confirmed dates	6 Sept 2027	10 Sept 2027	**€1,250.-**
Istanbul Confirmed dates	20 Sept 2027	24 Sept 2027	**€2,650.-**
Online Confirmed dates	20 Sept 2027	24 Sept 2027	**€1,250.-**
Amsterdam Confirmed dates	4 Oct 2027	8 Oct 2027	**€2,540.-**
Online Confirmed dates	4 Oct 2027	8 Oct 2027	**€1,250.-**
Cape Town Confirmed dates	11 Oct 2027	15 Oct 2027	**€1,890.-**
Online Confirmed dates	11 Oct 2027	15 Oct 2027	**€1,250.-**



Course content

Dates, venues and fees (continued)

Venue	Start date	End date	Fee (EUR)
Singapore Confirmed dates	18 Oct 2027	22 Oct 2027	**€2,820.-**
Online Confirmed dates	18 Oct 2027	22 Oct 2027	**€1,250.-**
London Confirmed dates	1 Nov 2027	5 Nov 2027	**€2,450.-**
Online Confirmed dates	1 Nov 2027	5 Nov 2027	**€1,250.-**
Dubai Confirmed dates	15 Nov 2027	19 Nov 2027	**€3,150.-**
Online Confirmed dates	15 Nov 2027	19 Nov 2027	**€1,250.-**
Vienna Confirmed dates	29 Nov 2027	3 Dec 2027	**€2,940.-**
Online Confirmed dates	29 Nov 2027	3 Dec 2027	**€1,250.-**
Frankfurt Confirmed dates	6 Dec 2027	10 Dec 2027	**€2,650.-**



Course content

Dates, venues and fees (continued)

Venue	Start date	End date	Fee (EUR)
Online Confirmed dates	6 Dec 2027	10 Dec 2027	**€1,250.-**
Kuala Lumpur Confirmed dates	13 Dec 2027	17 Dec 2027	**€1,450.-**
Online Confirmed dates	13 Dec 2027	17 Dec 2027	**€1,250.-**

Plan your next step

Dates, availability, exact venue, taxes, inclusions and payment terms require written confirmation. This brochure is not a quotation, registration, booking confirmation or visa invitation. Participants receive a Smart Horizon certificate of attendance; programmes are not externally accredited and do not award a professional qualification or designation. Confirm arrangements before booking travel.

For group or in-house training, contact our learning team to discuss your objectives and delivery arrangements.

Contact Smart Horizon

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