

TransTech / ShipShares Professional Educational Courses

Shipping Venture Analysis & Financial Planning

Semester-long college level course covering how to research and develop all components of the marine shipping service business plan. First half of the course covers qualitative research and quantitative analytic techniques applicable across all sectors of marine shipping. Second half of the course comprises sector-specific case studies, including: formation of liner shipping company, investment in tanker ships, identification and development of specialty niches and trades. The course concludes with a look at future directions in international shipping and opportunities and challenges presented to existing and prospective participants in the industry.

Taught at Port Authority of New York & New Jersey, World Trade Institute

Economic Issues in Maritime Systems

Semester-long graduate level course on function, size, composition of global shipping industry. First half of semester examines reasons to participate in shipping and develops financial models of major types of shipping services; includes port economics / finance. Second half of semester presents case studies on specific shipping / seaport development projects, including emerging maritime technologies.

Taught at Stevens Institute of Technology, Wesley J. Howe Graduate School of Technology Management, Hoboken, New Jersey / Taught as Seminar at University of Washington, Seattle.

Fundamentals of Chartering and Brokerage: Voyage Estimating

One day seminar covering all sectors of tanker shipping industry. Morning session examines vessel size classes and cargoes / trades in which they specialize, various types of charter arrangements under which tankers are employed. Afternoon session covers quantitative computation of voyage cash flow, calculation of World Scale Equivalent rate, break-even time charter equivalent rate and derivation of ship-owner's rate of return over range of voyage charter freight rates.

Taught at U.S. Military Sealift Command, Washington D.C. through Graduate Management Transportation School (GMATS), United States Merchant Marine Academy, Kings Point, New York.

Marine Shipping: A Quartet of Lectures

Four lectures addressing unique aspects of geo-politics / economics of global marine shipping industry, including motivations to participate, sectoral differentiation, history of laws and policies defining the current framework, technological developments / innovation, emergence of "*Transformation through Transportation*" and "*Green Revolutions in the Making*".

Presented through the Graduate Center for Energy, Marine Transport and Public Policy (CEMTPP), Columbia University, New York.

Transportation and Infrastructure: New and Emerging Technologies

Presentation on methods to forecast port infrastructure needs to enable shipping to efficiently serve developing / transforming economies.

Taught as part of two-week intensive course SUSTAINABLE PORT DEVELOPMENT and MANAGEMENT hosted by Port Authority of New York and New Jersey for port administrators, operators, planners from developing and less developed countries.