

UNIVERSITY OF ECONOMICS - VARNA
FACULTY OF ECONOMICS
DEPARTMENT OF "INTERNATIONAL ECONOMIC RELATIONS"

Adopted by the FC (record № 12/ 29.04.2024)

Adopted by the DC (record № 8/ 16.04.2024)

ACCEPTED BY:

Dean:

(Assoc. Prof. Dobrin Dobrev, PhD)

SYLLABUS

SUBJECT: MARITIME TRADE

DEGREE PROGRAMME: "Maritime Business and International Trade"; BACHELOR'S DEGREE

YEAR OF STUDY: 3; SEMESTER: 5

TOTAL STUDENT WORKLOAD: 240 hours; incl. curricular 75 hours

CREDITS: 8

DISTRIBUTION OF STUDENT WORKLOAD ACCORDING TO THE CURRICULUM

<i>TYPE OF STUDY HOURS</i>	WORKLOAD, hours	TEACHING HOURS PER WEEK, hours
CURRICULAR: incl. <ul style="list-style-type: none">● LECTURES● SEMINARS / LAB. EXERCISES	45 30	3 2
EXTRACURRICULAR	165	-

Prepared by:

1.
(Chief assist. Prof. Dr. P. Boshnakov)

2.
(Prof. Dr. V. Dimitrova)

**Head of department
of "International Economic Relations":**

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(Prof. Dr. V. Dimitrova)

I. ANNOTATION

Maritime Trade program at UE -Varna offers a comprehensive curriculum designed to equip students with the knowledge and skills necessary to excel in the dynamic field of maritime trade. This interdisciplinary program integrates principles from business, economics, logistics, and maritime law to provide students with a well-rounded understanding of the complexities involved in managing maritime trade operations efficiently and effectively.

Throughout the program, students delve into various aspects of maritime trade, including shipping economics, port management, freight logistics, maritime law and regulations. Emphasis is placed on developing critical thinking, analytical, and decision-making skills, which are essential for navigating the complexities of the global maritime trade landscape.

Upon completion of the program, graduates are well-prepared to pursue a wide range of career opportunities in the maritime trade sector, including roles in shipping companies, logistics firms, government agencies, international organizations, and consulting firms.

Key competences developed throughout the course: mathematical competences and science, digital and citizenship.

II. THEMATIC CONTENT

No.	TITLE OF UNITS AND SUBTOPICS	NUMBER OF HOURS		
		L	S	L.E.
Part One: What is Maritime Trade		6	4	
1.1.	Importance of the Maritime trade in the world economics			
1.2.	Maritime Business During the Twentieth Century: Continuity and Change			
1.3.	Globalization – The Maritime Nexus			
Part Two: International Seaborne Trade		6	4	
2.1.	Patterns of International Ocean Trade			
2.2.	International Trade in Manufactured Goods			
3.3.	INCOTERMS –definition and importance in the maritime trade			
3.4.	Forms and ways of payments in the maritime trade			
Part Three: Economics of Shipping Markets and Shipping		6	4	
3.1.	The Economic of Shipping Freight Markets			
3.2.	Economics of the Markets for Ships			
3.3	Shipping Market Cycles			
3.4.	Economic crises and their effects on the shipping market cycles			
3.5.	The Profit and Loss Account of Voyages			
3.6.	Economics of Shipping Sectors			
3.7.	An Overview of the Dry Bulk Shipping Industry			
3.8.	The Tanker Market: Current Structure and Economic Analysis			
3.9.	Economics of Short Sea Shipping			
Part Four: National and International Shipping Policies		6	4	
4.1.	Shipping Policy and Globalization; Jurisdictions, Governance			
4.2.	Regulatory Frameworks			
4.3.	Government Policies and the Shipbuilding Industry			
4.4.	Maritime Security			
4.5.	Maritime Labour Standards			

Part Five: Main aspects of Shipping Management and Operations		6	4	
5.1.	The Impact of Choice of Flag on Ship Management. Flag of convenience			
5.2.	Fleet Operations Optimisation and Fleet Deployment			
5.3.	Major players (Buyer, Seller, Shipper, Receiver, Charterer, Owner, agents, Master, etc.). The four shipping markets			
5.4.	Measuring Performance in Shipping.			
5.5.	Business Risk Measurement and Management in the Cargo Carrying Sector of the Shipping Industry			
5.6.	Managing Freight Rate Risk using Freight Derivatives			
5.7.	Revisiting Credit Risk, Analysis and Policy in Bank Shipping Finance			
5.8.	Shipping Finance and International Capital Markets			
Part Six: Main Documents used in the Maritime Trade		6	4	
6.1.	Type of Contracts, Charter-parties (Time-Charter, Voyage Charter, Bareboat), Contract of Affreightment			
6.2.	Bill of Lading. Types, main functions and applications			
6.3.	Cargo Manifest, Mate's Receipt			
6.4.	Commercial invoice, Packing List, Certificate of Origin			
6.5.	Customs documents, Import/Export declaration, Transit declarations			
6.6.	Letter of Indemnity and its applications			
Part Seven: Port Economics and Management		6	4	
7.1.	Port Management, Operation and Competition: A Focus on North Europe			
7.2.	Dry ports, port centrality and connectivity and free trade zones			
7.3.	Revisiting the Productivity and Efficiency of Ports and Terminals: Methods and Applications			
7.4.	Organizational Change and Effectiveness in Seaports			
7.5.	The Economics of Motorways of the Sea: Re-defining Maritime Transport Infrastructure			
Part Eight: Aspects of International Logistics		3	2	
8.1.	International Logistics Strategy and Modal Choice			
8.2.	IT in Logistics and Maritime Business			
Total:		45	30	

III. FORMS OF CONTROL:

1.	Midterm control		
1.1.	Project	1	40
1.2.	Test	2	50
Total midterm control:		3	90
2.	Final term control		
2.1.	Examination (test)	1	75
Total final term control:		1	75
Total for all types of control:		4	165

IV. LITERATURE

REQUIRED (BASIC) LITERATURE:

1. Grammenos, C. "The Handbook of Maritime Economics and Business", 2nd Edition, Informa Law from Routledge, 2010
2. Song, D. and Panayides, P. "Maritime Logistics: A Guide to Contemporary Shipping and Port Management", Kogan Page, 2015
3. Stopford, M. "Maritime Economics", 3rd Edition, Routledge, 2009

RECOMMENDED (ADDITIONAL) LITERATURE:

1. Berlingieri, F. "International Maritime Conventions (Volume 1): The Carriage of Goods and Passengers by Sea", 4th edition, Informa Law from Routledge, 2014
2. Bichou, Kh and Notteboom, Th "Maritime Transport: The Evolution of International Shipping and Future Challenges", Edward Elgar Publishing, 2013
3. Talley, Wayne K. "Port Economics (Routledge Maritime Masters)", 2014
4. Talley, Wayne K. "The Blackwell Companion to Maritime Economics", Wiley-Blackwell (Publisher), 2012
5. Ma, Shuo "Economics of Maritime Business (Routledge Maritime Masters)", 2020
6. Karakitsos, E. "Maritime Economics: A Macroeconomic Approach", 2014