



**HSBA HAMBURG SCHOOL OF
BUSINESS ADMINISTRATION**

Maritime Management Module Descriptions 3rd Year of Study

Year of Study 2021/2022

Core Modules BA

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Sector-customized BA Modules

International Risk Management
Management Game
Maritime Law
Transport and Logistics IT

Maritime and Transportation Modules

Claims and Insurance in the Maritime Business
Shipping and Ship Management II

Electives

Special Logistics
Study Trip

Support Modules

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HSBA Hamburg School of Business Administration

International Risk Management

Modulbeschreibung/Module description

Allgemeines / General

Code:	B12-IRM 17
Studienjahr/ Year of Study	2021/2022
Art der Lehrveranstaltung/ Form of Course	Pflicht/ <i>Obligatory</i>
Häufigkeit des Angebots der Lehrveranstaltung/ Frequency of course offer:	In jedem dritten Studienjahr/ <i>Every third year</i>
Verwendbarkeit des Moduls/ Applicability of the module	<input type="checkbox"/> Business Administration <input type="checkbox"/> Business Informatics <input type="checkbox"/> Business Administration (Engl.) <input checked="" type="checkbox"/> Logistics Management <input checked="" type="checkbox"/> Maritime Management <input type="checkbox"/> Media Management & Communication
Zugangsvoraussetzung/ Prerequisites	On the basis of the modules “Corporate Finance”, “Quantitative Methods”, and “Operations Research” this module provides the fundamentals in Risk Management and offers knowledge required for the specialization. For the preparation, monitoring and follow-up of the module see recommended reading list.
Name des/der Lehrenden Name of lecturer/s	Prof. Dr. Peter Scholz
Lehrsprache/ Language of teaching	Englisch/ <i>English</i>
ECTS-Credits:	8
Workload und dessen Zusammensetzung/ Workload and its composition	64 Std Kontaktzeit/ <i>h contact</i> 108 Std Selbststudium/ <i>h independent study</i> 45 dualer Workload/ <i>h dual workload</i>
SWS/ Contact hours	64Std im Studienjahr/ <i>h in academic year</i>
Art der Prüfung/ Methods of examination	End of 5 th semester: Written examination (120 minutes)
Sprache der Prüfung/ Language of examination	Englisch/ <i>English</i>
Gewichtung der Note in der Gesamtnote/ Emphasis of the grade for the final grade	Siehe Studiengangsspezifische Bestimmungen/ <i>see course specific provisions</i>

Aim of the Module

The course aims at enabling students to understand and follow basic principles in risk management. The students will be able to assess risks, to understand and to measure risk. They will learn about different risk preferences and important risk analysis methods. The course provides economic fundamentals which can be transferred to many markets in practice. Another important part of the module consists in the understanding and analysis of the banking and insurance industry, their interdependencies as well as the possibilities of a risk transfer via the capital market. Students also acquire knowledge in risk transfer options and performance of risk management in practice. Finally, students learn about risk management in maritime business. Excel application is essential!

Content of the Module

- 1. Introduction to Risk Management**
 - a. Definition and Perception of Risk
 - b. Risk Measures
 - i. Returns
 - ii. Volatility
 - iii. Value-at-Risk
- 2. Price Risk (I): Options & Futures**
 - a. Pricing of Futures/Forwards
 - b. Pricing of European Options
 - i. Black-Scholes-Merton Formula
 - ii. Put-Call Parity
- 3. Price Risk (II): Hedging with Derivatives**
 - a. Future Hedge
 - b. Protective Put
 - c. Delta Hedge
- 4. Interest Rate Risk (I)**
 - a. Bond Pricing
 - b. Bond Price Sensitivities
- 5. Interest Rate Risk (II)**
 - a. Duration
 - b. Term Structure
 - c. Forward Rates
- 6. Interest Rate Risk (II): Swaps**
 - a. Definition and Cash Flows
 - b. Pricing of Swaps
- 7. FX Risk**
 - a. Currency Notations
 - b. Forward Exchange Rates
 - c. FX Swaps
- 8. Credit Risk**
 - a. Definition of Credit Risk
 - b. Credit Spreads
 - c. Credit-Default-Swaps
- 9. Applications (Guest Speakers)**
 - a. Case Study Maritime
 - b. Case Study Logistics
 - c. Case Study Banking

Relation to: Line of Business (if applicable) (Cross-Sectoral Subject)

The course prepares students for the process to identify risks, to understand and to measure risks. Student's capability as to mitigate risks is developed and their understanding of dealing with financial

risks of loss using traditional and alternative risk management techniques is enhanced. Finally, students will be provided with a better understanding of the insurance and banking industry as well as gain insight into the practical risk management methodology in Maritime Business.

Teaching and Learning Methods

Lecture, Exercises, Self-study, Problem Based Learning, Case Studies, Excel Application

Case studies in this course:

Typically, three different case studies (one Maritime, one Logistics, and one banking) are included. Each case study is approx. 10 contact hours.

Demands on Company Training

Recommended Literature (*Monographs in English language*)

Specific literature will be distributed as pdf reader. The reader contains material primarily from the following sources (list not complete, however):

- Brealey, Richard A.; Myers, Stewart C.; & Marcus, Alan J. (2008): *Fundamentals of Corporate Finance*, McGraw-Hill.
- Eun, Cheol & Resnick, Bruce G. (2011): *International Finance*, McGraw-Hill.
- Hull, John C. (2012): *Risk Management and Financial Institutions*, Wiley.
- **Jarrow, Robert A. & Chatterjea, Arkadev (2013): *An Introduction to Derivative Securities, Financial Markets, and Risk Management*, W.W. Norton & Co.**



HSBA Hamburg School of Business Administration

Business Management Game

Modulbeschreibung/Module description

Allgemeines / General

Code:	B12-MGTGAME
Studienjahr/ Year of Study	2021/2022
Art der Lehrveranstaltung/ Form of Course	Pflicht/ <i>Obligatory</i>
Häufigkeit des Angebots der Lehrveranstaltung/ Frequency of course offer:	In jedem dritten Studienjahr/ <i>Every third year</i>
Verwendbarkeit des Moduls/ Applicability of the module	<input type="checkbox"/> Business Administration <input type="checkbox"/> Business Informatics <input type="checkbox"/> Business Administration (Engl.) <input type="checkbox"/> Logistics Management <input checked="" type="checkbox"/> Maritime Management <input type="checkbox"/> Media Management & Communication
Zugangsvoraussetzung/ Prerequisites	During the Management Game students will combine the knowledge and skills from different modules in a simulation, which contains investment in shipping / vessels and managing the vessels a couple of years. For the preparation, monitoring and follow-up of the module see recommended reading list.
Name des/der Lehrenden Name of lecturer/s	Dr. Rowil Ponta and others
Lehrsprache/ Language of teaching	Englisch/ <i>English</i>
ECTS-Credits:	4
Workload und dessen Zusammensetzung/ Workload and its composition	30 Std Kontaktzeit/h <i>contact</i> 48 Std Selbststudium/h <i>independent study</i> 20 dualer Workload/h <i>dual workload</i>
SWS/ Contact hours	30 Std im Studienjahr/ <i>h in academic year</i>
Art der Prüfung/ Methods of examination	Participation
Sprache der Prüfung/ Language of examination	Englisch/ <i>English</i>
Gewichtung der Note in der Gesamtnote/ Emphasis of the grade for the final grade	Siehe Studiengangsspezifische Bestimmungen/ <i>see course specific provisions</i>

Aim of the Module

- » Recognizing and formulating the general conditions for commercial success.
- » Experiencing relationships in business management by adopting a holistic approach.
- » Defining goals and strategies and realizing them.
- » Applying mathematical financial models for business decision making
- » Working with investors and stakeholders for business success
- » Deriving insights and decisions from industry figures which can be put into practice.
- » Coping with complex decision making in uncertain situations.
- » Maintaining control of a business in difficult situations.
- » Practicing effective communication through visualization.

Content of the Module

1. Excel Models for financial planning
2. Investor Presentations
3. Simulation of different market developments and operational challenges
4. Students play the role of the managers of a virtual company / virtual investor.
5. The student teams compete against each other.

Teaching and Learning Methods

Discussion in class, Groupwork, Presentations, Tutorials

Demands on Company Training

The company training is carried out in combination with the education in the functional areas. Within this module students apply the knowledge and methods from several parts of their studies in practice and theory

Recommended Literature (*Monographs in English language*)

Winter/ Hennig / Gerhard: Grundlagen der Schiffsfianzierung, ISBN 978-3-940913-68-5
McCleery: The shipping Man, ISBN: 9780983716303
(Recommendation only, not required for the case study)



HSBA Hamburg School of Business Administration

Maritime Law

Modulbeschreibung/*Module description*

Allgemeines / *General*

Code:	B12-MLAW
Studienjahr/ <i>Year of Study</i>	2021/2022
Art der Lehrveranstaltung/ <i>Form of Course</i>	Pflicht/ <i>Obligatory</i>
Häufigkeit des Angebots der Lehrveranstaltung/ <i>Frequency of course offer:</i>	In jedem dritten Studienjahr/ <i>Every third year</i>
Verwendbarkeit des Moduls/ <i>Applicability of the module</i>	<input type="checkbox"/> Business Administration <input type="checkbox"/> Business Informatics <input type="checkbox"/> Business Administration (Engl.) <input type="checkbox"/> Logistics Management <input checked="" type="checkbox"/> Maritime Management <input type="checkbox"/> Media Management & Communication
Zugangsvoraussetzung/ <i>Prerequisites</i>	This module is based on the contents of "Business Law". For the preparation, monitoring and follow-up of the module see recommended reading list.
Name des/der Lehrenden <i>Name of lecturer/s</i>	Prof. Dr. iur. Robert Peetz
Lehrsprache/ <i>Language of teaching</i>	Englisch/ <i>English</i>
ECTS-Credits:	3
Workload und dessen Zusammensetzung/ <i>Workload and its composition</i>	24 Std Kontaktzeit/ <i>h contact</i> 48 Std Selbststudium/ <i>h independent study</i> 20 dualer Workload/ <i>h dual workload</i>
SWS/ <i>Contact hours</i>	24 Std im Studienjahr/ <i>h in academic year</i>
Art der Prüfung/ <i>Methods of examination</i>	Written examination (60 min.)
Sprache der Prüfung/ <i>Language of examination</i>	Englisch/ <i>English</i>
Gewichtung der Note in der Gesamtnote/ <i>Emphasis of the grade for the final grade</i>	Siehe Studiengangsspezifische Bestimmungen/ <i>see course specific provisions</i>

Aim of the Module

Understanding of:

- » International and Domestic Shipping Law
- » Carriage of Goods by Sea
- » Charter parties and their implications
- » Seaworthiness and Limitation of Liability

Content of the Module

1. English Law and its International application in Commercial Maritime Affairs
 - 1.1. Legal Disputes involving Ships
 - 1.1.1. Applicable Law
 - 1.1.2. English Law - an Introduction
 - 1.1.3. Arbitration - Procedures
 - 1.1.4. Jurisdiction of Courts – Procedures
 - 1.2. The Ship
 - 1.2.1. Ownership
 - 1.2.2. Registration
 - 1.2.3. Seaworthiness
 - 1.3. Master & Crew
 - 1.4. Mortgages & Liens
2. Limitation of Liability
 - 2.1. Limitation by Ownership Structure
 - 2.2. Limitation Conventions
 - 2.3. Claims and Related Issues
3. Arrest of Ships
 - 3.1. Legal Outline
 - 3.2. The Process
4. General Average

Teaching and Learning Methods

Lecture, discussions, case studies, expert presentations and individual assignments

Demands on Company Training

As this is a dual programme and topics related to the theory and modelling are presented in class, students shall be given the opportunity by the employer to:

- » Get a detailed picture on the operations of the legal department
- » Discuss with executives and personnel (preferably not only in-house but also of affiliated entities) of the legal department on jurisdiction, arbitration and court procedures, as well as on the cost implied by any of those decisions
- » Familiarize themselves with related documentation
- » Access cases and files, selected by legal executives, for training purposes.

Recommended Literature (*Monographs in English language*)

- » Chorley & Giles' Shipping Law, Gaskell, Debatista, Swatton
- » Scrutton on Charterparties, ISBN-13: 978-0421525801
- » Gorton I, Ihre R, Sandevan A, Hillenius P 2004 Shipbroking and Chartering Practice 6th Edition Lloyd's of London Press Ltd ISBN: 184 3
- » Marine Insurance, Ivamy
- » Hudson N., G., 1984, 'Marine Claims Handbook', 4th Edition, Lloyd's of London Press., ISBN 0 907432 91 3
- » Anderson, P. 1998 ISM Code – A practical guide to the Legal and Insurance Implications LLP Ltd ISBN: 1 85978 621 9
- » Hodges S., Hill C. 2003 Principles of Maritime Law Lloyd's of London Press Ltd ISBN: 184 311 3228
- » Lord, R., Salzedo, S. 1996 Guide to the Arbitration Act 1996 Cavendish Publishing Limited ISBN: 1 85941 310 2
- » Reynolds, M. P. 1993 Arbitration Lloyd's of London Press Ltd



HSBA Hamburg School of Business Administration

Transport and Logistics IT

Modulbeschreibung/Module description

Allgemeines / General

Code:	B12-LOGIT
Studienjahr/ Year of Study	2021/2022
Art der Lehrveranstaltung/ Form of Course	Pflicht/ <i>Obligatory</i>
Häufigkeit des Angebots der Lehrveranstaltung/ Frequency of course offer:	In jedem dritten Studienjahr/ <i>Every third year</i>
Verwendbarkeit des Moduls/ Applicability of the module	<input type="checkbox"/> Business Administration <input type="checkbox"/> Business Informatics <input type="checkbox"/> Business Administration (Engl.) <input checked="" type="checkbox"/> Logistics Management <input checked="" type="checkbox"/> Maritime Management <input type="checkbox"/> Media Management & Communication
Zugangsvoraussetzung/ Prerequisites	Keine besonderen Voraussetzungen <i>No specific requirements</i>
Name des/der Lehrenden Name of lecturer/s	Vanessa Alina Spiegel
Lehrsprache/ Language of teaching	Englisch/ <i>English</i>
ECTS-Credits:	7
Workload und dessen Zusammensetzung/ Workload and its composition	48 Std Kontaktzeit/ <i>h contact</i> 72 Std Selbststudium/ <i>h independent study</i> 30 dualer Workload/ <i>h dual workload</i>
SWS/ Contact hours	48 Std im Studienjahr/ <i>h in academic year</i>
Art der Prüfung/ Methods of examination	Presentation
Sprache der Prüfung/ Language of examination	Englisch/ <i>English</i>
Gewichtung der Note in der Gesamtnote/ Emphasis of the grade for the final grade	Siehe Studiengangsspezifische Bestimmungen/ <i>see course specific provisions</i>

Aim of the Module

Information technology is one of the main enablers of success in today's business. This module focuses on the effective and appropriate use of IT systems to support people and processes in maritime and logistics businesses. It is supported by case studies (e.g. Tchibo GmbH, Forto, Ocean Insights, Hapag Lloyd etc.) to emphasize how to leverage technology and improve operational efficiency.

Upon completion of the course, students shall possess the below abilities:

- Have a basic understanding of information technology components
- Assess various inter- and intra-organizational application systems
- Be aware of emerging technologies within industry 4.0
- Understand how IT interfaces with business process management
- Apply agile principles to IT project management

Content of the Module

1. IT Infrastructure
 - 1.1. Bits & Bytes
 - 1.2. Introduction to Hardware
 - 1.3. Introduction to Software
2. Function & Architecture of Databases
 - 2.1. Introduction to Database Systems
 - 2.2. Entity-Relationship Model
 - 2.3. Relational Model
 - 2.4. Model Transformation
 - 2.5. DBMS
3. Computer Networks
 - 3.1. Introduction to Computer Networks
 - 3.2. Network Topology
 - 3.3. Network Types
 - 3.4. Communication Protocols
 - 3.5. Internet vs. World Wide Web
4. Enterprise Applications I: Intra-organizational Application Systems
 - 4.1. Introduction to Intra-organizational Application Systems
 - 4.2. Classification of Application Systems
 - 4.3. Enterprise Resource Planning Systems
 - 4.4. Warehouse Management Systems
5. Enterprise Applications II: Inter-organizational Application Systems
 - 5.1. Introduction to Intra-organizational Application Systems
 - 5.2. Classification of Application Systems
 - 5.3. Ocean Trade Platforms
6. Process Management
 - 6.1. Introduction to Process Management
 - 6.2. Methods
 - 6.3. BPMN
7. IT Project Management
 - 7.1. Traditional vs. Agile
 - 7.2. Scrum
 - 7.3. Application Game
8. Emerging Technologies
 - 8.1. Introduction
 - 8.2. DHL Logistics Trend Radar
 - 8.3. Presentations

Teaching and Learning Methods

Lecture, Self-study, Case Based Presentations, Student Presentations, Group Discussions

Recommended Literature (*Monographs in English language*)

Laudon, K. C. et al (2017) Management Information Systems: Managing the Digital Firm, Global Edition, 15. Ed., Pearson

Scheer, A. W. (1994) Business Process Engineering, 2. Ed., Springer.

Abts, D.; Müller, W. (2017) Grundkurs Wirtschaftsinformatik, 9. Aufl., Vieweg + Teubner Verlag.

Ramakrishnan, R.; Gehrke, J. (2000) Database Management Systems, 2nd Edition, McGraw-Hill Higher Education



HSBA Hamburg School of Business Administration

Claims and Insurance in the Maritime Business

Modulbeschreibung/Module description

Allgemeines / General

Code:	B12-CLINS
Studienjahr/ Year of Study	2021/2022
Art der Lehrveranstaltung/ Form of Course	Pflicht/ <i>Obligatory</i>
Häufigkeit des Angebots der Lehrveranstaltung/ Frequency of course offer:	In jedem dritten Studienjahr/ <i>Every third year</i>
Verwendbarkeit des Moduls/ Applicability of the module	<input type="checkbox"/> Business Administration <input type="checkbox"/> Business Informatics <input type="checkbox"/> Business Administration (Engl.) <input type="checkbox"/> Logistics Management <input checked="" type="checkbox"/> Maritime Management <input type="checkbox"/> Media Management & Communication
Zugangsvoraussetzung/ Prerequisites	On the basis of International Business Law as well as of Maritime Law the students get acquainted with the practical aspects of legal disputes as well as the practical aspects of Insurance. Knowledge gained in this module will also enhance the understanding of students in Shipping and Ship Mgt. Module and might also trigger Bachelor Theses in related scientific fields/topics. For the preparation, monitoring and follow-up of the module see recommended reading list.
Name des/der Lehrenden Name of lecturer/s	Mr Falco Bielefeld
Lehrsprache/ Language of teaching	Englisch/ <i>English</i>
ECTS-Credits:	3
Workload und dessen Zusammensetzung/ Workload and its composition	32 Std Kontaktzeit/ <i>h contact</i> 35 Std Selbststudium/ <i>h independent study</i> 33 dualer Workload/ <i>h dual workload</i>
SWS/ Contact hours	32 Std im Studienjahr/ <i>h in academic year</i>
Art der Prüfung/ Methods of examination	Written examination (60 min)
Sprache der Prüfung/ Language of examination	Englisch/ <i>English</i>
Gewichtung der Note in der Gesamtnote/ Emphasis of the grade for the final grade	Siehe Studiengangsspezifische Bestimmungen/ <i>see course specific provisions</i>

Aim of the module

The aim of the module is to enhance *the understanding of*

1. Claims – legal issues
2. Claims – procedures
3. Underwriting / Hull and Machinery – Detailed
4. P&I Issues
5. Oil Funds – relevant schemes and protections
6. Cases focused on the ship and on the cargo

Contents of the module

1. The Marine Insurance Market
 - 1.1. History, Structure and Rational
 - 1.2. Principles of Marine Insurance
2. Marine Insurance Contract
 - 2.1. Risks & Policies
 - 2.2. Obligations of the Parties
 - 2.3. Losses & Claims
 - 2.4. Salvage (LOF)
 - 2.5. Towage (TOWHIRE/TOWCON)
3. P&I Clubs
 - 3.1. Structure and Services
 - 3.2. Legal Background & Practice
4. General Average
 - 4.1. Principles
 - 4.2. Case
5. Environmental Protection and Collective Fund Coverage
 - 5.1. Risks and Perils
 - 5.2. Specialised funds and Practice
 - 5.3. Prevention (UNCLOS III – IMO Instruments and Marine Pollution)
 - 5.4. Liabilities and the compensation regime
6. Case studies
 - 6.1. Case Studies (H&M)
 - 6.2. Case Studies (P&I)
7. Additional Knowledge
 - 7.1. HVR – Hague-Visby-Rules
 - 7.2. Legal cases

Teaching and learning methods

Lecture, discussions, expert presentations

Special features:

Demands on company training:

As this is a dual programme and topics related to the theory and modelling are presented in class, students shall be given the opportunity by the employer to:

- » Get a detailed picture on managerial issues on the vessels managed or the trades served by the employer or by affiliated entities.
- » Get a detailed picture on the operations of the technical and/or of the quality department (in-house or of an affiliated entity) dealing either with the implementation of conventions and statutory requirements or safeguarding statutory issues on behalf of financiers, underwriters, agents, etc.
- » Discuss with executives and personnel (preferably not only in-house but also of affiliated entities) of the legal department on the impact of statutory requirements as well as on the cost implied by any of those decisions

- » Discuss with executives and shore personnel (preferably not only in-house but also of affiliated entities) on the perspectives of this trade (market and vessel type where appropriate) and the perils involved.
- » Understand the basic demand and supply concepts as reflected or applied in the respective market/trade of interest of the employer
- » Familiarise themselves with the necessary documentation and/or with the market risks involved in the ports served or discussed (as business cases for underwriters, lenders, agents, etc.).
- » Familiarize themselves with the forecasting practices used by the employer as well as the supporting data or assumptions
- » Familiarize themselves with related documentation, such as MARPOL, ISM and ISPS manuals, vessel and crew documents (normally available by all entities involved, such as owners, managers, underwriters, financiers, etc.)
- » Access cases and files, selected by executives, for training purposes

Recommended literature

General Reading

1. *Marine Insurance*, Ivamy
2. Hudson N., G., 1984, 'Marine Claims Handbook', 4th Edition, Lloyd's of London Press., ISBN 0 907432 91 3
3. *Marine Insurance Law*, Gürses, Özlem, 2nd Edition, 2017, Routledge, ISBN: 9781138669239

Specialized Readings

1. Legal Issues
 - 1.1. Anderson, P. 1998 ISM Code – A practical guide to the Legal and Insurance Implications LLP Ltd ISBN: 1 85978 621 9



HSBA Hamburg School of Business Administration

Shipping und Ship Management II

Modulbeschreibung/Module description

Allgemeines / General

Code:	B12-SSMGT1
Studienjahr/ Year of Study	2021/2022
Art der Lehrveranstaltung/ Form of Course	Pflicht/ <i>Obligatory</i>
Häufigkeit des Angebots der Lehrveranstaltung/ Frequency of course offer:	In jedem dritten Studienjahr/ <i>Every third year</i>
Verwendbarkeit des Moduls/ Applicability of the module	<input type="checkbox"/> Business Administration <input type="checkbox"/> Business Informatics <input type="checkbox"/> Business Administration (Engl.) <input type="checkbox"/> Logistics Management <input checked="" type="checkbox"/> Maritime Management <input type="checkbox"/> Media Management & Communication
Zugangsvoraussetzung/ Prerequisites	Methodology & Basics of Business Studies and Economics. For the preparation, monitoring and follow-up of the module see recommended reading list.
Name des/der Lehrenden Name of lecturer/s	Prof. Dr. Max Johns, Arnd Graf von Westarp
Lehrsprache/ Language of teaching	Englisch/ <i>English</i>
ECTS-Credits:	5
Workload und dessen Zusammensetzung/ Workload and its composition	48 Std Kontaktzeit/ <i>h contact</i> 168 Std Selbststudium/ <i>h independent study</i> 70 dualer Workload/ <i>h dual workload</i>
SWS/ Contact hours	48 Std im Studienjahr/ <i>h in academic year</i>
Art der Prüfung/ Methods of examination	Presentation (100%)/ <i>Presentation</i>
Sprache der Prüfung/ Language of examination	Englisch/ <i>English</i>
Gewichtung der Note in der Gesamtnote/ Emphasis of the grade for the final grade	Siehe Studiengangsspezifische Bestimmungen/ <i>see course specific provisions</i>

Aim of the Module

. Closing Module; on the basis of knowledge gained in previous modules, such as Economics, Law, Methodology, Strategy, etc., as well as of experience attained during praxis-stages, this module discusses in detail the scientific application of the 'general' theory in shipping, its limitations and applications. Knowledge gained in this module concludes the curriculum and the specialization of the course.

Content of the Module

5. Liner Shipping Topics
 - 5.1. Liner Shipping Theory – Conferences and Tariff books
 - 5.2. Intermodal Network Concepts and Liner Shipping
 - 5.3. Alliances and Cooperative Schemes
 - 5.4. Slot Fees
 - 5.5. Consortia
 - 5.6. Canals
 - 5.7. Chartering
 - 5.8. Research Questions

6. Strategy
 - 5.4. Shipping Strategy
 - 5.4. Game theory
 - 5.4. Hotelling Law
 - 5.4. Barr's Paradox
 - 5.4. Corruption

7. Case Studies
 - 7.1. Ship Management
 - 7.2. Ship Recycling
 - 7.3. Piracy
 - 7.4. Crewing and Human Element
 - 7.7. Sustainability
 - 7.6. Financial Management
 - 7.7. Digitalization

Teaching and Learning Methods

Seminar-structured interactive lectures with discussions, exercises and in particular case studies are planned. It is of particular importance that students contribute from their work experience in their respective companies.

The students will prepare a presentation in one of the above issues; the exact topic will be determined during the classes, taking into consideration needs and suggestions of the students and their experiences from learning stages within their respective companies.

Demands on Company Training

As this is a dual programme and topics related to the theory and modelling are presented in class, students shall be given the opportunity by the employer to:

- » Get a detailed picture on managerial issues on the vessels managed or the trades served by the employer or by affiliated entities.

- » Get a detailed picture on the operations of the technical and/or of the quality department (in-house or of an affiliated entity) dealing either with the implementation of conventions and statutory requirements or safeguarding statutory issues on behalf of financiers, underwriters, agents, etc.
- » Discuss with executives and personnel (preferably not only in-house but also of affiliated entities) of the legal department on the impact of statutory requirements as well as on the cost implied by any of those decisions
- » Discuss with executives and shore personnel (preferably not only in-house but also of affiliated entities) on the perspectives of this trade (market and vessel type where appropriate) and the perils involved.
- » Understand the basic demand and supply concepts as reflected or applied in the respective market/trade of interest of the employer
- » Familiarise themselves with the necessary documentation and/or with the market risks involved in the ports served or discussed (as business cases for underwriters, lenders, agents, etc.).
- » Familiarize themselves with the forecasting practices used by the employer as well as the supporting data or assumptions
- » Familiarize themselves with related documentation, such as MARPOL, ISM and ISPS manuals, vessel and crew documents (normally available by all entities involved, such as owners, managers, underwriters, financiers, etc.)
- » Access cases and files, selected by executives, for training purposes

Recommended Literature (*Monographs in English language*)

General Reading

1. Maritime Economics, Martin Stopford, ISBN-13: 978-0415275583

Specialized Readings

1. Maritime Policy
 - 1.1. Farthing on International Shipping, Mukherjee, Proshanto, Mark Brownrigg, (ISBN 978-3-642-34598-2; 978-3-642-34597-5; 978-3-642-44199-8), WMU Studies in Maritime Affairs
2. Acquisition of Ships
 - 2.1. Goldren I, Turner P (2003) Ship Sale and Purchase, 4th Edition, Lloyd's of London Press, ISBN: 1 84311 145 4
3. Chartering

Shipbroking and chartering practice / Lars Gorton - 7th ed. – informa. Lloyds, 2009. - XXII, 409 S. . - (BSS Business of shipping series), ISBN 978-1-84311-806-0
4. Maritime Economics and Markets
 - 4.1. The Handbook of Maritime Economics and Business, ed. K. Grammenos Whitherbys
 - 4.2. The Blackwell Companion to Maritime Economics, ed. Wayne Talley, Wiley-Blackwell, ISBN 978-1-4443-3024-3
 - 4.3. Schinas, Grau, Johns: The HSBA Handbook of Ship Finance.
 - 4.4. Kavussanos, Visvikis: The International Handbook of Shipping Finance. Palgrave, 2016.
5. Strategy
 - 5.1. Peter Lorange: Shipping Strategy. Cambridge, 2009.
 - 5.2. Peter Lorange: Shipping Company Strategies. Emerald, 2008.
6. Case Studies

A variety of case studies will be distributed during class and form an essential part of the required literature.

Electronic Databases

- » Clarkson's' Shipping Intelligence Network, Electronic Database
- » Vessels Value
- » Trade journals like Lloyds List, Tradewinds, HANSA at.al.

Special Logistics (Elective)

Module description

General

Code:	B12-SPECL
Studienjahr/ Year of Study	2021/2022
Art der Lehrveranstaltung/ Form of Course	Wahlpflicht/ Elective
Häufigkeit des Angebots der Lehrveranstaltung/ Frequency of course offer.	In jedem dritten Studienjahr/ <i>Every third year</i>
Verwendbarkeit des Moduls/ Applicability of the module	<input type="checkbox"/> Business Administration <input type="checkbox"/> Business Informatics <input type="checkbox"/> Business Administration (Engl.) <input checked="" type="checkbox"/> Logistics Management <input checked="" type="checkbox"/> Maritime Management <input type="checkbox"/> Media Management & Communication
Zugangsvoraussetzung/ Prerequisites	Special Logistics represents a continuation of the previous modules. It allows an advanced subject-specific training of logistics and maritime topics. For the preparation of the module see recommended literature.
Name des/der Lehrenden Name of lecturer/s	Prof. Dr. Jan Ninnemann, Prof. Dr. Max Johns, Mr Helmke, Mr Anderssohn
Lehrsprache/ Language of teaching	Englisch/ENGLISH
ECTS-Credits:	8 for 4 Courses
Workload und dessen Zusammensetzung/ Workload and its composition	64 Std Kontaktzeit/h contact 96 Std Selbststudium/h independent study 40 dualer Workload/h dual workload
SWS/ Contact hours	64 Std im Studienjahr/ h in academic year
Art der Prüfung / Methods of examination	End of 5 th semester: Written exam (120 min)
Sprache der Prüfung/ Language of examination	Englisch/ English
Gewichtung der Note in der Gesamtnote/ Emphasis of the grade for the final grade	Siehe Studiengangsspezifische Bestimmungen/ <i>see course specific provisions</i>

Course 1: Maritime Logistics

Lecturer: Prof. Dr. Jan Ninnemann

Aim of course

The aim of this course is to apprise students with concepts for the establishment of efficient maritime logistics chains with special focus on hinterland transportation.

Upon successful completion of this course, students will be able to

- » describing the key challenges for port as important nodes in modern logistics chains
- » identifying strong and weak points regarding port and hinterland infrastructure
- » explaining fundamental reasons for bottlenecks
- » solving elementary cases of hinterland transportation
- » developing innovative solutions for efficient maritime logistics chains

Contents of the module

1. Current challenges for seaports
 - 1.1. Port Organisation
 - 1.2. Port Throughput
 - 1.3. Port Development
2. Hinterland transport and modal split
3. Transport modes in hinterland systems
 - 3.1. Rail
 - 3.2. Inland Waterway
 - 3.3. Road
4. Bottlenecks in hinterland transportation
5. Future concepts in hinterland transportation
 - 5.1. Hinterland hubs
 - 5.2. Truck appointment/Pre-gates

Teaching and learning methods

- 8 h seminar
- 4 h case studies
- 4 h group exercises/group discussions

Demands on company training

Practical training in the company should provide

- » insight into company specific fleet hinterland transport concepts
- » insight into mode of transport selection criteria
- » insight into the customer requirements for efficient door-to-door delivery

Recommended literature

- » Ninnemann, Jan: Relevance of efficient hinterland access for the inter-port competitiveness of European container ports, 2008
- » Notteboom, Theo: The relationship between seaports and the intermodal hinterland in light of global supply chains, 2008
- » Daduna Joachim R.: Importance of Hinterland Transport Networks for Operational Efficiency in Seaport Container Terminals, 2011
- » Martijn R Van Der Horst and Peter W. De Langen: Coordination in Hinterland Transport Chains: A Major Challenge for the Seaport Community

Course 2: Overland Transport Networks

Lecturer: Mr Anderssohn/Mr Helmke

Aim of the module

The aim of this course is to apprise students with concepts, being applied for an efficient management of logistics networks with special focus on (European) overland transportation.

Upon successful completion of this course, students will be able to

- » describing the importance of networks for both inbound and outbound freight services
- » identifying strong and weak points of existing networks and logistics concepts
- » explaining fundamental features of fleet organising, fleet steering and fleet scheduling
- » identifying fundamental parameters of complex solution for a particular problem
- » solving elementary cases of fleet steering and optimisation in truck transportation
- » assessing effectiveness of new fleet management technologies (IT-/GPS-based)

Contents of the module

6. Characteristics of logistics networks
 - 6.1. Collection and short-range distribution services
 - 6.2. FTL/LTL
 - 6.3. Logistics alliances
 - 6.4. Logistics apps – what influence they will have on traditional networks
7. Traffic models
 - 7.1. Hub-and-spoke system
 - 7.2. Cross-docking
 - 7.3. Truck-meets-truck traffic
 - 7.4. Freight transports cooperations vs own networks (advantages/disadvantages)
8. Vehicle resource scheduling
 - 8.1. Administrative framework
 - 8.2. Liner service vs. tramp service
 - 8.3. Central vs. decentral disposition
 - 8.4. Cooperative vehicle resource scheduling
 - 8.5. Use of telematic systems
9. Management of logistics fleets
 - 9.1. Maintenance
 - 9.2. Claim settlement
 - 9.3. Fueling
 - 9.4. Next generation of fleet management systems

Teaching and learning methods

- 8 h seminar
- 4 h case studies
- 4 h outside visit of a logistics network provider

Demands on company training

Practical training in the company should provide

- » insight into the company's logistics requirements
- » insight into company specific logistics network design
- » insight into fleet management

Recommended literature

- » Steffen Schorpp: Dynamic Fleet Management for International Truck Transportation : Focusing on Occasional Transportation Tasks, 2011
- » Asvin Goel: Fleet Telematics : Real-time management and planning of commercial vehicle operations, 2008

Course 3: Urban Freight Logistics

Lecturer: Prof. Dr. Jan Ninnemann

Aim of the module

The aim of this course is to apprise students with logistics concepts being applied to solve urban freight transportation problems either by insular or complex and integrated solution.

Upon successful completion of this course, students will be able to

- » describing of transport segments significant for urban freight transport
- » identifying strong and weak points of urban freight and agglomeration transport
- » explaining fundamental features of passenger and cargo transport, means of transport and technologies used in urban transport
- » identifying fundamental parameters of complex solution for a particular problem
- » solving elementary cases of transport and transport flows planning and optimisation in agglomeration
- » assessing effectiveness of particular development city transport projects

Contents of the module

1. Theory of urban freight logistics
2. Transport and urbanism
3. Answers to the last-mile problem
 - a. Regulations
 - b. Freight consolidation
 - c. Emission control
 - d. Technology
4. Case-Studies

Teaching and learning methods

- 8 h seminar
- 4 h case studies
- 4 h group exercises/group discussions

Demands on company training

Practical training in the company should provide

- » insight into company specific distribution systems
- » insight into mode of transport selection criteria
- » insight into customer requirements for (city) logistics solutions

Recommended literature

- » Taniguchi, E et al. : City Logistics - Network modelling and Intelligent Transport Systems, 2001
- » Taniguchi, E., Thompson, R. G. : City logistics II, 2001
- » Taniguchi, E., Thompson, R. G. : Logistics systems for sustainable cities, 2003

Course 4: Global Contract Logistics

Aim of course

The role of a contracting professional begins well before the award of a contract and doesn't end until the benefits of the acquisition have been realised, long after the deliverables arrive

in a box on a loading dock. Global Contract Logistics tackles the growing complexity of contracting in a technologically accelerating world. The author looks at the common errors and the ten phases of a successful acquisition. The elective Global Contract Logistics examines what it takes to be an intelligent client, one who employs contracting or procurement professionals to obtain goods and services on their behalf. It debunks many commonly held myths involving contracting, procurement and acquisition and outlines ten vital steps towards success for intelligent clients and their supporting acquisition professionals.

Contents of the module

1. Basics
 - 1.1. Globalisation, discontinuity and individualisation in logistics
 - 1.2. Logistics outsourcing
 - 1.3. Definition of the term contract logistics
 - 1.4. Actors in contract logistics
2. Strategic decision-making
 - 2.1. Suppliers perspective
 - 2.2. Buyers perspective
3. Tendering and selection of suppliers
 - 3.1. Suppliers perspective
 - 3.2. Buyers perspective
4. Contractual framework conditions of contract logistics
 - 4.1. Basic features of the Logistics Agreement
 - 4.2. Logistics GTC
 - 4.3. Individual Agreement
 - 4.4. Principles of the IT Agreement
5. Implementation
6. Operating phase

Teaching and learning methods

Interactive teaching and discussions in a seminar-like style, case studies related to practice and methods

Special features

Generally, no special features required, as this course is a basic module. Demands on company training cover

- Basic logistics activities such as distribution, production and procurement logistics
- Knowledge about current logistics market trends and developments
- Companies supply chains, flow of materials and orders
- Outsourcing in the logistics management

Recommended literature

Kontraktlogistik-Management : Grundlagen - Beispiele - Checklisten
Mühlencoert, Thomas
Wiesbaden : Gabler Verlag, 2012

Global contract logistics : best practice toolkit for planning, negotiating and managing a contract

Morgan, Steven
London ; New York ; New Dehli : Kogan Page Limited, 2019

Course 5: Ship Finance I

Lecturer: Prof. Dr. Max Johns

Aim of course

In this lecture, the students should

- » understand the sources and major players of ship-finance
- » understand the history of ship finance
- » understand mortgages, liens and leasing schemes
- » understand modelling, risk management and their limitations

Contents of the module

1. Introduction to SF
 - 1.1. Outline of financing instruments
 - 1.2. the actors
 - 1.3. Mortgages and Liens
2. Demand and Supply of Shipping Services and Global Economy
 - 2.1. Shipping Cycles
3. Fundamentals of Banking SF
 - 3.1. Major Criteria (4Cs)
 - 3.2. Liquidity and Risk issues
4. Shipping Banking I
 - 4.1. Loan Types
 - 4.2. Pricing of the Loan
 - 4.3. Guarantees
 - 4.4. Syndication
5. Shipping Banking II
 - 5.1. Loan Monitoring
 - 5.1.1. Potential Problems
 - 5.1.2. Treatment Options
6. Ship Valuations
 - 6.1. Market based method
 - 6.2. Alternative methods

Teaching and learning methods

Interactive lecture with discussions and exercises; case studies

- 12 h seminar
- 2 h case studies
- 2 h group exercises/group discussions

Special features

Demands on company training

As this is a dual programme and topics related to the theory and modelling are presented in class, students shall be given the opportunity by the employer to:

- » Get a picture on the sources of finance used for the acquisition of vessel or on related ship finance projects or on similar project the employer was involved.
- » Discuss with executives the reasons for selecting the financial scheme
- » Familiarize themselves with financial proposals
- » Access cases and files, selected by executives, for training purposes

Recommended literature

See module Ship Finance II

Course 6: Ship Finance II

Lecturer: Prof. Dr. Max Johns

For this course, the successful participation in Ship Finance I is required.

Aim of course

In this lecture, the students should

- » understand the various equity sources
- » understand the regional differences in ship finance
- » apply the mix of credit and equity to a case study and their own companies

Contents of the module

1. Leasing
 - 1.1. Types of Leasing
 - 1.2. Advantages and Disadvantages
2. Public Offering I
 - 2.1. IPO
 - 2.2. Bond Issuance
3. KG and similar schemes
 - 3.1. Analysis of the regime
 - 3.2. Planning and Setup
4. Islamic Finance
 - 4.1. Overview
5. Cases and Examples
6. Ship Finance history
 - 6.1. 1950-1967
 - 6.2. 1967-1990
 - 6.3. 1990-now
 - 6.4. Capitals of ship finance

Teaching and learning methods

Interactive lecture with discussions and exercises; case studies

- 12 h seminar
- 2 h case studies
- 2 h group exercises/group discussions

Special features

See module Ship Finance I

Recommended literature

- Grau, Johns, Schinas: Handbook of Ship Finance, 2014.
- Martin Stopford: Maritime Economics
- Peter Lorange: Shipping Company Strategies: Global Management under Turbulent Conditions.
- Clarksons' Shipping Intelligence Network: Electronic Database
- K. Grammenos: The Handbook of Maritime Economics and Business.
- Winter, Hennig, Gerhard et.al.: Grundlagen der Schiffsfinanzierung,
- Students are expected to follow some of the trade magazines such as Fairplay, Tradewinds, Lloyds List, Marine, Money, THB, Hansa et.al.



HSBA Hamburg School of Business Administration

Study Trip

Modulbeschreibung/*Module description*

Allgemeines / *General*

Code:	B12-TRIP
Studienjahr/ <i>Year of Study</i>	2021/2022
Art der Lehrveranstaltung/ <i>Form of Course</i>	Pflicht/ <i>Obligatory</i>
Häufigkeit des Angebots der Lehrveranstaltung/ <i>Frequency of course offer:</i>	In jedem dritten Studienjahr/ <i>Every third year</i>
Verwendbarkeit des Moduls/ <i>Applicability of the module</i>	<input checked="" type="checkbox"/> Business Administration <input checked="" type="checkbox"/> Business Informatics <input checked="" type="checkbox"/> Business Administration (Engl.) <input checked="" type="checkbox"/> Logistics Management <input checked="" type="checkbox"/> Maritime Management <input checked="" type="checkbox"/> Media Management & Communication
Zugangsvoraussetzung/ <i>Prerequisites</i>	For the preparation, monitoring and follow-up of the module see recommended reading list.
Name des/der Lehrenden <i>Name of lecturer/s</i>	
Lehrsprache/ <i>Language of teaching</i>	Englisch/ <i>English</i>
ECTS-Credits:	2
Workload und dessen Zusammensetzung/ <i>Workload and its composition</i>	30 Std Kontaktzeit/ <i>h contact</i> 10 Std Selbststudium/ <i>h independent study</i> 10 dualer Workload/ <i>h dual workload</i>
SWS/ <i>Contact hours</i>	30 Std im Studienjahr/ <i>h in academic year</i>
Art der Prüfung/ <i>Methods of examination</i>	Ungraded Component, Active Participation
Sprache der Prüfung/ <i>Language of examination</i>	Englisch/ <i>English</i>
Gewichtung der Note in der Gesamtnote/ <i>Emphasis of the grade for the final grade</i>	Siehe Studiengangsspezifische Bestimmungen/ <i>see course specific provisions</i>

Aim of the Module

- Using the knowledge gained during the study programme so far and applying it in a national or international environment Being able to evaluate and interpret relevant information in order to derive scientifically sound judgments that take social, academic and ethical findings into account
- Being able to lead discussions with representatives of different institutions (companies, associations, government agencies, etc.),
- Being able to organize and arrange events independently
- Being able to discuss information, ideas, problems and solutions with experts and laymen
- Being able to take responsibility in a team

Content of the Module

The study excursions of HSBA focus on a current topic of business management. This topic is dealt with through company visits, lectures, case studies and group work during the excursion.

The students themselves are in charge of the planning, organisation and implementation of their excursion. The group will ensure that five company visits and five other programme items are realised during the excursion.

Students who cannot attend an excursion abroad need to take part in an alternative programme, which consists of case studies that are carried out at HSBA and of company visits in and around Hamburg.

Teaching and Learning Methods

Lecture, presentations, case studies, group discussions

Demands on Company Training

none

Recommended Literature (*Monographs in English language*)

Literature and learning materials will be announced by the lecturer, depending on the destination of the study trip.