



Maritime Business School News



MBA Shipping class visits London

Our MBA Shipping group visited London in early April. The schedule included visits at IMO, the Baltic Exchange (see picture), Lloyd's Market, SKULD and many other firms and entities. This visit is a part of a module of the MBA Shipping programme, and every year, our HSBA team strives to offer the best blend of experti-

se and networking that suits the needs of every respective group.

The next visits are already scheduled: Dubai in May and Piraeus in June. Students might combine their visit in Piraeus with business and social events of Poseidonia 2016.



The Lorange Institute and HSBA

Prof. Schinas was invited to the Lorange Institute of Business in Zurich, where he delivered a presentation on Ship Finance and the challenges of 2016 in early April.

plants, might lead to reduced voyage costs yet the life-cycle analysis of the investment might not be appealing to investors, due to comparatively low returns.

Schinas advocated that innovative technical, operational and financial features will determine the success of the maritime projects in the future, shifting the attention from the pure cost-cutting strategic alternatives. He explained that economies of scale do not necessarily lead to positive results and that rationalization of ship sizes and of operating speed is expected in many segments of the market and especially in the liner business. Moreover, imminent technological solutions, such as LNG-fuelled Diesel-engine propulsion

He highlighted the advent of the 'decarbonized' maritime operations and the need of transparency in the financial schemes. The carbon-economy era arrived and its effects on the industry are already blatant, therefore Schinas concluded by stressing the need of fundamental re-thinking and re-structuring of maritime projects and operations, especially in traditional maritime clusters, as there is a clear shift of the focus, of the innovation and of the decision-making in Asia.

In This Issue...

- MBA Shipping class visits London
- The Lorange Institute and HSBA
- Update on the IAME 2016 in Hamburg
- New Shipping Professor at HSBA

MBA Shipping Info Session with VDR scholarship

On 20 June 2016 from 6 pm, HSBA invites everyone interested in the MBA Shipping programme to learn more about the study course and get to know Prof. Dr. Orestis Schinas as well as Dr. Dirk Max Johns. The German Shipowners' Association (VDR) will present its scholarship opportunities at HSBA. To sign up or for further information, please contact Alexander Freier.

HSBA wins the Hanse Boat Race on the Outer Alster

Since 2008, it is a tradition that HSBA rows against the Jacobs University in Bremen on the Outer Alster each year in a big competition: the Hanse Boat Race! With the race, both universities from Hanseatic cities want to demonstrate their special relationship and the sporty competition between them. In the three pre-races, HSBA was able to win two out of three races and then also won the men's eight main race this year - Congratulations!



Update on the IAME 2016 in Hamburg

We are excited to host the Annual Conference of the International Association of Maritime Economists (IAME) in Hamburg on August 23-26, 2016.

In a joint effort with other renowned institutions in Hamburg, HSBA succeeded in bringing this year's conference to Hamburg and, thus also for the first time to Germany! This year's focus is on: The shipping industry of the future: Innovation, Sustainability and alternative financing in the maritime sector.

The four-day event, taking place on the Kühne Logistics University's and HSBA's premises, includes lectures, panel discussions and workshops as well as some attractive side events, including

among others, company visits, boat cruises and a gala dinner at the end.

We are delighted to announce, that the noted Professor Peter Lorange from the Lorange Institute of Business Zurich will be one of our key note speakers. Call for papers has been completed and we are pleased about the tremendous outcome. About 130 papers have been submitted and are currently under review. A decision on will be reached and communicated by mid-June.

For further details on IAME, the conference programme, participation and sponsorship opportunities, please visit: www.IAME2016.org

New Mentoring Programme

We are very proud of our newly established Mentoring Programme for MBA Shipping master's students. This Programme is offered in collaboration with the Verband Deutscher Reeder (VDR), i.e. the German Shipowners' Association. Students will particularly benefit from networking possibilities as well as from discussing personal and professional challenges with their mentors, who are specialists in the maritime industry.

The VDR is a central association of the German economy. It was founded in 1907 in order to ensure a joint and consistent representation of interests. With its more than 220 member companies, the VDR represents the German shipping industry as the fourth biggest merchant fleet in the world.

For further information please visit the MBA Shipping website!

Dr. Dirk Max Johns: New Shipping Professor at HSBA

As CEO of the German Shipowners' Association, Dr. Dirk Max Johns is well aware of the maritime industry requirements. Already for seven years he has been passing on his knowledge to HSBA students on the bachelor course Maritime Management and the MBA Shipping. And now we are proud to announce that Mr Johns was appointed professor at HSBA.

Dr. Dirk Max Johns studied Business Administration and Art History in Hamburg and also finished Archaeology studies in Montpellier. He absolved his MBA at the Maastricht University and has visited Master Classes at Harvard Business School. After Mr Johns

city of Tübingen on organisation matters in media companies followed. Next to his focus on the maritime industry, he is also an expert for communication issues. Dr. Dirk Max Johns is married and has a daughter.

In his free time he enjoys hiking in high mountain



Prof. Dr. Orestis Schinas
HSBA
Alter Wall 38
D-20457 Hamburg
Tel.: +49 (0)40 36 138 - 738
Email: orestis.schinas@hsba.de
www.hsba.de