Maritime & Logistics Seminars
Executive Education | Tailor-Made Courses | In Hamburg
Within its portfolio of executive education offerings, HSBA offers a variety of courses intended for graduates and professionals of all levels who wish to expand their knowledge in the maritime and logistics sector. The seminars are taught by experienced lecturers who are renowned in the industry.

Courses are offered both as individually tailor-made courses and as existing open-enrolment courses within the framework of the MBA Shipping programme offered at HSBA. Our seminars focus primarily on understanding modern management theories and concepts applied specifically to the maritime industry.

Why take part in executive education seminars at HSBA?
■ HSBA boasts a Maritime Business School with faculty members specialised in maritime and logistics topics. With our MBA in Shipping and Bachelors’ in Maritime Management and Logistics Management, we have the necessary academic expertise available to ensure that you obtain an adequate executive training in the field.
■ As an internationally oriented port city, host to one of the globally most significant maritime clusters, and home of many international companies, Hamburg is a great place to take part in an executive training course.
■ Our lecturers have an academic background in the maritime field and are professionally active. Hence, they integrate a great deal of practical cases and examples into course material.
■ If you are interested in maritime and logistics topics and want to learn more, the knowledge acquired may give you the decisive advantage in the next company-internal project or open position at your company.

“Hands-on case studies, many practice-oriented examples and renowned lecturers from the industry - HSBA offers the ideal place to enhance your knowledge in the maritime & logistics sector.”

Prof. Dr. Orestis Schinas
Professor, HSBA
It is our aim to cover a great variety of topics in the maritime and logistics industry, which is why we offer courses in the areas of Management & Finance, Maritime Business, Maritime Law & Insurance, Ship Finance, Maritime Economics & Management as well as a Summer School on Maritime & Logistics. Furthermore, we are open to put together tailor-made offerings matching your executive education needs perfectly. Just get in touch!

**Management & Finance** → This area of study aims at offering candidates an overview of theoretical economic principles within the maritime industry. The following seminars are offered:
- Finance and Accounting
- Game Theory
- Optimisation of Networks

**Maritime Business** → Seminars in the field of maritime business give students insights into the fields of chartering and global trade. Special attention is given to the assessment of political and regulative frameworks especially with regard to the IMO regulatory framework. The following seminars are offered in maritime business:
- Maritime Policy
- Chartering & Revenue Planning
- International Trade & Commodities

**Maritime Law & Insurance** → This seminar provides participants with advanced knowledge in maritime law and insurance, with a focus on carriage of goods by sea, charterparties and their implications, marine insurance and protection schemes as well as claims and practical implications. This module is offered with the active support of the legal firm Ehlermann Rindfleisch Gadow Rechtsanwälte Partnerschaft mbB in Hamburg.

**Ship Finance** → This seminar focuses on issues such as ship financing and valuation (bank loans, equity, derivatives, etc.).

**Maritime Economics & Management** → Seminars in this area concentrate on market segments, the acquisition of tonnage, quality, and topics in the digitalisation of the maritime industry:
- Tramp Shipping Analysis
- Liner Shipping
- Acquisition of Tonnage
- Quality and Performance of Ship Management
- Digital Ship

**Summer School on Maritime & Logistics** → This summer school provides basic insights into ship management, maritime law and logistics. The course will feature practical experiences through company visits in Hamburg with a focus on digital transformation and innovative disruptions.

*Learn more about the open-enrolment courses offered on the following pages!*
ACQUISITION OF TONNAGE → Topics of high importance for the commercial success of maritime projects are discussed in this seminar. The analysis covers all asset markets, i.e. the markets of newbuildings, second-hand ships and demolition. It also takes into account all relevant templates used widely and extensively in the market. Special attention is given to ethical risks related to the transactions.

Contact hours: 8 | Language: English | Lecturer: Prof. Dr. Orestis Schinas

CHARTERING & REVENUE PLANNING → The seminar’s objective is to introduce the participants into chartering, its practice and its financial implications. The analysis is based on standard documents and trivial commercial cases and aims to bridge employment terms and results with the life-cycle analysis of the ship as a financial asset.

Contact hours: 16 | Language: English | Lecturer: Prof. Dr. Orestis Schinas

DIGITAL SHIP → This seminar aims at introducing participants to the wider concept of digitalisation of trade and operations, as well as to identify the challenges and risks associated.

Contact hours: 8 | Language: English | Lecturer: Prof. Dr. Orestis Schinas

INTERNATIONAL TRADE & COMMODITIES → This seminar provides an approach to the causes and consequences of international trade. It discusses current trade patterns and explains these utilising models of trade theory and international economics. Furthermore, the seminar deals with trade imbalances and capital flows, and covers developments in trade policy as well as the role of nation-state politics.

Contact hours: 16 | Language: English | Lecturer: Prof. Dr. Alkis Otto
LINER SHIPPING ➔ Participants shall revisit or gain advanced knowledge in the field of liner shipping economics. The aim is to clarify and scientifically explain the evolution of liner shipping as well as the related theoretical approach. Moreover, the modern decision-making is explained through illustrative numerical examples. Finally, the role of the ports as well as of the regulatory framework will be analysed.

Contact hours: 8 | Language: English | Lecturer: Prof. Dr. Orestis Schinas

MARITIME LAW & INSURANCE ➔ Which legal regulations have to be observed at sea? This seminar provides an overview of all major legal and insurance law aspects of shipping. This compact seminar explains the fundamentals of UNCLOS III. It takes a special in-depth look at English law and its application to the international shipping industry.

Contact hours: 80 | Language: English | Lecturer: Dr. Carolin Schmeding

MARITIME POLICY ➔ It is the aim of this seminar to clarify the international maritime policy regime, the drivers, and the decision-making processes, as well as to explore the impact of certain policies. In the end, participants will have gained advanced knowledge in the field of maritime policy.

Contact hours: 16 | Language: English | Lecturer: Prof. Dr. Orestis Schinas

OPTIMISATION OF NETWORKS ➔ The focus of this seminar is on mathematical modeling of networks and on the application of solvers to find optimal solutions (Microsoft Excel solver will be applied). After an introduction to the basics, participants will mostly work on practical exercises. In addition, several case studies from maritime logistics will be discussed.

Contact hours: 24 | Language: English | Lecturer: Prof. Dr. Sönke Hartmann
QUALITY & PERFORMANCE OF SHIP MANAGEMENT → The aim of this seminar is to introduce participants to the contemporary challenges of ship management and provide insight of techniques used by the leading operators or asked by the top-tier customers.

Contact hours: 8 | Language: English | Lecturer: Prof. Dr. Orestis Schinas

SHIP FINANCE → After an introductory discussion of the current political and legal framework conditions on shipping markets as well as the strategic significance of the shipping industry, the seminar turns to ship financing and ship banking. Participants are given a more in-depth knowledge of different tools for ship financing and credit monitoring. The German KG model and others are examined.

Contact hours: 40 | Language: English | Lecturer: Prof. Dr. Dirk Max Johns

SUMMER SCHOOL ON MARITIME & LOGISTICS → This summer school provides basic insights into ship management, maritime law and logistics. The course will feature practical insights through company visits in Hamburg with a focus on digital transformation and innovative disruptions.

Contact hours: 68 | Language: English | Lecturers: Various

TRAMP SHIPPING ANALYSIS → The seminar’s aim is to clarify and scientifically explain concepts, often misused, such as the ‘shipping cycles’ and ‘slow steaming’. It presents the classical model of demand and supply as well as the derived quest of optimum speed and employment scheme. Moreover, the limitation of the models will be explained, as well as the implications of decarbonisation.

Contact hours: 8 | Language: English | Lecturer: Prof. Dr. Orestis Schinas
Are you interested in one of our executive education offerings on maritime & logistics topics? Then do not hesitate and register for one of the courses online. You did not find what you were looking for? Then let us know and we will put together a tailor-made programme just for you.

Registration Process
To apply for a seminar, please visit the corresponding website online (see QR-code). All seminars require an undergraduate degree and some professional experience or an equivalent professional qualification. Admission is granted on the basis of the HSBA application form with your personal details as well as details of previous education and professional experience. The seminar will be filled in the order of incoming applications.

Certificate of Attendance/University Certificate
After completing the seminar, the participants receive a certificate of attendance for regular attendance. Following an optional examination, participants may also obtain a university certificate with two credit points awarded according to the ECTS System (European Credit Transfer System).

Tailor-Made Courses & In-House Trainings
Next to the seminars depicted in this brochure, HSBA also offers tailor-made executive education courses and In-house trainings specifically for the maritime & logistics industry.

There are lots of issues that may prompt you to think about an in-house training. In-house trainings are particularly suitable if you want to look at company-specific topics, sensitive issues are involved, or if you have a bigger group of participants who would benefit from the same training. In-house trainings are either carried out at your company, on the HSBA campus, or off-site.

After a briefing, HSBA will prepare a proposal, which can be modified subject to mutual agreement. After agreeing on the concept, lecturers, and the terms and conditions, usually a second briefing from the respective department takes place.

Would you like to organise an in-house training at your company or a tailor-made course on a specific maritime or logistics-oriented topic? Please do not hesitate to contact us to find out about your options.

Any Questions?
We are happy to help!
Email: Paulien.Staal@hsba.de
Phone: +49 (0)40 36 138 955

Paulien Staal
Executive Education Advisor, HSBA
HSBA is the Business School in Hamburg. It is our mission to support companies in qualifying their employees and recruiting promising talents who want to study our internationally-oriented dual Bachelor’s and part-time Master’s degree programmes. It is our aim to deliver excellent education programmes to students of all career levels regardless of their financial background. We are convinced that commitment, respectability and innovative thinking are the basis for success in business. For this, we provide the necessary competencies. Currently, HSBA is the academic partner for more than 900 students and 250 cooperating companies. Together with our executive education offerings, applied research and the Digital Innovation Lab, we actively strengthen the competitiveness of Hamburg based companies in the age of digital transformation.

**Dual Bachelor’s Degrees**
- B.Sc. Business Administration
- B.Sc. Business Informatics
- B.Sc. Logistics Management
- B.Sc. Maritime Management
- B.Sc. Media Management & Communication
- B.A. Versicherungsmanagement

**Master’s Programmes**
- M.Sc. Business Development
- M.Sc. Digital Transformation & Sustainability
- M.Sc. Finance
- M.Sc. Global Management & Governance
- M.Sc. Real Estate & Leadership
- MBA Corporate Management
- MBA Shipping
- Executive MBA (EMBA)

**Other Offers**
- DI-Lab @ HSBA & Digital Toolbox
- Executive Education
- Cooperative Doctoral Programme (PhD / DBA)

**Excellence. Commitment. Fairness.**
**Our Values. Your Success.**