University of Kyrenia

Faculty of Maritime Studies

Maritime Management

Syllabus

Course name: Introduction to Economics: Microeconomics							
Code	**Year**	**Semester**	**Credit**	**ECTS**	**Course application, Hour/Week**		
					Theoretical	**Application**	**Laboratory**
EAS101	I	Fall	3	5	3	0	0
Course type: Compulsory				**Prerequisite: x**		**Language:** English	
% Contribution to the Professional Fundamental Component				**Basic Sciences**	**Engineering Science**	**Engineering Design**	**General Education**
				-	-	-	100
Course Venue and Time				Monday / 09:30 – 12:20			
Instructor information				**Assist. Prof. Emete Toros** Faculty of Administrative Sciences and Economics Wednesday / 09:00 - 12:00 +90 (392) 650 26 00 / 4060 emete.toros@kyrenia.edu.tr www.kyrenia.edu.tr			

Course Description	This course provides a comprehensive introduction to the fundamental principles of microeconomics and the analytical tools used to examine individual and firm-level decision-making. It begins by exploring the scope and methodology of economics, emphasizing how scarcity and choice shape economic behaviour. Students will learn how markets function through the concepts of demand, supply, and market equilibrium, followed by practical applications and elasticity analysis. The course examines household behaviour, consumer choice, and the production process, introducing cost functions and output decisions within various market structures. A detailed study of perfect competition, monopoly, oligopoly, and monopolistic competition allows students to understand how different competitive environments influence prices and outcomes. Key topics such as general equilibrium, externalities, public goods, and social choice highlight the broader societal implications of economic decisions. The course also addresses contemporary issues related to uncertainty and asymmetric information. By the end of the course, students will be able to apply microeconomic theory to real-world problems and evaluate policy decisions using economic reasoning.
Course Aims and Objectives	The aim of this course is to provide students with a solid foundation in microeconomic theory and to develop their ability to analyze individual, household, and firm-level decision-making within various market structures. The course seeks to equip students with analytical tools to understand how economic agents respond to scarcity, incentives, and market signals, and how these interactions shape broader economic outcomes. Additionally, the course aims to foster critical thinking skills that enable students to evaluate real-world policy issues through a microeconomic lens. • **Explain** the scope, methodology, and fundamental concepts of microeconomics. • **Analyze** how scarcity, opportunity cost, and rational choice influence economic decision-making. • **Interpret and apply** the laws of demand and supply to determine market equilibrium and predict market outcomes. • **Evaluate** the effects of elasticity on consumer and producer behaviour. • **Examine** household behaviour, consumer choice, and utility maximization. • **Describe** the production process and analyze short-run and long-run cost functions.

	• **Assess** output and pricing decisions under different market structures, including monopoly, oligopoly, and monopolistic competition. • **Apply** general equilibrium concepts to understand the interaction of multiple markets. • **Identify and evaluate** the impact of externalities, public goods, and social choice on economic efficiency. • **Discuss** issues related to uncertainty, risk, and asymmetric information and their implications for market outcomes. • **Use** microeconomic tools to interpret real-world economic problems and policy debates.
Course Learning Outcomes	**CLO1:** Define and explain fundamental microeconomic concepts, including scarcity, opportunity cost, and rational choice. **CLO2:** Describe the scope and methodology of economics, and interpret how economic models are used to analyze decision-making. **CLO3:** Analyze demand and supply relationships to determine market equilibrium and predict changes in market outcomes. **CLO4:** Calculate and evaluate different types of elasticity and explain their implications for consumers and producers. **CLO5:** Examine household behaviour, utility maximization, and consumer choice using standard microeconomic models. **CLO6:** Explain the production process and analyze cost structures in the short and long run. **CLO7:** Assess firms' output and pricing decisions under various market structures, including perfect competition, monopoly, oligopoly, and monopolistic competition. **CLO8:** Apply general equilibrium concepts to understand interactions among multiple markets. **CLO9:** Identify externalities and public goods, and evaluate policy tools designed to improve economic efficiency and social welfare. **CLO10:** Analyze problems involving risk, uncertainty, and asymmetric information, and explain how they affect market performance.

Content of the Course

Week	*Subject*
1	**Introduction to Economics** – What is economics? Microeconomics vs. Macroeconomics – Goals, assumptions, and economic reasoning
2	**The Scope and Method of Economics** – Positive vs. normative analysis – Models, theories, and economic methodology
3	**The Economic Problem: Scarcity, Choice, and Opportunity Cost** – Production possibilities frontier (PPF) – Efficiency, trade-offs, and economic systems
4	**Demand, Supply, and Market Equilibrium** – Determinants of demand and supply – Price mechanisms and equilibrium analysis
5	**Applications of Demand and Supply** – Price controls, taxes, subsidies – Market interventions and welfare effects
6	**Elasticity** – Price elasticity of demand and supply – Income elasticity, cross elasticity, and elasticity applications
7	**Household Behaviour and Consumer Choice** – Utility theory: total and marginal utility – Budget constraints and consumer equilibrium
8	**The Production Process** – Production functions, isoquants – Short-run vs. long-run production
9	**Cost Functions** – Types of costs; short-run and long-run cost curves – Economies of scale and scope
10	**Profit Maximization and Output Decisions**

	– Firm behaviour and output choices – Competitive firm decision-making
11	**Market Structure I – Perfect Competition & Monopoly** – Characteristics, equilibrium, and efficiency – Monopoly pricing and welfare loss
12	**Market Structure II – Oligopoly & Monopolistic Competition** – Strategic behaviour and game theory basics – Pricing, product differentiation, and outcomes
13	**General Equilibrium and Economic Efficiency** – Multi-market interactions – Pareto efficiency and welfare economics
14	**Externalities, Public Goods, and Social Choice** – Market failures and government intervention – Coase theorem, public choice theory
15	**Uncertainty and Asymmetric Information** – Risk, expected value, expected utility – Adverse selection and moral hazard – Course review and final exam preparation

Methods and Techniques used in the Course

Teaching Methods

- **Lectures:** Presentation of fundamental microeconomic theories, models, and analytical tools.
- **Interactive Discussions:** In-class discussions to enhance conceptual understanding and encourage critical thinking.
- **Problem-Solving Sessions:** Worked examples and numerical exercises to develop analytical and quantitative skills.
- **Case Studies:** Real-world microeconomic scenarios that illustrate market behaviour and policy implications.
- **Graphical and Model-Based Analysis:** Interpretation of economic models, diagrams, and market simulations.

Learning Techniques

- **Student-Centered Learning:** Encouraging active participation, questioning, and peer interaction.
- **Collaborative Learning:** Group activities and small-group problem analysis to reinforce teamwork and communication.
- **Independent Study:** Assigned readings, practice problems, and self-paced learning to deepen understanding outside the classroom.

Assessment Techniques

- **Quizzes and Assignments:** Short assessments to monitor progress and reinforce key concepts.
- **Midterm Examination:** Evaluation of students' understanding of foundational microeconomic topics.
- **Final Examination:** Comprehensive assessment covering all course learning outcomes.
- **Class Participation:** Engagement in discussions, problem-solving activities, and in-class exercises.

Sample Questions

Multiple-Choice Questions (MCQs)

- **Which of the following best describes the concept of opportunity cost?**

  A) The monetary cost of a good

  B) The value of the next best alternative forgone

  C) The production cost of a good

  D) The difference between supply and demand

- **If the price of a product increases and total revenue decreases, the demand for this product is:**

  A) Elastic

  B) Inelastic

  C) Unitary elastic

  D) Perfectly inelastic

- **Which market structure is characterized by free entry, product differentiation, and many sellers?**

  A) Monopoly

  B) Oligopoly

  C) Perfect competition

  D) Monopolistic competition

- **A negative externality occurs when:**

  A) A firm produces too little output

  B) Social cost exceeds private cost

  C) Private benefit exceeds social benefit

  D) Government intervention reduces efficiency

Short-Answer Questions

- **Explain the difference between a change in demand and a change in quantity demanded.**
- **Define price elasticity of demand and briefly describe one factor that influences it.**
- **What is the difference between accounting profit and economic profit?**
- **Give an example of a public good and explain why the market may underproduce it.**

Problem-Solving / Analytical Questions

- **Market Equilibrium Problem**

  Suppose the demand and supply functions for a product are:

  - *QD = 60 – 2P*

  - *QS = 10 + 3P*

  a) Calculate the equilibrium price and quantity.

  b) If a price floor of 12 is imposed, calculate the surplus or shortage.

- **Elasticity Application**

  When the price of a product increases from 20 to 25, the quantity demanded decreases from 100 to 80.

  a) Calculate the price elasticity of demand using the midpoint method.

  b) Interpret the elasticity value.

Long / Essay-Type Questions

- **Discuss how consumer choice theory explains the consumer's optimal consumption bundle using indifference curves and budget constraints.**
- **Compare and contrast the pricing and output decisions of a monopolist and a perfectly competitive firm. Include diagrams in your explanation.**
- **Explain how asymmetric information can lead to market failure. Use the concepts of adverse selection and moral hazard in your answer.**
- **Evaluate the role of government intervention in correcting externalities. Provide real-world examples.**

Materials Used in the Course

Primary Textbooks

- **Stopford, M.** *Maritime Economics*, 4th Edition. Routledge, 2020.
- Mankiw, N. Gregory. Principles of Microeconomics. Latest Edition, Cengage Learning.
- Pindyck, Robert S., and Daniel L. Rubinfeld. Microeconomics. Latest Edition, Pearson.
- Varian, Hal R. Intermediate Microeconomics: A Modern Approach. Latest Edition, W.W. Norton & Company.

Recommended References

- Krugman, Paul, and Robin Wells. Microeconomics. Worth Publishers.
- Parkin, Michael. Microeconomics. Pearson.
- Perloff, Jeffrey M. Microeconomics. Pearson.
- Besanko, David, and Ronald Braeutigam. Microeconomics. Wiley.
- Frank, Robert H., and Ben Bernanke. Principles of Microeconomics. McGraw-Hill.

All the above listed books are available at UoK's Grand Library

Program Outcomes Matrix

	Program Outcomes	*Level of Contribution				Targeted Competence Areas
		0	1	2	3	
1	Demonstrate fundamental knowledge of maritime business, shipping operations, port management, and international logistics.				✓	Maritime Business & Operations
2	Apply principles of management, economics, and finance to ship operations, chartering, brokerage, and maritime organizational decision-making.				✓	Maritime Economics & Management
3	Understand and interpret international maritime law, conventions, and trade regulations including SOLAS, MARPOL, UNCLOS, and INCOTERMS.				✓	Maritime Law & Policy
4	Plan and manage port and terminal operations efficiently, considering cargo handling systems, port logistics, and intermodal transport networks.				✓	Port & Terminal Operations Management
5	Employ digital tools and data-driven approaches in ship management, fleet performance monitoring, and maritime logistics systems.				✓	Digital Maritime Operations
6	Integrate sustainability, environmental protection, and decarbonization principles into maritime and logistics operations in line with IMO GHG strategy.			✓		Sustainability & Green Shipping
7	Demonstrate competence in maritime risk assessment, safety management systems (ISM Code), and crisis response in ship and shore-based contexts.			✓		Safety & Risk Management
8	Exhibit leadership, teamwork, and communication skills necessary for multicultural and interdisciplinary maritime organizations.				✓	Leadership & Intercultural Communication
9	Apply marketing, logistics, and supply chain strategies to global shipping and maritime transport sectors.				✓	Global Logistics & Supply Chain Management
10	Prepare and analyze charter parties, bills of lading, and other shipping documents while managing cargo claims and marine insurance issues.				✓	Maritime Documentation & Insurance
11	Utilize effective business English and Maritime English for negotiation, correspondence, and documentation within international maritime contexts.			✓		Maritime Communication & Professional English
12	Demonstrate ethical awareness, corporate responsibility, and adherence to international professional standards in maritime and logistics management.			✓		Ethics & Corporate Responsibility
13	Develop research skills and analytical thinking to identify, evaluate, and solve complex problems in maritime transport and logistics systems.			✓		Analytical Thinking & Research Skills
14	Adapt to innovations such as digitalization, automation, and smart shipping technologies through continuous professional development.				✓	Innovation & Lifelong Learning
15	Apply entrepreneurship and strategic management principles to establish or develop maritime-related enterprises in a competitive global environment.			✓		Entrepreneurship & Strategic Management

***0:** No Contribution **1:** Little Contribution **2:** Partial Contribution **3:** Full Contribution

Program Outcomes /Course Learning Outcomes Matrix **Level of Contribution**:**0**-No Contribution **1**-Little Contribution **2**-Partial Contribution **3**-Full Contribution										
PO	**CLO1**	**CLO2**	**CLO3**	**CLO4**	**CLO5**	**CLO6**	**CLO7**	**CLO8**	**CLO9**	**CLO10**
PO1	2	2	3	2	1	1	2	1	1	1
PO2	3	3	3	3	2	2	3	2	2	2
PO3	1	1	1	1	1	1	1	1	1	1
PO4	1	1	2	2	1	1	1	1	1	1
PO5	1	1	2	1	1	2	1	1	1	1
PO6	1	1	1	1	1	1	1	1	2	1
PO7	1	1	1	1	1	1	1	1	2	2
PO8	1	1	1	1	1	1	1	1	1	1
PO9	1	1	2	1	1	1	1	1	1	1
PO10	1	1	1	1	1	1	1	1	1	1
PO11	1	1	1	1	1	1	1	1	1	1
PO12	1	1	1	1	1	1	1	1	1	1
PO13	3	3	3	3	2	2	3	2	2	3
PO14	2	2	2	2	1	1	1	1	1	2
PO15	2	2	2	2	1	2	2	1	1	1

Course Learning Outcomes/ Evaluation Method		
Course Learning Outcomes (CLOs)	**Teaching Method**	**Assessment Method**
Course Learning Outcomes (CLOs)	**Teaching Method**	**Assessment Method**
CLO1: Fundamental microeconomic concepts	Lecture, Interactive discussion	Quizzes, Midterm Exam
CLO2: Economic scope, method, and models	Lecture, Problem-solving sessions	Quizzes, Midterm Exam
CLO3: Demand–supply analysis & market equilibrium	Lecture, Problem-solving, Case studies	Quizzes, Assignments, Midterm Exam
CLO4: Elasticity calculations & applications	Lecture, Numerical exercises	Quizzes, Assignments, Midterm Exam
CLO5: Consumer behaviour & utility maximization	Lecture, Graphical analysis, Class discussion	Assignments, Midterm Exam
CLO6: Production theory & cost structures	Lecture, Problem-solving, Examples	Assignments, Midterm Exam, Final Exam
CLO7: Firm decisions under market structures	Lecture, Case studies, Comparative analysis	Midterm Exam, Final Exam
CLO8: General equilibrium analysis	Lecture, Modeling exercises	Final Exam
CLO9: Externalities, public goods & policy evaluation	Lecture, Case studies, Discussion	Assignments, Final Exam
CLO10: Uncertainty & asymmetric information	Lecture, Scenario-based discussion	Assignments, Final Exam

ECTS / Workload Table

Activities	Number	Duration (Hours)	Total Workload
Preparation for lectures	**15**	**1**	**15**
Lectures	**15**	**3**	**45**
Midterm Exam	**1**	**2**	**2**
Preparation for Midterm Exam	**1**	**15**	**15**
Final Exam	**1**	**2**	**2**
Preparation for Final Exam	**1**	**15**	**15**
Presentation(s)	-	-	-
Preparation for Presentation(s)	-	-	-
Research for Project(s)/Essay(s)	-	-	-
Project Writing	-	-	-
Group Work	-	-	-
In-class Discussion(s)	**15**	**2**	**30**
Quiz(es)	-	-	-
Preparation for Quiz(es)	-	-	-
Laboratory	-	-	-
Assignment(s)/Homework/Class Works	**1**	**15**	**15**
Micro-Teaching Sessions	-	-	-
Lesson Planning	-	-	-
Materials Adaptation	-	-	-
Material Development	-	-	-
Draft Preparation	-	-	-
Drawing	-	-	-
Essay Writing	-	-	-
Tutorial(s)	-	-	-
Portfolio Preparation	-	-	-
Portfolio Presentation	-	-	-
Total Workload			**139**
ECTS Credit			**5**

Evaluation System		
Semester Requirements	**Number**	**Percentage of Grade**
Attendance/Participation	15	10
Laboratory	-	-
Application	-	-
Field Work	-	-
Special Course Internship (Work Placement)	-	-
Homework/Assignments	1	10
Providing reliability and motivation of the individual homework completion and Submission	-	-
Presentation/Jury	-	-
Project	-	-
Quiz	-	-
Midterms/Oral Exams	1	30
Final/Oral Exams	1	50
Total	**4**	**100**

	Percentage	**Course Grade**	**Coefficient**
Grading Policy	90-100	AA	4.0
	85-89	BA	3.5
	80-84	BB	3.0
	75-79	CB	2.5
	70-74	CC	2.0
	60-69	DC	1.5
	50-59	DD	1.0
	49 and below	FF	0.0
	Less than 70% attendance	NA	-
Course Requirements and Policies	• Alerted attendance at the lectures is essential! • Students are expected to check frequently the instructor's web page for the course announcements. • University of Kyrenia honor code will be strictly enforced regarding any issues concerning cheating.		

University of Kyrenia

Faculty of Maritime Studies

Maritime Management

Syllabus

Course name: Introduction to Business							
Code	**Year**	**Semester**	**Credit**	**ECTS**	**Course application, Hour/Week**		
					Theoretical	**Application**	**Laboratory**
EAS103	I	Fall	3	5	3	0	0
Course type: Compulsory				**Prerequisite: x**		**Language:** English	
% Contribution to the Professional Fundamental Component				**Basic Sciences**	**Engineering Science**	**Engineering Design**	**General Education**
				-	-	-	100
Course Venue and Time				Monday / 09:30 – 12:20			
Instructor information				**Assist. Prof. Emete Toros** Faculty of Administrative Sciences and Economics Wednesday / 09:00 - 12:00 +90 (392) 650 26 00 / 4060 emete.toros@kyrenia.edu.tr www.kyrenia.edu.tr			

Course Description	This course provides a comprehensive overview of the fundamental principles, functions, and practices of modern business. It introduces students to the relationship between business and economics, emphasizing how organizations operate within competitive domestic and global environments. Key concepts such as ethics, social responsibility, and sustainable business practices are explored to highlight the role of organizations in society. The course examines major forms of business ownership, entrepreneurship, and the importance of small businesses in economic development. Students will gain an understanding of core management functions—including planning, organizing, leading, and controlling—as well as organizational structure, teamwork, and effective communication within the workplace. Additional topics include operations management, the production of quality goods and services, employee motivation, workforce dynamics, labor relations, and human resource management practices. The course also covers the art and science of marketing, focusing on value creation, consumer behavior, product development, pricing, distribution, and promotion strategies. The role of information technology and e-commerce in shaping today's business landscape is incorporated throughout the course. By integrating theory with real-world examples, this course equips students with foundational business knowledge and prepares them for further study in management, marketing, finance, and related fields.
Course Aims and Objectives	The primary aim of this course is to introduce students to the fundamental concepts, functions, and processes of contemporary business. The course provides a broad understanding of how businesses operate within economic, social, technological, and global environments. It also aims to develop students' foundational skills for analyzing business decisions and organizational practices. • Understand the role of business in society and the relationship between business and economics. • Recognize the importance of ethics, social responsibility, and sustainable business practices. • Describe the challenges and opportunities of competing in a global economic environment. • Explain the impact of information technology and e-commerce on business operations. • Identify different forms of business ownership and understand their advantages and limitations.

	• Understand the role of entrepreneurs and small business owners in economic development. • Describe the basic functions of management, including planning, organizing, leading, and controlling. • Understand organizational structures, teamwork, and the dynamics of effective collaboration. • Explain the processes involved in producing high-quality goods and services. • Recognize key principles of employee motivation, workforce trends, and labor relations. • Understand human resource management practices, including recruitment, training, and performance evaluation. • Explain essential marketing concepts and their role in creating customer value.
Course Learning Outcomes	**CLO1:** Explain the fundamental concepts of business and economics and how businesses operate within various environments. **CLO2:** Discuss the role and importance of ethics and social responsibility in business decision-making. **CLO3:** Analyze how global economic conditions and international competition impact business strategies. **CLO4:** Describe the role of information technology and e-commerce in supporting and transforming business operations. **CLO5:** Identify and compare different forms of business ownership, outlining their advantages and limitations. **CLO6:** Explain the characteristics of entrepreneurs and small business owners and evaluate factors influencing entrepreneurial success. **CLO7:** Describe the fundamental functions of management, including planning, organizing, leading, and controlling. **CLO8:** Demonstrate an understanding of organizational structures, teamwork processes, and effective workplace communication. **CLO9:** Explain the principles of production and operations management, including quality management and service delivery. **CLO10:** Discuss key aspects of human resource management, including employee motivation, workforce trends, and labor relations.

Content of the Course

Week	*Subject*
1	Introduction to Business and the Business Environment
2	Fundamentals of Economics and the Role of Business in the Economy
3	Business Ethics and Social Responsibility
4	Competing in the Global Economy: Globalization and International Business
5	Information Technology in Business and E-Commerce Applications
6	Forms of Business Ownership and Legal Structures
7	Entrepreneurship and Small Business Management
8	The Functions of Management: Planning and Decision-Making
9	Organizing, Leadership, and Teamwork in Organizations
10	Production of Goods and Services; Quality Management
11	Employee Motivation and Workforce Trends
12	Human Resource Management: Recruitment, Selection, and Training
13	Labor Relations and Employee Rights
14	Marketing: Principles, Strategy, and Market Research
15	Integrated Overview and Course Review

Methods and Techniques used in the Course

Lectures: Delivery of fundamental theories, concepts, and frameworks related to business.

Interactive Discussions: In-class discussions that promote critical thinking on business cases and current events.

Case Studies: Analysis of real or simulated business situations to enhance problem-solving and decision-making skills.

Group Work and Team Activities: Collaborative tasks that develop teamwork, communication, and organizational skills.

Presentations: Student presentations to strengthen research, analysis, and public speaking abilities.

Video and Multimedia Applications: Use of documentaries, business simulations, and multimedia tools to support learning.

Reading Assignments: Chapter-based readings to reinforce theoretical knowledge and prepare students for class activities.

Problem-Solving Exercises: Application of business principles through structured exercises and practical scenarios.

Guest Lectures (if applicable): Insights from industry professionals to connect theory with real-world business practices.

Online Learning Tools: Use of LMS platforms, digital resources, and business simulations to support blended learning.

Sample Questions

Short Answer / Definition Questions

- What is the difference between *profit* and *revenue* in business?
- Define *ethics* and explain why ethical behavior is important in business.
- What are the main characteristics of a *sole proprietorship*?
- Describe the concept of *corporate social responsibility (CSR)*.
- What is *motivation* in the context of employee behavior?

Essay / Long Answer Questions

- Explain the major functions of management and discuss how they contribute to organizational success.
- Discuss the importance of teamwork in modern organizations and explain the benefits of effective team collaboration.
- Compare and contrast the different forms of business ownership (sole proprietorship, partnership, corporation).
- Analyze the role of information technology and e-commerce in today's global business environment.
- Explain how globalization affects business operations and competition.

Case-Based Questions

- A small company plans to expand its operations into international markets. What factors should the managers consider before making this decision?
- An organization is experiencing low employee motivation. Based on motivation theories, what actions can management take to improve performance?
- A new entrepreneur is deciding whether to start the business alone or with partners. Based on the advantages and disadvantages of ownership forms, what would you recommend?

Multiple-Choice Questions

- Which of the following is NOT a function of management?
  a) Planning
  b) Organizing
  c) Advertising
  d) Controlling
- Which term refers to the business's obligation to contribute positively to society?
  a) Market segmentation
  b) Corporate social responsibility
  c) Globalization
  d) Benchmarking

Materials Used in the Course

Primary Textbooks

- **Griffin, R. W. (2023). *Fundamentals of Business*.**
  McGraw-Hill Education.
- **Pride, W. M., Hughes, R. J., & Kapoor, J. R. (2022). *Business*.**
  Cengage Learning.
- **Nickels, W. G., McHugh, J. M., & McHugh, S. M. (2021). *Understanding Business*.**
  McGraw-Hill Education.

Recommended References

- **Ferrell, O. C., Hirt, G., & Ferrell, L. (2022). *Business: A Changing World*.**
  McGraw-Hill Education.

- **Kotler, P., & Armstrong, G. (2023). *Principles of Marketing*.**
  Pearson.

- **Robbins, S. P., & Coulter, M. (2021). *Management*.**
  Pearson.

- **Hisrich, R. D., Peters, M. P., & Shepherd, D. A. (2020). *Entrepreneurship*.**
  McGraw-Hill Education.

- **Laudon, K. C., & Laudon, J. P. (2022). *Management Information Systems: Managing the Digital Firm*.**
  Pearson.

All the above listed books are available at UoK's Grand Library

Program Outcomes Matrix

	Program Outcomes	*Level of Contribution				Targeted Competence Areas
		0	1	2	3	
1	Demonstrate fundamental knowledge of maritime business, shipping operations, port management, and international logistics.				✓	Maritime Business & Operations
2	Apply principles of management, economics, and finance to ship operations, chartering, brokerage, and maritime organizational decision-making.				✓	Maritime Economics & Management
3	Understand and interpret international maritime law, conventions, and trade regulations including SOLAS, MARPOL, UNCLOS, and INCOTERMS.				✓	Maritime Law & Policy
4	Plan and manage port and terminal operations efficiently, considering cargo handling systems, port logistics, and intermodal transport networks.				✓	Port & Terminal Operations Management
5	Employ digital tools and data-driven approaches in ship management, fleet performance monitoring, and maritime logistics systems.				✓	Digital Maritime Operations
6	Integrate sustainability, environmental protection, and decarbonization principles into maritime and logistics operations in line with IMO GHG strategy.			✓		Sustainability & Green Shipping
7	Demonstrate competence in maritime risk assessment, safety management systems (ISM Code), and crisis response in ship and shore-based contexts.			✓		Safety & Risk Management
8	Exhibit leadership, teamwork, and communication skills necessary for multicultural and interdisciplinary maritime organizations.				✓	Leadership & Intercultural Communication
9	Apply marketing, logistics, and supply chain strategies to global shipping and maritime transport sectors.				✓	Global Logistics & Supply Chain Management
10	Prepare and analyze charter parties, bills of lading, and other shipping documents while managing cargo claims and marine insurance issues.				✓	Maritime Documentation & Insurance
11	Utilize effective business English and Maritime English for negotiation, correspondence, and documentation within international maritime contexts.			✓		Maritime Communication & Professional English
12	Demonstrate ethical awareness, corporate responsibility, and adherence to international professional standards in maritime and logistics management.			✓		Ethics & Corporate Responsibility
13	Develop research skills and analytical thinking to identify, evaluate, and solve complex problems in maritime transport and logistics systems.			✓		Analytical Thinking & Research Skills
14	Adapt to innovations such as digitalization, automation, and smart shipping technologies through continuous professional development.				✓	Innovation & Lifelong Learning
15	Apply entrepreneurship and strategic management principles to establish or develop maritime-related enterprises in a competitive global environment.			✓		Entrepreneurship & Strategic Management

***0:** No Contribution **1:** Little Contribution **2:** Partial Contribution **3:** Full Contribution

Program Outcomes /Course Learning Outcomes Matrix **Level of Contribution**:**0**-No Contribution **1**-Little Contribution **2**-Partial Contribution **3**-Full Contribution										
PO	**CLO1**	**CLO2**	**CLO3**	**CLO4**	**CLO5**	**CLO6**	**CLO7**	**CLO8**	**CLO9**	**CLO10**
PO1	3	3	2	2	2	1	3	2	2	2
PO2	3	3	3	2	2	1	2	1	2	1
PO3	2	3	1	3	3	2	1	3	1	1
PO4	2	2	1	2	3	3	2	2	2	2
PO5	1	2	2	1	1	2	2	2	3	3
PO6	1	2	1	2	1	1	2	3	2	2
PO7	1	1	1	1	1	3	2	2	3	3
PO8	1	1	3	1	1	1	2	1	2	1
PO9	1	1	2	1	1	1	1	1	2	2
PO10	2	2	1	2	3	3	2	2	2	2
PO11	1	2	2	1	1	2	2	2	3	3
PO12	1	2	1	2	1	1	2	3	2	2
PO13	3	3	3	2	2	1	2	1	2	1
PO14	2	3	1	3	3	2	1	3	2	2
PO15	1	2	1	2	2	3	2	2	3	3

Course Learning Outcomes/ Evaluation Method		
Course Learning Outcomes (CLOs)	**Teaching Method**	**Assessment Method**
CLO1. Explain the fundamental concepts, functions, and role of business in the modern economic system.	Lecture, Class Discussion	Midterm Exam, Final Exam
CLO2. Identify ethical principles and social responsibility practices in business decision-making.	Lecture, Case Studies	Midterm Exam, Assignments
CLO3. Describe the impact of global economic forces on business activities.	Lecture, Group Discussion	Midterm Exam, Final Exam
CLO4. Explain major forms of business ownership and their advantages/disadvantages.	Lecture, Visual Presentation	Quizzes, Final Exam
CLO5. Analyze the role of entrepreneurship and small business development in the economy.	Lecture, Case Analysis	Assignments, Project
CLO6. Describe core management functions (planning, organizing, leading, controlling).	Lecture, Interactive Activities	Midterm Exam, Final Exam
CLO7. Explain the importance of organizational structure, teamwork, and effective communication.	Lecture, Group Activities	Participation, Quizzes
CLO8. Describe the basics of operations management and the production of quality goods/services.	Lecture, Practical Examples	Midterm Exam, Assignments
CLO9. Evaluate motivation theories and human resource management practices.	Lecture, Case Studies	Final Exam, Assignments
CLO10. Explain core marketing concepts and how businesses deliver value to customers.	Lecture, Video/Visual Materials	Midterm Exam, Final Exam

ECTS / Workload Table

Activities	Number	Duration (Hours)	Total Workload
Preparation for lectures	**15**	**1**	**15**
Lectures	**15**	**3**	**45**
Midterm Exam	**1**	**2**	**2**
Preparation for Midterm Exam	**1**	**15**	**15**
Final Exam	**1**	**2**	**2**
Preparation for Final Exam	**1**	**15**	**15**
Presentation(s)	-	-	-
Preparation for Presentation(s)	-	-	-
Research for Project(s)/Essay(s)	-	-	-
Project Writing	-	-	-
Group Work	-	-	-
In-class Discussion(s)	**15**	**2**	**30**
Quiz(es)	-	-	-
Preparation for Quiz(es)	-	-	-
Laboratory	-	-	-
Assignment(s)/Homework/Class Works	**1**	**15**	**15**
Micro-Teaching Sessions	-	-	-
Lesson Planning	-	-	-
Materials Adaptation	-	-	-
Material Development	-	-	-
Draft Preparation	-	-	-
Drawing	-	-	-
Essay Writing	-	-	-
Tutorial(s)	-	-	-
Portfolio Preparation	-	-	-
Portfolio Presentation	-	-	-
Total Workload			**139**
ECTS Credit			**5**

Evaluation System		
Semester Requirements	**Number**	**Percentage of Grade**
Attendance/Participation	15	10
Laboratory	-	-
Application	-	-
Field Work	-	-
Special Course Internship (Work Placement)	-	-
Homework/Assignments	1	10
Providing reliability and motivation of the individual homework completion and Submission	-	-
Presentation/Jury	-	-
Project	-	-
Quiz	-	-
Midterms/Oral Exams	1	30
Final/Oral Exams	1	50
Total	**4**	**100**

	Percentage	**Course Grade**	**Coefficient**
Grading Policy	90-100	AA	4.0
	85-89	BA	3.5
	80-84	BB	3.0
	75-79	CB	2.5
	70-74	CC	2.0
	60-69	DC	1.5
	50-59	DD	1.0
	49 and below	FF	0.0
	Less than 70% attendance	NA	-
Course Requirements and Policies	• Alerted attendance at the lectures is essential! • Students are expected to check frequently the instructor's web page for the course announcements. • University of Kyrenia honor code will be strictly enforced regarding any issues concerning cheating.		

University of Kyrenia

Faculty of Maritime Studies

Maritime Management

Syllabus

Course name: Introduction to Shipping							
Code	**Year**	**Semester**	**Credit**	**ECTS**	**Course application, Hour/Week**		
					Theoretical	**Application**	**Laboratory**
MMD101	I	Fall	3	3	3	0	0
Course type: Compulsory				**Prerequisite: x**		**Language:** English	
% Contribution to the Professional Fundamental Component				**Basic Sciences**	**Engineering Science**	**Engineering Design**	**General Education**
				-	-	-	100
Course Venue and Time				Monday / 09:30 – 12:20			
Instructor information				**Assist. Prof. Dr. Pınar Sharghi** Faculty of Maritime Studies Wednesday / 09:00 - 12:00 +90 (392) 650 26 00 / 4120 pinar.sharghi@kyrenia.edu.tr www.kyrenia.edu.tr			

Course Description	This course provides a comprehensive introduction to the global shipping industry and its role within the international transport system. It explores the fundamental functions of shipping, the relationship between maritime trade and international commerce, and the operational and legal frameworks governing the movement of goods by sea. Students will gain an understanding of key components of the shipping industry, including types of ships, ship measurements, capacities, cargo types, and transportation services. The course also covers tramp and liner shipping, liner companies, and liner conferences, as well as the roles and responsibilities of shipowners, managers, and operators. In addition, students will examine ship registration, classification, flag states, ship certificates, and documentation, alongside modes of ship employment and charter markets. The course includes an overview of commercial geography, highlighting major ports, canals, waterways, and strategic trade routes. Through lectures, case studies, and a term project, students will develop the knowledge and analytical skills needed to understand shipping operations, industry structures, and maritime commerce, preparing them for further studies in maritime transport, logistics, and shipping management.
Course Aims and Objectives	The primary aim of this course is to provide students with a comprehensive understanding of the global shipping industry, its operational frameworks, and its strategic role within the international transport system. The course seeks to develop students' knowledge of shipping functions, industry structures, commercial processes, and maritime trade, preparing them for professional or academic advancement in maritime transport, logistics, and shipping management. • **Explain the role of shipping** within the global transport system and its relationship to international trade. • **Identify and describe key components of the shipping industry**, including types of ships, shipping companies, and shipping services. • **Apply international commercial trading terms** and understand maritime trade contracts. • **Understand tramp and liner shipping operations**, including the functions of liner companies and conferences. • **Describe the roles and responsibilities of shipowners, managers, and operators** in shipping operations.

	• **Explain ship registration, classification, and flag state responsibilities**, including the purpose and function of ship certificates and documents. • **Differentiate modes of ship employment** and understand the characteristics of charter markets. • **Analyze shipping organizations and processes**, including coordination between stakeholders in the maritime transport chain. • **Identify major ports, canals, and waterways**, and understand their significance in commercial geography. • **Integrate theoretical knowledge with practical shipping scenarios** through project work and case studies.
Course Learning Outcomes	**LO1** Explain the role and importance of shipping in the global transport system. **LO2** Describe key components of the shipping industry, including types of ships and shipping services. **LO3** Apply international commercial trading terms in maritime trade contracts. **LO4** Differentiate between tramp and liner shipping, and explain liner companies and conferences. **LO5** Identify the roles and responsibilities of shipowners, managers, and operators. **LO6** Explain ship registration, classification, and flag state duties, including certificates. **LO7** Differentiate modes of ship employment, including liner trades and charter markets. **LO8** Analyze shipping processes and organizational structures. **LO9** Locate major ports, canals, and waterways, and understand their strategic importance. **LO10** Apply theoretical knowledge to practical shipping scenarios through project work.

Content of the Course

Week	*Subject*
1	**Introduction to the Course** • Course overview and objectives • Introduction to the transport system • Advantages and disadvantages of shipping as a transport mode
2	**Function of Shipping and International Trade** • Role of shipping in global trade • Relationship between shipping and international commerce • Overview of maritime trade and international sales contracts
3	**International Commercial Trading Terms** • Incoterms and their application in shipping contracts • Responsibilities of buyers and sellers • Risk transfer, cost allocation, and shipping obligations
4	**Key Components of the Shipping Industry** • Types of ships: Bulk carriers, container ships, tankers, passenger ships, specialized vessels • Terminology of ship measurements: LOA, LBP, breadth, depth • Ship capacities: Deadweight, gross tonnage, net tonnage, cubic capacity, TEUs
5	**Types of Cargo and Transportation Services** • Bulk, breakbulk, containerized cargo, liquid cargo • Tramp shipping vs. liner shipping • Liner companies and liner conferences
6	**Shipping Companies and Management** • Roles of shipowners, ship managers, and operators • Shipping company functions and responsibilities • Shipowners' obligations and liabilities • Shipowners' and ship managers' organizations
7	**Ship Registration and Classification** • Ship registration: Purpose, benefits, and types of registration • Ship classification: Role and functions of classification societies • Classification society registers
8	**Ship Certificates and Flag State** • Key ship certificates and documentation • Ship's flag state: Types, duties, and enforcement • International conventions and regulations
9	**Modes of Ship Employment** • Employment in tramp shipping and liner trades • Charter market types: Time, voyage, and bareboat charters • Factors affecting employment choice

10	**Shipping Organizations and Processes** • International and national shipping organizations • Shipping process overview from contract to delivery • Coordination between shipowners, agents, and port authorities
11	**Commercial Geography I** • Major ports around the world • Key canals, straits, and waterways • Strategic locations and their significance in global trade
12	**Commercial Geography II** • Regional shipping hubs and trade routes • Bottlenecks and navigational challenges • Trends in container and bulk shipping networks
13	**Project Work / Case Studies** • Term project presentations • Analysis of shipping companies, routes, or port operations • Group discussions and feedback
14	**Revision / Applied Scenarios** • Review of all major topics • Case studies, problem-solving, and scenario-based discussions • Preparing for final exam
15	**Final Exam** • Comprehensive assessment covering all course content

Methods and Techniques used in the Course

Lectures and Theoretical Instruction

- Instructor-led presentations introducing core concepts of shipping, trade, and transport systems.
- Explanations of industry structures, ship types, and maritime terminology.
- Integration of real-world examples from the shipping industry.

Interactive Classroom Discussions

- Guided discussions on shipping operations, commercial terms, and trade practices.
- Question-and-answer sessions to reinforce understanding.
- Debates on the advantages and disadvantages of different shipping modes.

Case Studies and Scenario-Based Learning

- Analysis of commercial shipping scenarios and decision-making processes.
- Examination of shipping companies, liner conferences, and port operations.
- Problem-solving exercises related to charter markets and ship employment.

Practical Demonstrations

- Use of diagrams, charts, and models to explain ship dimensions, capacities, and cargo handling.
- Demonstrations of documentation, certificates, and regulatory processes.
- Visualization of shipping routes, trade hubs, and global logistics networks.

Multimedia and Digital Learning

- Instructional videos on shipping operations, ports, and trade routes.
- Interactive maps and virtual tours of major ports and canals.
- Use of online resources and databases to explore shipping data and industry trends.

Group Activities and Collaborative Learning

- Team-based assignments for analyzing shipping companies, trade contracts, or port operations.
- Peer discussions on maritime trade practices and commercial geography.
- Collaborative problem-solving exercises simulating real shipping scenarios.

Independent Learning

- Reading assignments from textbooks, industry reports, and online resources.
- Research tasks on maritime trade, ports, and shipping regulations.
- Preparation for term project presentations.

Term Project and Presentations

- Individual or group projects analyzing a specific shipping route, company, or maritime issue.
- Oral presentations to develop communication skills and practical understanding.

Sample Questions

Multiple-Choice Questions (MCQs)

- Which of the following best describes tramp shipping?

  a) A vessel operating on fixed schedules and routes

  b) A vessel operating without fixed routes or schedules, carrying cargo as needed

  c) A passenger ship operating international cruises

  d) A government-owned naval transport vessel

- Which Incoterm specifies that the seller delivers goods on board the ship and the buyer assumes all risk thereafter?

  a) CIF

  b) FOB

  c) DDP

  d) EXW

- What is the primary purpose of ship classification societies?

  a) Registering crew employment contracts

  b) Ensuring ship construction and maintenance meet safety standards

  c) Managing port operations

  d) Scheduling liner shipping routes

- TEU is a standard measure used to describe:

  a) Bulk cargo tonnage

  b) Container capacity

  c) Gross tonnage

  d) Ship's draft

- Which is NOT typically a duty of a shipowner?

  a) Ensuring the vessel is seaworthy

  b) Managing cargo operations

  c) Enforcing flag state regulations

  d) Complying with insurance and legal obligations

Short Answer Questions

- Explain the difference between liner shipping and tramp shipping.
- List three advantages and disadvantages of shipping as a transport mode.

- What is the purpose of ship registration and the benefits it provides?
- Identify two major global canals and explain their strategic importance.
- Describe the main responsibilities of ship managers in a commercial shipping company.

Long-Form / Essay Questions

- Discuss the role of shipping in international trade and its impact on global commerce.
- Analyze the importance of flag states, ship classification, and certificates in maritime operations.
- Explain the main types of cargo and the transportation services associated with them.
- Compare and contrast the employment modes of ships in liner trades and charter markets.
- Evaluate the functions of liner companies and liner conferences in global shipping.

Scenario-Based / Practical Questions

- A shipping company is planning a new route for container transport. Explain the steps they should consider regarding ship type, port selection, and cargo type.
- You are assigned to verify a ship's documentation before entering a port. What certificates and records will you check?
- A bulk carrier is chartered for a specific voyage. Discuss the roles of the shipowner, charterer, and manager during this voyage.
- A port near a strategic canal experiences congestion. How might this affect liner shipping schedules and cargo operations?
- Analyze a scenario where a ship must switch from tramp employment to a liner trade. What operational and contractual considerations are involved?

True/False Questions

- **T/F:** Liner ships operate according to fixed schedules and routes.
- **T/F:** TEU is used to measure the volume of bulk cargo.
- **T/F:** Flag states are responsible for enforcing maritime regulations on ships registered under their flag.
- **T/F:** Tramp shipping is more flexible but less predictable than liner shipping.
- **T/F:** Ship classification societies primarily handle cargo operations at ports.

Materials Used in the Course

Primary Textbooks

- **Stopford, M.** *Maritime Economics*, 4th Edition. Routledge, 2020.
- **Bowie, J. & Stopford, M.** *The Shipping Industry: Operations and Management*. Palgrave Macmillan, 2018.
- **Gleaves, D.** *Maritime Transportation: Safety Management and Shipping Operations*. Springer, 2017.

Recommended References

- **Chow, J. & Francis, P.** *Introduction to Maritime Transport Systems*. Elsevier, 2016.
- **Lehn, G.** *Shipping Contracts and International Trade*. CRC Press, 2015.
- **Clark, X.** *Global Shipping and Logistics*. Routledge, 2019.
- **Royal Institution of Naval Architects (RINA)** – Ship Types, Dimensions and Capacities Manuals
- **UNCTAD (United Nations Conference on Trade and Development)** – *Review of Maritime Transport*, annual reports

Industry Standards and Technical Resources

- **Incoterms 2020** – International Chamber of Commerce
- **IMO Conventions and Guidelines** – International Maritime Organization
- **Classification Society Rules** – e.g., Lloyd's Register, DNV-GL, Bureau Veritas
- **Flag State Guidelines and Regulations** – Selected examples from major maritime nations

Supplementary Learning Materials

- Online shipping databases (e.g., IHS Markit, MarineTraffic)
- Port authority publications and charts
- Case studies on liner and tramp shipping operations

All the above listed books are available at UoK's Grand Library

Program Outcomes Matrix

	Program Outcomes	*Level of Contribution				Targeted Competence Areas
		0	1	2	3	
1	Demonstrate fundamental knowledge of maritime business, shipping operations, port management, and international logistics.				✓	Maritime Business & Operations
2	Apply principles of management, economics, and finance to ship operations, chartering, brokerage, and maritime organizational decision-making.				✓	Maritime Economics & Management
3	Understand and interpret international maritime law, conventions, and trade regulations including SOLAS, MARPOL, UNCLOS, and INCOTERMS.				✓	Maritime Law & Policy
4	Plan and manage port and terminal operations efficiently, considering cargo handling systems, port logistics, and intermodal transport networks.				✓	Port & Terminal Operations Management
5	Employ digital tools and data-driven approaches in ship management, fleet performance monitoring, and maritime logistics systems.				✓	Digital Maritime Operations
6	Integrate sustainability, environmental protection, and decarbonization principles into maritime and logistics operations in line with IMO GHG strategy.			✓		Sustainability & Green Shipping
7	Demonstrate competence in maritime risk assessment, safety management systems (ISM Code), and crisis response in ship and shore-based contexts.			✓		Safety & Risk Management
8	Exhibit leadership, teamwork, and communication skills necessary for multicultural and interdisciplinary maritime organizations.				✓	Leadership & Intercultural Communication
9	Apply marketing, logistics, and supply chain strategies to global shipping and maritime transport sectors.				✓	Global Logistics & Supply Chain Management
10	Prepare and analyze charter parties, bills of lading, and other shipping documents while managing cargo claims and marine insurance issues.				✓	Maritime Documentation & Insurance
11	Utilize effective business English and Maritime English for negotiation, correspondence, and documentation within international maritime contexts.			✓		Maritime Communication & Professional English
12	Demonstrate ethical awareness, corporate responsibility, and adherence to international professional standards in maritime and logistics management.			✓		Ethics & Corporate Responsibility
13	Develop research skills and analytical thinking to identify, evaluate, and solve complex problems in maritime transport and logistics systems.			✓		Analytical Thinking & Research Skills
14	Adapt to innovations such as digitalization, automation, and smart shipping technologies through continuous professional development.				✓	Innovation & Lifelong Learning
15	Apply entrepreneurship and strategic management principles to establish or develop maritime-related enterprises in a competitive global environment.			✓		Entrepreneurship & Strategic Management

***0:** No Contribution **1:** Little Contribution **2:** Partial Contribution **3:** Full Contribution

Program Outcomes /Course Learning Outcomes Matrix **Level of Contribution**:**0**-No Contribution **1**-Little Contribution **2**-Partial Contribution **3**-Full Contribution										
	LO1	**LO2**	**LO3**	**LO4**	**LO5**	**LO6**	**LO7**	**LO8**	**LO9**	**L10**
PO1	3	3	2	2	2	1	3	2	2	2
PO2	3	3	3	2	2	1	2	1	2	1
PO3	2	3	1	3	3	2	1	3	1	1
PO4	2	2	1	2	3	3	2	2	2	2
PO5	1	2	2	1	1	2	2	2	3	3
PO6	1	2	1	2	1	1	2	3	2	2
PO7	1	1	1	1	1	3	2	2	3	3
PO8	1	1	3	1	1	1	2	1	2	1
PO9	1	1	2	1	1	1	1	1	2	2
PO10	2	2	1	2	3	3	2	2	2	2
PO11	1	2	2	1	1	2	2	2	3	3
PO12	1	2	1	2	1	1	2	3	2	2
PO13	3	3	3	2	2	1	2	1	2	1
PO14	2	3	1	3	3	2	1	3	2	2
PO15	1	2	1	2	2	3	2	2	3	3

Course Learning Outcomes/ Evaluation Method		
Course Learning Outcomes (CLOs)	**Teaching Method**	**Assessment Method**
LO1 Explain the role and importance of shipping in the global transport system.	Lectures, case studies, interactive discussions	Quizzes, short essays, participation
LO2 Describe key components of the shipping industry, including types of ships and shipping services.	Lectures, diagrams, multimedia demonstrations	Quizzes, written exams, practical exercises
LO3 Apply international commercial trading terms in maritime trade contracts.	Lectures, case studies, document analysis	Written assignments, scenario-based exercises, quizzes
LO4 Differentiate between tramp and liner shipping, and explain liner companies and conferences.	Lectures, group discussions, case studies	Quizzes, short essays, class participation
LO5 Identify the roles and responsibilities of shipowners, managers, and operators.	Lectures, real-world examples, case studies	Quizzes, written assignments, scenario analysis
LO6 Explain ship registration, classification, and flag state duties, including certificates.	Lectures, multimedia demonstrations, document review	Written exams, quizzes, practical evaluation
LO7 Differentiate modes of ship employment, including liner trades and charter markets.	Lectures, case studies, group discussions	Quizzes, written assignments, scenario-based exercises
LO8 Analyze shipping processes and organizational structures.	Lectures, case studies, simulations	Practical exercises, short essays, class participation
LO9 Locate major ports, canals, and waterways, and understand their strategic importance.	Lectures, interactive maps, multimedia presentations	Quizzes, short answer questions, practical map exercises
LO10 Apply theoretical knowledge to practical shipping scenarios through project work.	Term project, case studies, group work	Project reports, oral presentations, performance evaluation

ECTS / Workload Table			
Activities	**Number**	**Duration (Hours)**	**Total Workload**
Preparation for lectures	**15**	**1**	**15**
Lectures	**15**	**3**	**45**
Midterm Exam	**1**	**2**	**2**
Preparation for Midterm Exam	**1**	**10**	**10**
Final Exam	**1**	**2**	**2**
Preparation for Final Exam	**1**	**10**	**10**
Presentation(s)	-	-	-
Preparation for Presentation(s)	-	-	-
Research for Project(s)/Essay(s)	-	-	-
Project Writing	-	-	-
Group Work	-	-	-
In-class Discussion(s)	-	-	-
Quiz(es)	-	-	-
Preparation for Quiz(es)	-	-	-
Laboratory	-	-	-
Assignment(s)/Homework/Class Works	**1**	**15**	**15**
Micro-Teaching Sessions	-	-	-
Lesson Planning	-	-	-
Materials Adaptation	-	-	-
Material Development	-	-	-
Draft Preparation	-	-	-
Drawing	-	-	-
Essay Writing	-	-	-
Tutorial(s)	-	-	-
Portfolio Preparation	-	-	-
Portfolio Presentation	-	-	-
Total Workload			**99**
ECTS Credit			**3**

Evaluation System		
Semester Requirements	**Number**	**Percentage of Grade**
Attendance/Participation	15	10
Laboratory	-	-
Application	-	-
Field Work	-	-
Special Course Internship (Work Placement)	-	-
Homework/Assignments	1	10
Providing reliability and motivation of the individual homework completion and Submission	-	-
Presentation/Jury	-	-
Project	-	-
Quiz	-	-
Midterms/Oral Exams	1	30
Final/Oral Exams	1	50
Total	**4**	**100**

	Percentage	**Course Grade**	**Coefficient**
Grading Policy	90-100	AA	4.0
	85-89	BA	3.5
	80-84	BB	3.0
	75-79	CB	2.5
	70-74	CC	2.0
	60-69	DC	1.5
	50-59	DD	1.0
	49 and below	FF	0.0
	Less than 70% attendance	NA	-
Course Requirements and Policies	• Alerted attendance at the lectures is essential! • Students are expected to check frequently the instructor's web page for the course announcements. • University of Kyrenia honor code will be strictly enforced regarding any issues concerning cheating.		

University of Kyrenia

Faculty of Maritime Studies

Maritime Management

Syllabus

Course name: Introduction to Yachting I							
Code	**Year**	**Semester**	**Credit**	**ECTS**	**Course application, Hour/Week**		
					Theoretical	**Application**	**Laboratory**
MMD103	I	Fall	3	3	2	2	0
Course type: Compulsory				**Prerequisite: x**		**Language:** English	
% Contribution to the Professional Fundamental Component				**Basic Sciences**	**Engineering Science**	**Engineering Design**	**General Education**
				-	-	-	100
Course Venue and Time				Wednesday 14:30 – 17:20			
Instructor information				**Cpt. Mehmet Emin Debeş** Faculty of Maritime Studies Wednesday / 09:00 - 12:00 +90 (392) 650 26 00 / 4060 mehmetemin.debes@kyrenia.edu.tr www.kyrenia.edu.tr			

Course Description	*Introduction to Yachting I* provides a comprehensive foundation in the principles, structure, and practices of the modern yachting sector. The course introduces students to the main types of yachts, their systems, equipment, and construction materials while exploring the global and regional dynamics of the yacht industry. Emphasis is placed on understanding yacht design categories, onboard equipment, and the technical differences between motor, sailing, and multihull vessels. Students will also develop essential knowledge of the materials used in yacht manufacturing—including steel, aluminium, GRP/composites, and wood—along with routine maintenance and care requirements for each. In addition, the course examines interior guest-area standards, cabin preparation procedures, and professional service expectations for both private and commercial yachts. A key component of the course focuses on the operational environment of marinas and yacht ports, introducing students to marina structures, rules, safety practices, and the cultural norms of working and living in marina settings. The course concludes with an in-depth overview of yacht crew hierarchy, the chain of command, and the distinctions between private, seasonal charter, and annual charter yacht operations. By the end of the semester, students will possess a solid theoretical and practical understanding of foundational yachting concepts, preparing them for more advanced studies in yacht operations, hospitality, and navigation in *Introduction to Yachting II*.
Course Aims and Objectives	The primary aim of *Introduction to Yachting I* is to equip students with a foundational understanding of the yachting sector by introducing them to the essential concepts, vessel types, industry structures, operational environments, and professional standards that define modern yachting. The course aims to build a strong theoretical and practical base that will support students in further yachting studies and future professional roles within the maritime and yachting industries. • **Identify and classify major yacht types** including motor yachts, sailing yachts, multihull vessels, and large yacht categories (super, mega, and giga yachts). • **Describe the fundamental equipment and systems** found on motor yachts and sailing yachts, including rigging, deck gear, and auxiliary systems.

	• **Explain the structure and dynamics of the global, Mediterranean, and Turkish yachting sectors**, distinguishing between private and commercial yacht operations. • **Recognize and evaluate common yacht construction materials** such as steel, aluminium, GRP/composites, wood, and stainless steel, along with their associated maintenance and care requirements. • **Demonstrate knowledge of auxiliary equipment**, including yacht tenders, inflatables, and outboard engines, and explain their basic operational and maintenance needs. • **Apply correct standards of guest cabin preparation, interior organization, and basic service practices** in accordance with professional yacht hospitality expectations. • **Describe the structure, facilities, and operational principles of marinas and yacht ports**, including rules governing safe conduct, environmental awareness, and shore-based operations. • **Explain marina, dry-dock, and shipyard regulations**, identifying proper behaviour, safety requirements, and workplace protocols in these environments. • **Understand the hierarchy and chain of command aboard private and commercial yachts**, including the differences between seasonal and annual charter yacht operations. • **Develop foundational professional skills and attitudes** required for working effectively within a yacht crew, including discipline, teamwork, and respect for maritime culture.
Course Learning Outcomes	**LO1** Identify and differentiate major yacht types and large yacht categories. **LO2** Describe primary onboard systems and equipment of motor and sailing yachts. **LO3** Explain the structure of the global, Mediterranean, and Turkish yachting sectors. **LO4** Evaluate yacht construction materials and outline their maintenance requirements. **LO5** Demonstrate knowledge of yacht tenders, inflatables, and outboard engines. **LO6** Apply cabin preparation and guest-area organization standards.

	LO7 Identify components and facilities of marinas and yacht ports. **LO8** Explain dry-dock, shipyard, and maintenance zone safety requirements. **LO9** Describe yacht crew hierarchy and the differences between charter operations. **LO10** Demonstrate foundational professional behaviors for working in a yacht environment.

Content of the Course

Week	*Subject*
1	**Introduction to the Yachting Profession** • Definition and scope of yachting • Overview of private vs. commercial use • Global importance of the yacht industry
2	**Overview of Yacht Types** • Motor yachts • Sailing yachts • Multihull (catamaran) yachts
3	**Large Yacht Classifications** • Super yacht • Mega yacht • Giga yacht • Flag-state and classification society criteria
4	**Motor Yacht Equipment & Systems** • Engine rooms, propulsion types • Deck equipment, machinery • Auxiliary systems overview
5	**Sailing Yacht Equipment & Rigging** • Sail types • Masts, booms, running and standing rigging • Basic sail-handling equipment
6	**Global Yachting Industry Overview** • Structure of the private and commercial yacht sectors • Roles of owners, brokers, managers, builders
7	**Regional Yacht Sector Analysis** • The yacht industry in Türkiye • Eastern and Western Mediterranean dynamics • Global yacht hubs
8	**Yacht Construction Materials I** • Steel hulls: materials, benefits, maintenance • Aluminium hulls: corrosion concerns, upkeep
9	**Yacht Construction Materials II** • GRP and composite yachts • Wooden yachts • Stainless-steel components and care
10	**Auxiliary Equipment and Tenders** • Yacht tenders and dinghies • Inflatable boat materials

	• Outboard engine basics and maintenance
11	**Interior Spaces and Guest Cabin Management** • Guest cabin preparation • Standards for linen, amenities, and storage • Housekeeping routines
12	**Guest Service Standards Onboard** • Table setting and meal service • Owner/guest interaction etiquette • Professional behavior expectations
13	**Marinas & Yacht Ports** • Structure, facilities, terminology • Marina operations and services provided
14	**Marina Life & Work Rules** • Rules of conduct on docks and shared spaces • Safety protocols • Dry dock and shipyard behavior standards
15	**Yacht Hierarchy & Chain of Command** • Crew structure on charter vs. private yachts • Seasonal vs. annual charter operations • Responsibilities of key positions (captain, mate, stew, deckhand)

Methods and Techniques used in the Course

Lectures and Theoretical Instruction

- Instructor-led presentations
- Conceptual explanations supported by visual materials
- Introduction of core terminology and industry standards

Interactive Classroom Discussions

- Guided discussions on industry practices
- Question–answer sessions to reinforce understanding
- Comparative analysis of yacht types and sector dynamics

Case Studies and Real-World Examples

- Examination of real yacht operations
- Analysis of marina management situations
- Review of maintenance scenarios and professional challenges

Practical Demonstrations (Classroom-Based)

- Demonstration of basic yacht equipment, rigging models, and materials
- Showcasing maintenance tools and examples of onboard systems
- Interior organization and cabin preparation simulations

Visual and Multimedia Learning

- Photographs, diagrams, and technical videos
- Virtual marina and yacht walkthroughs
- Industry documentaries and training clips

Group Activities and Collaborative Learning

- Small-group tasks related to yacht classification, equipment identification, and marina rules
- Problem-solving exercises related to onboard scenarios
- Peer discussion on maritime etiquette and workplace behaviour

Independent Learning and Reading Assignments

- Assigned readings on yacht types, materials, and service practices
- Terminology acquisition exercises
- Short research tasks on global and local yachting sectors

Field Observation (If applicable)

(Optional depending on institutional policy and available facilities)

- Visit to a marina, boatyard, or yacht port
- Observation of vessel types, maintenance areas, and marine infrastructure

Practical Skill Reinforcement

- Hands-on practice with knots, safety routines, basic deckhand skills (if applicable)
- Interior organization practice using provided materials
- Preparation for real-life yachting operations continued in Introduction to Yachting II

Sample Questions

Multiple-Choice Questions (MCQs)

- **Which of the following best describes a catamaran?**
  a) A single-hulled sailing yacht
  b) A yacht with two parallel hulls
  c) A motor yacht with dual engines
  d) A steel-hulled commercial vessel
- **Which material requires special attention due to galvanic corrosion risks when used in yacht construction?**
  a) Wood
  b) GRP
  c) Aluminium
  d) Composite carbon fibre
- **Which department is primarily responsible for guest cabin preparation?**
  a) Engine department
  b) Deck department
  c) Interior department
  d) Navigation department
- **Which region is considered one of the most active yachting hubs globally?**
  a) Baltic Sea
  b) Western Mediterranean
  c) Black Sea
  d) Arctic Ocean
- **Which yacht category generally exceeds 100 meters in length?**
  a) Super yacht
  b) Mega yacht
  c) Giga yacht
  d) Luxury cruiser

Short Answer Questions

1. Define the difference between **private yachts** and **commercial/charter yachts**.
2. What are the main advantages of **GRP** as a yacht construction material?
3. List **three essential items** found in a standard motor yacht's equipment.
4. What safety considerations should crew follow when working in a **marina dry dock or boatyard**?
5. Describe the role of the **chief steward/stewardess** onboard a yacht.

Long-Form / Short Essay Questions

- **Compare motor yachts and sailing yachts** in terms of propulsion, equipment, operational needs, and typical use cases.
- Discuss the importance of **guest service standards** on private and commercial yachts, providing examples of good practice.

- Explain how the **Turkish yacht industry** contributes to the Mediterranean yachting sector and global yacht production.
- Describe the care and maintenance requirements of **steel**, **wood**, and **composite** yachts, highlighting the unique challenges of each material.
- Evaluate the role of **marinas** in supporting yacht operations, addressing services, infrastructure, and crew responsibilities.

Application / Scenario-Based Questions

- You are assigned to prepare a guest cabin before the owner arrives.
    1. Describe the steps you would take to ensure the cabin meets professional standards.
- A yacht made of aluminium requires hull maintenance.
    1. Identify the key risks and explain what precautions the crew must follow.
- A charter yacht is arriving at a busy marina during peak season.
    1. What should the deck crew prepare for, and what communication procedures should be followed?
- During an inspection, you notice corrosion on several stainless-steel railings.
    1. What actions should you take, and what cleaning/maintenance procedures apply?
- The captain assigns you to assist with launching a tender.
    1. List the safety checks and operational steps you must complete before the tender enters the water.

True / False Questions

- **T/F:** GRP yachts require more maintenance than wooden yachts.
- **T/F:** Mega yachts are typically smaller than super yachts.
- **T/F:** Marina rules often include restrictions on noise levels and waste disposal.
- **T/F:** The deck department is responsible for navigation, interior cleaning, and engine maintenance.
- **T/F:** Aluminium hulls are lightweight and resist corrosion but require careful monitoring.

Materials Used in the Course

Primary Textbooks

- **Davis, R.** *Introduction to Yachting and Small Craft Operations*. Marine Skills Publishing.
- **Larsson, L., & Eliasson, R.** *Principles of Yacht Design*. International Marine/McGraw-Hill.
- **Gerr, D.** *The Nature of Boats: Insights and Esoterica for the Nautically Obsessed*. International Marine.

Recommended References

- **Royal Yachting Association (RYA)** – *RYA Day Skipper, Competent Crew, and Essential Navigation & Seamanship Manuals*.
- **Chapman, C.** *Chapman Piloting & Seamanship*. Hearst Marine Books.
- **Gerr, D.** *The Elements of Boat Strength for Builders, Designers, and Owners*. International Marine.
- **Macleod, P.** *The Insider's Guide to Superyachts*. Adlard Coles Nautical.
- **Ward, J.** *The Superyacht Industry*. Seatrade Communications.

Industry Standards and Technical Resources

- **ABS (American Bureau of Shipping)** – Yacht Classification Rules
- **Lloyd's Register** – Large Yacht Code (LY3/LY4)
- **MCA (Maritime & Coastguard Agency)** – *The Large Commercial Yacht Code*
- **ISO Standards for Small Craft and Recreational Boats** (ISO 8666, ISO 12217, Yachts — Stability, Construction, etc.)

Supplementary Learning Materials

- **RYA Marine Radio Handbook** – VHF procedures and communication standards
- **Boat International Media** – Industry reports, market analyses
- **Superyacht Times / The Superyacht Report** – Professional articles and sector updates

All the above listed books are available at UoK's Grand Library

Program Outcomes Matrix

	Program Outcomes	*Level of Contribution				Targeted Competence Areas
		0	1	2	3	
1	Demonstrate fundamental knowledge of maritime business, shipping operations, port management, and international logistics.				✓	Maritime Business & Operations
2	Apply principles of management, economics, and finance to ship operations, chartering, brokerage, and maritime organizational decision-making.				✓	Maritime Economics & Management
3	Understand and interpret international maritime law, conventions, and trade regulations including SOLAS, MARPOL, UNCLOS, and INCOTERMS.				✓	Maritime Law & Policy
4	Plan and manage port and terminal operations efficiently, considering cargo handling systems, port logistics, and intermodal transport networks.				✓	Port & Terminal Operations Management
5	Employ digital tools and data-driven approaches in ship management, fleet performance monitoring, and maritime logistics systems.				✓	Digital Maritime Operations
6	Integrate sustainability, environmental protection, and decarbonization principles into maritime and logistics operations in line with IMO GHG strategy.			✓		Sustainability & Green Shipping
7	Demonstrate competence in maritime risk assessment, safety management systems (ISM Code), and crisis response in ship and shore-based contexts.			✓		Safety & Risk Management
8	Exhibit leadership, teamwork, and communication skills necessary for multicultural and interdisciplinary maritime organizations.				✓	Leadership & Intercultural Communication
9	Apply marketing, logistics, and supply chain strategies to global shipping and maritime transport sectors.				✓	Global Logistics & Supply Chain Management
10	Prepare and analyze charter parties, bills of lading, and other shipping documents while managing cargo claims and marine insurance issues.				✓	Maritime Documentation & Insurance
11	Utilize effective business English and Maritime English for negotiation, correspondence, and documentation within international maritime contexts.			✓		Maritime Communication & Professional English
12	Demonstrate ethical awareness, corporate responsibility, and adherence to international professional standards in maritime and logistics management.			✓		Ethics & Corporate Responsibility
13	Develop research skills and analytical thinking to identify, evaluate, and solve complex problems in maritime transport and logistics systems.			✓		Analytical Thinking & Research Skills
14	Adapt to innovations such as digitalization, automation, and smart shipping technologies through continuous professional development.				✓	Innovation & Lifelong Learning
15	Apply entrepreneurship and strategic management principles to establish or develop maritime-related enterprises in a competitive global environment.			✓		Entrepreneurship & Strategic Management

***0:** No Contribution **1:** Little Contribution **2:** Partial Contribution **3:** Full Contribution

Program Outcomes /Course Learning Outcomes Matrix **Level of Contribution**:**0**-No Contribution **1**-Little Contribution **2**-Partial Contribution **3**-Full Contribution										
	LO1	**LO2**	**LO3**	**LO4**	**LO5**	**LO6**	**LO7**	**LO8**	**LO9**	**L10**
PO1	3	3	2	2	2	1	3	2	2	2
PO2	3	3	3	2	2	1	2	1	2	1
PO3	2	3	1	3	3	2	1	3	1	1
PO4	2	2	1	2	3	3	2	2	2	2
PO5	1	2	2	1	1	2	2	2	3	3
PO6	1	2	1	2	1	1	2	3	2	2
PO7	1	1	1	1	1	3	2	2	3	3
PO8	1	1	3	1	1	1	2	1	2	1
PO9	1	1	2	1	1	1	1	1	2	2
PO10	2	2	1	2	3	3	2	2	2	2
PO11	1	2	2	1	1	2	2	2	3	3
PO12	1	2	1	2	1	1	2	3	2	2
PO13	3	3	3	2	2	1	2	1	2	1
PO14	2	3	1	3	3	2	1	3	2	2
PO15	1	2	1	2	2	3	2	2	3	3

Course Learning Outcomes/ Evaluation Method		
Course Learning Outcomes	**Teaching Method**	**Assessment Method**
LO1 Identify and differentiate major yacht types and large yacht categories.	Lectures, visual presentations, classroom discussions	Quizzes, written exam questions
LO2 Describe primary onboard systems and equipment of motor and sailing yachts.	Lectures, demonstrations, multimedia materials	Quizzes, midterm exam, short written assignments
LO3 Explain the structure of the global, Mediterranean, and Turkish yachting sectors.	Lectures, case studies, group discussions	Written exam, short essays, class participation
LO4 Evaluate yacht construction materials and outline their maintenance requirements.	Lectures, material demonstrations, videos	Midterm exam, lab/practical observation, quizzes
LO5 Demonstrate knowledge of yacht tenders, inflatables, and outboard engines.	Practical demonstrations, multimedia resources	Practical assessment, quizzes
LO6 Apply cabin preparation and guest-area organization standards.	Demonstrations, simulations, hands-on activities	Practical assessment, performance evaluation
LO7 Identify components and facilities of marinas and yacht ports.	Lectures, multimedia resources, field observation (if applicable)	Written exam, quizzes
LO8 Explain dry-dock, shipyard, and maintenance zone safety requirements.	Lectures, case studies, videos	Written exam, scenario-based questions
LO9 Describe yacht crew hierarchy and the differences between charter operations.	Lectures, group activities, case studies	Quizzes, short essays, final exam
LO10 Demonstrate foundational professional behaviors for working in a yacht environment.	Group work, role-playing, instructor feedback	Participation assessment, practical evaluation

ECTS / Workload Table

Activities	Number	Duration (Hours)	Total Workload
Preparation for lectures	**15**	**1**	**15**
Lectures	**15**	**3**	**45**
Midterm Exam	**1**	**2**	**2**
Preparation for Midterm Exam	**1**	**10**	**10**
Final Exam	**1**	**2**	**2**
Preparation for Final Exam	**1**	**10**	**10**
Presentation(s)	-	-	-
Preparation for Presentation(s)	-	-	-
Research for Project(s)/Essay(s)	-	-	-
Project Writing	-	-	-
Group Work	-	-	-
In-class Discussion(s)	-	-	-
Quiz(es)	-	-	-
Preparation for Quiz(es)	-	-	-
Laboratory	-	-	-
Assignment(s)/Homework/Class Works	**1**	**15**	**15**
Micro-Teaching Sessions	-	-	-
Lesson Planning	-	-	-
Materials Adaptation	-	-	-
Material Development	-	-	-
Draft Preparation	-	-	-
Drawing	-	-	-
Essay Writing	-	-	-
Tutorial(s)	-	-	-
Portfolio Preparation	-	-	-
Portfolio Presentation	-	-	-
Total Workload			**99**
ECTS Credit			**3**

Evaluation System		
Semester Requirements	**Number**	**Percentage of Grade**
Attendance/Participation	15	10
Laboratory	-	-
Application	-	-
Field Work	-	-
Special Course Internship (Work Placement)	-	-
Homework/Assignments	1	10
Providing reliability and motivation of the individual homework completion and Submission	-	-
Presentation/Jury	-	-
Project	-	-
Quiz	-	-
Midterms/Oral Exams	1	30
Final/Oral Exams	1	50
Total	**4**	**100**

	Percentage	**Course Grade**	**Coefficient**
Grading Policy	90-100	AA	4.0
	85-89	BA	3.5
	80-84	BB	3.0
	75-79	CB	2.5
	70-74	CC	2.0
	60-69	DC	1.5
	50-59	DD	1.0
	49 and below	FF	0.0
	Less than 70% attendance	NA	-
Course Requirements and Policies	• Alerted attendance at the lectures is essential! • Students are expected to check frequently the instructor's web page for the course announcements. • University of Kyrenia honor code will be strictly enforced regarding any issues concerning cheating.		

University of Kyrenia

Faculty of Maritime Studies

Maritime Management

Syllabus

Course name: Matheamatics for Business and Economics I							
Code	**Year**	**Semester**	**Credit**	**ECTS**	**Course application, Hour/Week**		
					Theoretical	**Application**	**Laboratory**
MTH171	I	Fall	3	5	3	0	0
Course type: Compulsory				**Prerequisite: x**		**Language:** English	
% Contribution to the Professional Fundamental Component				**Basic Sciences**	**Engineering Science**	**Engineering Design**	**General Education**
				-	-	-	100
Course Venue and Time				Monday / 09:30 – 12:20			
Instructor information				**Assist. Prof. Emete Toros** Faculty of Administrative Sciences and Economics Wednesday / 09:00 - 12:00 +90 (392) 650 26 00 / 4060 emete.toros@kyrenia.edu.tr www.kyrenia.edu.tr			

Course Description	*Mathematics for Business and Economics I* provides students with a solid foundation in the mathematical concepts and techniques essential for problem-solving in business, economics, and related fields. The course covers linear and nonlinear equations, inequalities, and their practical applications in economic and managerial decision-making. Students explore functions and their graphs, including linear functions, parabolas, and systems of equations, with an emphasis on interpreting and analyzing real-world business situations. The course also introduces exponential and logarithmic functions and demonstrates their relevance in modeling growth, decay, and financial processes. A significant part of the course is devoted to the mathematics of finance, including interest calculations, present and future value, annuities, and other financial applications. By the end of the course, students will develop analytical and quantitative skills necessary for understanding economic relationships, evaluating business decisions, and applying mathematical reasoning in professional contexts.
Course Aims and Objectives	The primary aim of *Mathematics for Business and Economics I* is to equip students with the fundamental mathematical tools and analytical skills required to solve quantitative problems commonly encountered in business, economics, and finance. The course focuses on developing students' ability to formulate mathematical models, interpret results, and apply mathematical reasoning to real-world managerial and economic situations. • Understand and apply basic algebraic principles, including equations and inequalities, to business and economic problems. • Analyze and interpret functions and their graphs, with emphasis on linear, quadratic, exponential, and logarithmic models. • Solve systems of equations and relate them to economic and business applications such as equilibrium analysis. • Apply exponential and logarithmic functions to model growth, decay, and other economic relationships. • Perform financial calculations involving simple and compound interest, present and future value, and annuities. • Develop the ability to construct and evaluate mathematical models for decision-making. • Enhance quantitative reasoning skills necessary for further studies in economics, finance, and business analytics.
	CLO1. Solve linear and nonlinear equations and inequalities and apply them to business and economic problems. **CLO2.** Interpret and analyze the behavior of functions and their graphs.

Course Learning Outcomes	**CLO3.** Apply linear and quadratic functions to model and solve real-world business and economic situations. **CLO4.** Identify and analyze the properties of exponential and logarithmic functions. **CLO5.** Use exponential and logarithmic models to represent growth, decay, and financial processes. **CLO6.** Solve systems of linear equations and apply them to managerial and economic decision-making. **CLO7.** Perform financial calculations involving simple and compound interest. **CLO8.** Compute present and future values for single payments, annuities, and other financial instruments. **CLO9.** Develop mathematical models relevant to economics and business operations. **CLO10.** Apply quantitative reasoning and problem-solving skills to support effective decision-making in business and economics.

Content of the Course

Week	*Subject*
1	Introduction to the course; basic algebra review; real numbers, expressions, and operations
2	Linear equations and applications in business and economics
3	Inequalities and absolute value; applications in economic constraints and decision-making
4	Functions: definitions, notation, and evaluation; domain and range
5	Graphs of functions; linear functions and slope; applications to cost, revenue, and profit
6	Quadratic functions and parabolas; optimization and business applications
7	Systems of linear equations in two and three variables; graphical and algebraic methods
8	Applications of systems of equations: market equilibrium, supply and demand models
9	Exponential functions: growth models, compound interest
10	Logarithmic functions: properties, rules, and economic applications
11	Exponential and logarithmic equations; applications in finance and economic modeling
12	Mathematics of finance: simple interest, compound interest, effective interest rates
13	Present value, future value, annuities, and amortization
14	Review of mathematical modeling in business and economics; integrated problem-solving
15	General review and preparation for final examination

Methods and Techniques used in the Course

Lectures:

Core mathematical concepts, principles, and methods are introduced through structured lectures supported by examples relevant to business and economics.

Problem-Solving Sessions:

Students practice solving mathematical problems related to real-world economic and managerial scenarios.

In-Class Exercises:

Short, guided exercises are conducted to reinforce understanding and ensure active learning.

Visual and Graphical Demonstrations:

Graphs, tables, and visual tools are used to illustrate functions, equations, and financial models.

Case-Based Applications:

Practical business and economic cases are integrated to show how mathematical tools support decision-making.

Interactive Discussion:

Students engage in discussions on how mathematical results relate to economic behavior, financial decisions, and managerial strategies.

Homework Assignments:

Regular assignments are given to strengthen analytical skills and enhance problem-solving competence.

Use of Technology (Optional):

Calculators, spreadsheets, or mathematical software may be used to analyze functions and perform financial calculations.

Sample Questions

A. Short Answer Questions

- Define a function and explain the difference between the domain and the range.
- What is the economic interpretation of a system of linear equations representing supply and demand?

B. Problem-Solving Questions

- Solve the equation:

$$5x - 3 = 2x + 12$$

- Solve the inequality and express the solution on a number line:

$$3x + 4 > 10$$

- A company's cost function is $C(x) = 2x + 500$and its revenue function is $R(x) = 5x$. Find the break-even point.

C. Functions and Graphs

- Given the function $f(x) = x^2 - 6x + 5$:
  1. Find the vertex
  2. Determine whether it has a minimum or maximum
- Graph the linear function $y = 4 - 2x$and explain the meaning of the slope in a business context.

D. Systems of Equations

- Solve the system:

$$\begin{cases} 2x + y = 10 \\ x - y = 1 \end{cases}$$

- Supply and demand are given by:
  $Q_s = 3P - 6$and $Q_d = 30 - 2P$.
  Find the equilibrium price and quantity.

E. Exponential & Logarithmic Functions

- Solve for x:

$$3^x = 81$$

- Convert the logarithmic expression into exponential form:

$$\log_5 125 = 3$$

- A population grows according to $P(t) = 1000e^{0.06t}$.
  Find $P(5)$.

F. Mathematics of Finance

- Calculate the simple interest on $5,000 invested for 3 years at an annual rate of 7%.
- Find the future value:

$$FV = 8000(1.05)^4$$

- An annuity pays $1,000 annually for 5 years at 6% interest.
  Compute the present value of the annuity.

Materials Used in the Course

Primary Textbooks

- **Barnett, R. A., Ziegler, M. R., & Byleen, K. E. (2018).** ***College Mathematics for Business, Economics, Life Sciences, and Social Sciences*****.**
  Pearson Education.

- **Haeussler, E. F., Paul, R. S., & Wood, R. J. (2019).** ***Introductory Mathematical Analysis for Business, Economics, and the Life and Social Sciences*****.**
  Pearson.

- **Cleaves, C., & Hobbs, M. (2020).** ***Business Mathematics*****.**
  Pearson.

Recommended References

- **Sydsaeter, K., Hammond, P., Strom, A., & Carvajal, A. (2016).** ***Essential Mathematics for Economic Analysis*****.**
  Pearson.

- **Hoffman, L. D., & Bradley, G. L. (2018).** ***Calculus for Business, Economics, and the Social and Life Sciences*****.**
  McGraw-Hill..
- **Berenson, M. L., Levine, D. M., & Szabat, K. A. (2020).** ***Basic Business Statistics: Concepts and Applications*****.**
  Pearson.

- **Miranda, M. J., & Fackler, P. L. (2002).** ***Applied Computational Economics and Finance*****.**
  MIT Press.

All the above listed books are available at UoK's Grand Library

Program Outcomes Matrix

	Program Outcomes	*Level of Contribution				Targeted Competence Areas
		0	1	2	3	
1	Demonstrate fundamental knowledge of maritime business, shipping operations, port management, and international logistics.				✓	Maritime Business & Operations
2	Apply principles of management, economics, and finance to ship operations, chartering, brokerage, and maritime organizational decision-making.				✓	Maritime Economics & Management
3	Understand and interpret international maritime law, conventions, and trade regulations including SOLAS, MARPOL, UNCLOS, and INCOTERMS.				✓	Maritime Law & Policy
4	Plan and manage port and terminal operations efficiently, considering cargo handling systems, port logistics, and intermodal transport networks.				✓	Port & Terminal Operations Management
5	Employ digital tools and data-driven approaches in ship management, fleet performance monitoring, and maritime logistics systems.				✓	Digital Maritime Operations
6	Integrate sustainability, environmental protection, and decarbonization principles into maritime and logistics operations in line with IMO GHG strategy.			✓		Sustainability & Green Shipping
7	Demonstrate competence in maritime risk assessment, safety management systems (ISM Code), and crisis response in ship and shore-based contexts.			✓		Safety & Risk Management
8	Exhibit leadership, teamwork, and communication skills necessary for multicultural and interdisciplinary maritime organizations.				✓	Leadership & Intercultural Communication
9	Apply marketing, logistics, and supply chain strategies to global shipping and maritime transport sectors.				✓	Global Logistics & Supply Chain Management
10	Prepare and analyze charter parties, bills of lading, and other shipping documents while managing cargo claims and marine insurance issues.				✓	Maritime Documentation & Insurance
11	Utilize effective business English and Maritime English for negotiation, correspondence, and documentation within international maritime contexts.			✓		Maritime Communication & Professional English
12	Demonstrate ethical awareness, corporate responsibility, and adherence to international professional standards in maritime and logistics management.			✓		Ethics & Corporate Responsibility
13	Develop research skills and analytical thinking to identify, evaluate, and solve complex problems in maritime transport and logistics systems.			✓		Analytical Thinking & Research Skills
14	Adapt to innovations such as digitalization, automation, and smart shipping technologies through continuous professional development.				✓	Innovation & Lifelong Learning
15	Apply entrepreneurship and strategic management principles to establish or develop maritime-related enterprises in a competitive global environment.			✓		Entrepreneurship & Strategic Management

***0:** No Contribution **1:** Little Contribution **2:** Partial Contribution **3:** Full Contribution

Program Outcomes /Course Learning Outcomes Matrix **Level of Contribution**:**0**-No Contribution **1**-Little Contribution **2**-Partial Contribution **3**-Full Contribution										
PO	**CLO1**	**CLO2**	**CLO3**	**CLO4**	**CLO5**	**CLO6**	**CLO7**	**CLO8**	**CLO9**	**CLO10**
PO1	3	3	3	2	2	3	2	2	2	2
PO2	3	3	3	2	2	3	3	2	3	2
PO3	2	2	2	2	2	2	1	1	2	1
PO4	2	2	2	2	1	2	1	1	2	1
PO5	2	2	2	2	2	2	3	3	2	2
PO6	1	2	2	2	2	2	2	2	2	2
PO7	1	1	1	1	1	1	2	2	2	2
PO8	1	1	1	1	1	1	1	2	2	2
PO9	1	1	2	2	2	2	2	2	3	3
PO10	2	2	2	2	2	2	2	2	3	3
PO11	1	1	1	1	1	1	1	1	2	2
PO12	1	1	1	1	1	1	1	1	2	2
PO13	3	3	3	3	2	3	3	2	3	2
PO14	2	2	2	3	3	3	3	2	3	2
PO15	1	2	2	2	2	2	2	2	3	3

Course Learning Outcomes/ Evaluation Method		
Course Learning Outcomes (CLOs)	**Teaching Method**	**Assessment Method**
CLO1: Solve equations and inequalities and apply them to business and economic problems.	Lectures, problem-solving sessions, guided exercises	Quizzes, Midterm Exam, Homework Assignments
CLO2: Interpret and analyze functions and their graphs in economic and business contexts.	Lectures, visual graph analysis, classroom practice	Quizzes, Midterm Exam, Final Exam
CLO3: Use linear and quadratic models (lines, parabolas, systems) to model business/economic phenomena.	Lectures, applied examples, group exercises	Homework, Midterm Exam, Final Exam
CLO4: Apply exponential and logarithmic functions to growth, decay, and economic modeling.	Lectures, example-based learning, practice problems	Quizzes, Midterm Exam, Final Exam
CLO5: Use financial mathematics concepts (interest, annuities, discounting) to solve business-related problems.	Lectures, real-world applications, in-class problem solving	Homework, Quizzes, Final Exam
CLO6: Interpret mathematical results and relate them to real economic or business decision-making.	Case-based teaching, discussions, interactive examples	Midterm Exam, Final Exam
CLO7: Use mathematical reasoning to formulate and solve structured business problems.	Problem-solving sessions, tutorials	Homework, Quizzes, Final Exam
CLO8: Employ technology (e.g., calculators, spreadsheets) to analyze mathematical models.	Computer-assisted sessions, demonstrations	Homework, Practical Assessments
CLO9: Communicate mathematical ideas effectively using appropriate terminology.	In-class discussion, written assignments	Homework, Written Sections of Exams
CLO10: Demonstrate cumulative understanding of mathematical tools for business and economics.	Integrated teaching, revision sessions	Midterm Exam, Final Exam

ECTS / Workload Table			
Activities	**Number**	**Duration (Hours)**	**Total Workload**
Preparation for lectures	**15**	**1**	**15**
Lectures	**15**	**3**	**45**
Midterm Exam	**1**	**2**	**2**
Preparation for Midterm Exam	**1**	**15**	**15**
Final Exam	**1**	**2**	**2**
Preparation for Final Exam	**1**	**15**	**15**
Presentation(s)	-	-	-
Preparation for Presentation(s)	-	-	-
Research for Project(s)/Essay(s)	-	-	-
Project Writing	-	-	-
Group Work	-	-	-
In-class Discussion(s)	**15**	**2**	**30**
Quiz(es)	-	-	-
Preparation for Quiz(es)	-	-	-
Laboratory	-	-	-
Assignment(s)/Homework/Class Works	**1**	**15**	**15**
Micro-Teaching Sessions	-	-	-
Lesson Planning	-	-	-
Materials Adaptation	-	-	-
Material Development	-	-	-
Draft Preparation	-	-	-
Drawing	-	-	-
Essay Writing	-	-	-
Tutorial(s)	-	-	-
Portfolio Preparation	-	-	-
Portfolio Presentation	-	-	-
Total Workload			**139**
ECTS Credit			**5**

Evaluation System		
Semester Requirements	**Number**	**Percentage of Grade**
Attendance/Participation	15	10
Laboratory	-	-
Application	-	-
Field Work	-	-
Special Course Internship (Work Placement)	-	-
Homework/Assignments	1	10
Providing reliability and motivation of the individual homework completion and Submission	-	-
Presentation/Jury	-	-
Project	-	-
Quiz	-	-
Midterms/Oral Exams	1	30
Final/Oral Exams	1	50
Total	**4**	**100**

	Percentage	**Course Grade**	**Coefficient**
Grading Policy	90-100	AA	4.0
	85-89	BA	3.5
	80-84	BB	3.0
	75-79	CB	2.5
	70-74	CC	2.0
	60-69	DC	1.5
	50-59	DD	1.0
	49 and below	FF	0.0
	Less than 70% attendance	NA	-
Course Requirements and Policies	• Alerted attendance at the lectures is essential! • Students are expected to check frequently the instructor's web page for the course announcements. • University of Kyrenia honor code will be strictly enforced regarding any issues concerning cheating.		

University of Kyrenia

Faculty of Maritime Studies

Maritime Management

Syllabus

Course name: Navigation I							
Code	**Year**	**Semester**	**Credit**	**ECTS**	**Course application, Hour/Week**		
					Theoretical	**Application**	**Laboratory**
NAV101	I	Fall	3	3	2	2	0
Course type: Compulsory				**Prerequisite: x**		**Language:** English	
% Contribution to the Professional Fundamental Component				**Basic Sciences**	**Engineering Science**	**Engineering Design**	**General Education**
				60	-	-	40
Course Venue and Time				Wednesday 14.30-17.20			
Instructor information				**Cpt. Caner Özbilgiç** Faculty of Maritime Studies Wednesday / 09:00 – 12:00 +90 (392) 650 26 00 / 4040 caner.ozbilgic@kyrenia.edu.tr www.kyrenia.edu.tr			

Course Description	Navigation I introduces students to the fundamental principles and techniques of marine navigation, focusing on both theoretical concepts and practical applications. The course covers the Earth's geometry, coordinate systems, latitude and longitude calculations, and the use of navigational instruments, charts, and nautical publications. Students learn the basics of distance and direction measurement, compass theory and correction, and coastal navigation methods for position fixing. Emphasis is placed on chartwork, maintenance, and updating procedures in accordance with maritime regulations, enabling students to develop essential skills for safe and efficient navigation.
Course Aims and Objectives	This course aims to provide students with fundamental knowledge of navigation principles, the Earth's geometry, coordinate systems, navigational instruments, charts, nautical publications, and coastal navigation methods. Students will develop skills to determine a vessel's position, course, and distance using both theoretical and practical approaches, and maintain navigational charts and publications in compliance with maritime regulations.
Course Learning Outcomes	**CLO1 – Navigation Fundamentals:** Define navigation and explain its history, types, and fundamental concepts in maritime operations. **CLO2 – Earth and Coordinate Systems:** Describe the Earth's shape, coordinate systems, and methods for calculating latitude and longitude differences. **CLO3 – Navigational Instruments:** Identify, select, and use navigational instruments, charts, and nautical publications effectively. **CLO4 – Chart Work and Positioning:** Measure distances and determine directions using nautical charts for accurate navigation. **CLO5 – Compass Principles:** Explain the principles, errors, and necessary corrections of magnetic and gyrocompasses in practical applications. **CLO6 – Coastal Navigation Techniques:** Apply coastal navigation methods and techniques for precise position fixing in coastal waters. **CLO7 – Chart and Publication Maintenance:** Maintain, update, and correct nautical charts and publications according to official maritime procedures. **CLO8 – Practical Navigation Application:** Integrate navigational knowledge and tools to solve real-world navigation problems onboard. **CLO9 – Analytical Decision-Making:** Analyze navigational data and chart information to make informed decisions for safe vessel operations. **CLO10 – Communication of Navigational Information:** Communicate navigational findings, routes, and position reports effectively using standard maritime terminology and practices.

Content of the Course

Week	*Subject*
1	**Introduction to Navigation** Definition and history of navigation Types of navigation (terrestrial, celestial, electronic, etc.) Fundamental elements of navigation **English Maritime Terminology (Nautical Charts and Maritime Publications in English)** Geographical terms, terms used in charts and publications English for understanding and using charts and maritime publications English sufficient to understand Notices to Mariners for correcting charts and publications
2	**The Earth and Coordinate Systems** The universe, solar system, and Earth's coordinate system Shape of the Earth: equator, poles, latitude, longitude, great circles and small circles Calculation and notation of differences in latitude and longitude
3	**Navigation Tools, Charts, and Publications I** Overview of tools and equipment used in navigation General characteristics of nautical charts and publications Introduction to projection systems and their classifications
4	**Navigation Tools, Charts, and Publications II** Features of equatorial Mercator charts Drawing and use of Mercator charts Small plotting sheets and definition of meridian parts
5	**Distance and Direction Concepts in Navigation I** Concepts of distance and direction Measuring and calculating distances on charts
6	**Distance and Direction Concepts in Navigation II** Great circle routes and rhumb lines Course and bearings (relative, true) Determining direction at sea, taking bearings and plotting them on charts
7	**Chart and Nautical Publications I** Information obtained from charts, light lists, and other nautical publications Symbols and abbreviations used on charts
8	**Midterm Exam** Covers Weeks 1–7 with both theoretical and applied questions
9	**Chart and Nautical Publications II** Chart correction and folio systems Notices to mariners and updating of nautical publications

	Chart catalogues and their use
10	**Navigational Tools and Publications** General information on navigational instruments and publications Map projection systems and their classification Features of Equatorial Mercator charts
11	**Depth and Depth Measurement I** Representation of depths on charts Principles and methods of depth measurement
12	**Depth and Depth Measurement II** Use of lead lines Echo-sounders and electronic sounding systems Application of depth measurements in navigation
13	**Speed Measurement and Dead Reckoning (DR) Navigation I** Fundamentals of dead reckoning navigation Marking the DR position on the chart Situations requiring DR application
14	**Speed Measurement and Dead Reckoning (DR) Navigation II** Types of logs and their working principles Errors and precautions in DR navigation Practical plotting exercises
15	**Final Exam / Project Application** Comprehensive assessment covering all course content Evaluation of both theoretical knowledge and practical navigation skills

Methods and Techniques used in the Course

- Lectures with multimedia presentations
- Practical chartwork exercises in class
- Demonstrations of navigational instruments
- Problem-solving sessions for latitude/longitude and compass error calculations
- Group discussions and case studies based on real navigation scenarios

Sample Questions

- Define Great Circle and Rhumb Line. Mention one advantage of each in navigation.
- List three primary uses of nautical charts in coastal navigation.
- Explain the difference between True Bearing and Relative Bearing.
- On a Mercator chart, measure the distance between:

  Point 1: Lat 36°15’N, Long 33°45’E

  Point 2: Lat 36°45’N, Long 34°20’E

  Show your work and express the answer in nautical miles.
- The difference in longitude between two positions is 45’. Calculate the time difference in minutes between them, assuming 1° = 4 minutes.
- A ship observes a lighthouse bearing 045° True at a distance of 8 NM. Plot the position on a Mercator chart and determine coordinates.
- Given two simultaneous bearings:

  Object A: 120° True

  Object B: 210° True

  Plot the ship’s fixed position using a Mercator chart.

Materials Used in the Course

Textbooks & References:

- Bowditch, The American Practical Navigator (latest edition)
- Dutton, Navigation and Piloting
- Admiralty Manual of Navigation (Volumes 1 & 2)
- IMO Model Course 7.03 & 7.04 – Navigation Modules

Nautical Charts (Mercator and other projection types)

Small-Scale Plotting Sheets

Nautical Publications:

- List of Lights
- Notices to Mariners
- Admiralty Sailing Directions
- Chart Catalogues

Navigation Instruments:

- Magnetic Compass and Gyrocompass Models
- Parallel Rulers, Divider Compasses, Protractors
- Distance Tables and Conversion Tables

Equipment & Software:

- Scientific Calculator
- ECDIS/E-Navigation Software (if available)
- Multimedia presentations and interactive simulations

All the above listed books are available at UoK's Grand Library

Program Outcomes Matrix

	Program Outcomes	*Level of Contribution				Targeted Competence Areas
		0	1	2	3	
1	Demonstrate fundamental knowledge of maritime business, shipping operations, port management, and international logistics.				✓	Maritime Business & Operations
2	Apply principles of management, economics, and finance to ship operations, chartering, brokerage, and maritime organizational decision-making.				✓	Maritime Economics & Management
3	Understand and interpret international maritime law, conventions, and trade regulations including SOLAS, MARPOL, UNCLOS, and INCOTERMS.				✓	Maritime Law & Policy
4	Plan and manage port and terminal operations efficiently, considering cargo handling systems, port logistics, and intermodal transport networks.				✓	Port & Terminal Operations Management
5	Employ digital tools and data-driven approaches in ship management, fleet performance monitoring, and maritime logistics systems.				✓	Digital Maritime Operations
6	Integrate sustainability, environmental protection, and decarbonization principles into maritime and logistics operations in line with IMO GHG strategy.			✓		Sustainability & Green Shipping
7	Demonstrate competence in maritime risk assessment, safety management systems (ISM Code), and crisis response in ship and shore-based contexts.			✓		Safety & Risk Management
8	Exhibit leadership, teamwork, and communication skills necessary for multicultural and interdisciplinary maritime organizations.				✓	Leadership & Intercultural Communication
9	Apply marketing, logistics, and supply chain strategies to global shipping and maritime transport sectors.				✓	Global Logistics & Supply Chain Management
10	Prepare and analyze charter parties, bills of lading, and other shipping documents while managing cargo claims and marine insurance issues.				✓	Maritime Documentation & Insurance
11	Utilize effective business English and Maritime English for negotiation, correspondence, and documentation within international maritime contexts.			✓		Maritime Communication & Professional English
12	Demonstrate ethical awareness, corporate responsibility, and adherence to international professional standards in maritime and logistics management.			✓		Ethics & Corporate Responsibility
13	Develop research skills and analytical thinking to identify, evaluate, and solve complex problems in maritime transport and logistics systems.			✓		Analytical Thinking & Research Skills
14	Adapt to innovations such as digitalization, automation, and smart shipping technologies through continuous professional development.				✓	Innovation & Lifelong Learning
15	Apply entrepreneurship and strategic management principles to establish or develop maritime-related enterprises in a competitive global environment.			✓		Entrepreneurship & Strategic Management

***0:** No Contribution **1:** Little Contribution **2:** Partial Contribution **3:** Full Contribution

Program Outcomes /Course Learning Outcomes Matrix **Level of Contribution**:**0**-No Contribution **1**-Little Contribution **2**-Partial Contribution **3**-Full Contribution										
PO	**CLO1**	**CLO2**	**CLO3**	**CLO4**	**CLO5**	**CLO6**	**CLO7**	**CLO8**	**CLO9**	**CLO10**
PO1	3	3	2	2	3	2	1	2	2	2
PO2	1	1	2	2	1	2	1	2	3	2
PO3	2	2	2	1	2	2	3	3	2	2
PO4	1	1	1	1	2	3	3	1	1	2
PO5	3	1	3	2	2	2	2	2	3	2
PO6	2	2	2	2	3	2	3	2	2	2
PO7	1	1	1	1	1	1	1	1	1	1
PO8	1	1	1	1	0	1	1	1	1	1
PO9	1	1	1	1	1	1	1	1	0	1
PO10	1	1	2	3	3	2	1	1	1	3
PO11	1	1	1	1	1	1	1	1	1	2
PO12	1	1	1	1	1	1	1	1	1	2
PO13	1	1	2	3	3	2	1	1	1	3
PO14	1	1	2	3	3	2	1	1	1	3
PO15	1	1	2	3	3	2	1	1	1	3

Course Learning Outcomes/ Evaluation Method		
CLO	**Teaching Method**	**Assessment Method**
CLO1 – Navigation Fundamentals	Lecture, Historical Case Studies, Multimedia Presentation	Quizzes, Midterm Exam, Final Exam
CLO2 – Earth and Coordinate Systems	Lecture, Tutorials, Map Exercises	Homework, Midterm Exam, Quizzes
CLO3 – Navigational Instruments	Demonstration, Hands-on Practice, Lab Sessions	Practical Exams, Lab Reports, Assignments
CLO4 – Chart Work and Positioning	Workshop, Problem-Solving Exercises, Chart Plotting	Lab Reports, Quizzes, Final Exam
CLO5 – Compass Principles	Lecture, Demonstration, Case Studies	Quizzes, Homework, Midterm Exam
CLO6 – Coastal Navigation Techniques	Practical Training, Simulation, Guided Exercises	Lab Reports, Practical Exams, Assignments
CLO7 – Chart and Publication Maintenance	Lecture, Tutorials, Guided Practice	Lab Reports, Assignments, Quizzes
CLO8 – Practical Navigation Application	Integrated Exercises, Case Studies, Simulations	Lab Reports, Project Work, Final Exam
CLO9 – Analytical Decision-Making	Problem-Solving Sessions, Scenario Analysis	Assignments, Quizzes, Final Exam
CLO10 – Communication of Navigational Information	Presentations, Group Discussions, Report Writing	Oral Presentations, Written Reports, Lab Reports

ECTS / Workload Table			
Activities	**Number**	**Duration (Hours)**	**Total Workload**
Preparation for lectures	**15**	**1**	**15**
Lectures	**15**	**4**	**60**
Midterm Exam	**1**	**2**	**2**
Preparation for Midterm Exam	**1**	**10**	**10**
Final Exam	**1**	**2**	**2**
Preparation for Final Exam	**1**	**10**	**10**
Presentation(s)	-	-	-
Preparation for Presentation(s)	-	-	-
Research for Project(s)/Essay(s)	-	-	-
Project Writing	-	-	-
Group Work	-	-	-
In-class Discussion(s)	**15**	**1**	**15**
Quiz(es)	-	-	-
Preparation for Quiz(es)	-	-	-
Laboratory	-	-	-
Assignment(s)/Homework/Class Works	**1**	**20**	**20**
Micro-Teaching Sessions	-	-	-
Lesson Planning	-	-	-
Materials Adaptation	-	-	-
Material Development	-	-	-
Draft Preparation	-	-	-
Drawing	-	-	-
Essay Writing	-	-	-
Tutorial(s)	-	-	-
Portfolio Preparation	-	-	-
Portfolio Presentation	-	-	-
Total Workload			**134**
ECTS Credit			**3**

Evaluation System		
Semester Requirements	**Number**	**Percentage of Grade**
Attendance/Participation	15	10
Laboratory	-	-
Application	-	-
Field Work	-	-
Special Course Internship (Work Placement)	-	-
Homework/Assignments	1	10
Providing reliability and motivation of the individual homework completion and Submission	-	-
Presentation/Jury	-	-
Project	-	-
Quiz	-	-
Midterms/Oral Exams	1	30
Final/Oral Exams	1	50
Total	**4**	**100**

	Percentage	**Course Grade**	**Coefficient**
Grading Policy	90-100	AA	4.0
	85-89	BA	3.5
	80-84	BB	3.0
	75-79	CB	2.5
	70-74	CC	2.0
	60-69	DC	1.5
	50-59	DD	1.0
	49 and below	FF	0.0
	Less than 70% attendance	NA	-
Course Requirements and Policies	• Alerted attendance at the lectures is essential! • Students are expected to check frequently the instructor's web page for the course announcements. • University of Kyrenia honor code will be strictly enforced regarding any issues concerning cheating.		

University of Kyrenia

Faculty of Maritime Studies

Maritime Management

Syllabus

Course name: Maritime Safety I							
Code	**Year**	**Semester**	**Credit**	**ECTS**	**Course application, Hour/Week**		
					Theoretical	**Application**	**Laboratory**
SAF101	I	Fall	3	3	2	2	0
Course type: Compulsory				**Prerequisite: x**		**Language:** English	
% Contribution to the Professional Fundamental Component				**Basic Sciences**	**Engineering Science**	**Engineering Design**	**General Education**
				30	-	-	70
Course Venue and Time				Wednesday 08.30 -12.20			
Instructor information				**Cpt. Çağrı Deliceırmak** Faculty of Maritime Studies Friday / 09:00 – 12:00 +90 (392) 650 26 00 / 4060 cagri.deliceirmak@kyrenia.edu.tr www.kyrenia.edu.tr			

Course Description	Maritime Safety I provide students with essential knowledge and practical skills for maintaining safety, security, and environmental protection at sea. The course covers personal safety and social responsibilities, basic first aid, emergency response, accident prevention, and the use of safety equipment in maritime operations. Students will learn to assess risks, manage casualties, handle medical emergencies, and respond effectively to incidents involving fire, flooding, collisions, and piracy. Additionally, the course introduces maritime security principles, the ISPS Code, and procedures to prevent pollution and protect the marine environment. Through a combination of theoretical instruction and practical exercises, students will develop the competencies needed to operate safely and responsibly aboard ships in compliance with international maritime regulations. The course will be conducted in accordance with the IMO Model Courses 1.13, 1.21, 3.26, and 3.27, as well as the national regulation "Egitim Sinav Yonergesi 2025" of the Turkish Republic. Successful students will obtain mandatory STCW certificates of (1); Personal Safety and Social Responsibility, (2); Security Familiarization, (3); Security Awareness, (4) Designated Security Duties, and (5) Elementary First Aid. The contents of the course are; Introduction to Safety and Emergencies.
Course Aims and Objectives	This course aims to train students with the knowledge, skills, and competencies required to ensure safety and security on board ships. It focuses on personal safety, first aid, emergency response, maritime security awareness, accident prevention, and environmental protection in maritime operations. The course emphasizes both theoretical understanding and practical application, preparing students for safe, responsible performance in real-world maritime environments. • Comprehend the concepts of safety, security, and emergency procedures onboard. • Comprehend safe working practices, emergency response procedures, and risk management protocols onboard. • Recognize the importance of effective communication and human relationship skills, including gender issues, minority issues, and shipboard discipline, as well as preventing and responding to violence and harassment. • Understand the importance of managing fatigue and stress on ships. • Comprehend the environmental impact of maritime operations and implement pollution prevention measures onboard. • Learn and practice the use of personal life-saving appliances and protective equipment onboard. • Acquire knowledge and comprehend maritime security protocols, including the ISPS Code, as well as security threat recognition. • Acquire fundamental first aid skills and effectively handle medical emergencies while aboard.
	LO1: Implement safety, security, and emergency protocols aboard. **LO2**: Maintain safe working practices, implement risk assessments, and emergency procedures on board.

Course Learning Outcomes	**LO3**: Maintain effective communication and human relationship skills, including the prevention and response to issues related to gender, minority groups, violence, and harassment. **LO4**: Implement strategies for managing fatigue and stress to improve onboard organization. **LO5**: Recognize environmental pollution risks and implement preventive measures to uphold environmental protection. **LO6**: Identify and correctly utilize personal life-saving appliances and protective equipment aboard. **LO7**: Familiarize with maritime security regulations, including the ISPS Code, and ship security protocols, and implement appropriate onboard security procedures to prevent and address security threats. **LO8**: Demonstrate knowledge of basic first aid procedures and apply them effectively in medical emergencies on board.

Content of the Course

Week	*Subject*
1	**Introduction to Maritime First Aid** Terminology and related maritime English terms Overview of maritime accidents and medical emergencies Assessing personal safety and accident risks Evaluating the human body and vital functions
2	**Emergency Response and Immediate Actions** Terminology and related maritime English terms Accident site management Positioning of the casualty and the unconscious casualties CPR and life-support techniques Controlling bleeding, shock management, and burns
3	**Casualty Handling and First Aid Materials** Terminology and related maritime English terms Electrical and thermal hazard interventions Safe casualty evacuation and transfer Application of bandages and use of emergency kits
4	**Basic First Aid Practical Session** Content and use of the emergency first aid kit CPR and life-support applications Safe casualty evacuation and transfer Application of bandages and use of emergency kits
5	**PSSR - Personal Safety and Social Responsibility** Terminology and related maritime English terms Safety concept and Emergencies onboard. Types of Emergencies Ship emergency plans and alternative contingency planning Emergency alarm systems and sound signals. Muster Stations, Muster Lists, and Emergency Duties
6	**PSSR – Personal LSA, Mustering and Emergency Procedures** Terminology and related maritime English terms Mustering and correct use of personal life-saving appliances Immediate actions in emergency and response procedures Escape routes, internal communications, and alarm systems
7	**PSSR - Environmental Protection at Sea** Terminology and related maritime English terms Effects of shipping and pollution on marine ecosystems Pollution prevention and the measures of pollution prevention MARPOL, Annexes, Special Areas and restrictions Content of Oil and Garbage Record Books,
8	**PSSR – Personal Safety and Safe Working Practice Onboard** Terminology and related maritime English terms Importance of maintaining safe working practices on board Ship familiarization and nature of onboard hazards Types of Personal Protective Equipment (PPE) and their usage Routine shipboard operations and risks, such as cargo, mooring, engine, and maintenance operations Work permits, enclosed space entry, working at height, and hot-work procedures
9	**PSSR - Teamwork, Human Relations, and Fatigue Management** Terminology and related maritime English terms

	Importance of language, communication skills, and methods to maintain effective communication. Shipboard routines, watchkeeping procedures, and command structure on board a vessel Maintaining effective human relationships and conflict resolution Social responsibilities, personal rights, and obligations onboard Importance of self-discipline and shipboard discipline
10	**PSSR - Teamwork, Human Relations, and Fatigue Management** Terminology and related maritime English terms Prevention and response to gender, minority, violence, and harassment issues on board Importance of nutrition, health, and hygiene onboard Effects of alcohol and drugs on seafarers and their dangers Fatigue recognition and management: effects of sleep, schedules, and physical stress
11	**Ship Security Familiarization** Terminology and related maritime English terms Introduction to ISPS Code and onboard security procedures Identifying security breaches and potential threats (piracy, armed robbery) Basic shipboard security procedures
12	**Ship Security Familiarization and Ship Security Awareness** Terminology and related maritime English terms Duties and responsibilities of the Governments, Companies, Ships, Port Facilities, the Master, and crew members Company Security Officer, Ship Security Assessment, Ship Security Plan, Ship Security Officer, Port Facility Security Plan, Port Facility Security Officer, Declaration of Security, and their relationships Introduction to Security Levels
13	**Ship Security Awareness and Designated Duties** Terminology and related maritime English terms Security Levels, Procedures, and Applications Security training and drills, national and international procedures Reporting and managing security threats
14	**Security Risk Identification and Threat Recognition** Terminology and related maritime English terms Recognizing methods and techniques used to cause security threats Identifying potential threats, including weapons, hazardous materials, and suspicious devices Handling security-related communication and information
15	**Use of Security Equipment and Systems** Terminology and related maritime English terms Familiarity with ship security systems and hardware Testing, calibrating, and maintaining security equipment Response to piracy and armed robbery incidents

Methods and Techniques used in the Course

Lectures and Interactive Discussions:

- Presentation of theoretical concepts related to maritime safety and security, emergency procedures, and emergency procedures.
- Encouraging active participation and Q&A sessions to deepen understanding.

Practical Demonstrations and Simulations:

- Hands-on training in first aid, personal lifesaving equipment, and emergency response.
- Use of simulated accident scenarios, emergency drills, and onboard equipment demonstrations.

Case Studies and Problem-Solving Exercises:

- Analysis of real maritime incidents to understand causes, preventive measures, and response strategies.
- Group exercises to develop decision-making and critical thinking skills during emergencies.

Use of Multimedia and E-Learning Tools:

- Instructional videos, interactive e-learning modules, and digital resources to illustrate safety procedures and equipment use.

Teamwork and Role-Playing Activities:

- Role assignment in emergency scenarios to practice coordination, communication, and leadership under pressure.

Assessments and Feedback:

- Regular evaluation of practical skills, knowledge tests, and drills.
- Immediate feedback and reflection sessions to improve performance and understanding.

Integration with International Standards:

- Training aligned with IMO, SOLAS, MARPOL, STCW, and ISPS Code requirements for maritime safety and security.

Sample Questions

First Aid & Emergency Response:

- Describe the steps you would take to assess a casualty after a fire on board.
- Explain how to control severe bleeding and manage shocks until further medical assistance is available.
- What is the correct procedure for performing CPR on an unconscious person in a maritime environment?

Shipboard Safety & Personal Protection:

- List the key personal protective equipment used on a ship and explain their purpose.
- What are the designated assembly stations during an emergency, and what procedures should be followed upon hearing the general alarm?

Marine Pollution Prevention:

- Explain the measures a crew member must take to prevent operational oil pollution.
- How does the MARPOL convention regulate shipboard oil pollution, and what are the consequences of non-compliance?

Fatigue Management & Human Factors:

- Discuss the effects of fatigue on shipboard operations and decision-making.
- What strategies can be employed to manage fatigue during extended watchkeeping periods?

Maritime Security & Threat Recognition:

- Describe the procedures to follow if a ship is threatened by piracy or armed robbery.
- Explain the purpose and use of the Ship Security Alert System (SSAS).
- Identify the potential security threats in the port and explain how to mitigate them.

Teamwork & Communication:

- Provide an example of an effective communication strategy during an onboard emergency.
- Discuss the importance of teamwork in managing onboard emergencies.

Practical Applications:

- Using a hypothetical scenario, demonstrate how to implement an emergency evacuation plan on a cargo ship.
- Explain how to verify the operational readiness of shipboard security equipment, such as CCTV, alarms, or access controls.

Materials Used in the Course

Textbooks and Reference Books

- Lecturer Notes, Related IMO Model Courses and STCW (Standards of Training, Certification, and Watchkeeping) manuals.
- SOLAS Consolidated Edition, MARPOL Practical Guide, ISPS Guidelines, LSA Code, PSSR Workbook, The Ultimate Guide to Personal Safety on Ships, International Medical Guide for Ships
- Related IMO Model Courses and STCW (Standards of Training, Certification, and Watchkeeping) manuals.
- Maritime Safety textbooks covering personal safety and protective equipment, shipboard emergency procedures, personal survival techniques, and pollution prevention, including SOLAS, MARPOL, STCW, ISPS Code, LSA Code, and Medical Guide for Ships
    - SOLAS Consolidated Edition
    - MARPOL Practical Guide
    - ISPS Guidelines
    - LSA Code
    - PSSR Workbook
    - The Ultimate Guide to Personal Safety on Ships
    - International Medical Guide for Ships

Supplementary Resources

- Instructional videos demonstrate emergency response techniques, personal safety, and the use of protective equipment.
- Interactive simulations of onboard emergency scenarios, including collision, flooding, fire, and piracy attacks.
- Online resources from the International Maritime Organization (IMO) and maritime safety training platforms.
- Mannequins and CPR training devices for first aid and life-saving practice.
- Personal Safety Equipment, including Life Jacket, Life Buoy, Immersion Suits, and TPAs.
- Personal protective equipment (PPE) such as helmets, gloves, and goggles.

All the above-listed books are available at UoK's Grand Library.

Program Outcomes Matrix

	Program Outcomes	*Level of Contribution				Targeted Competence Areas
		0	1	2	3	
1	Demonstrate fundamental knowledge of maritime business, shipping operations, port management, and international logistics.				✓	Maritime Business & Operations
2	Apply principles of management, economics, and finance to ship operations, chartering, brokerage, and maritime organizational decision-making.				✓	Maritime Economics & Management
3	Understand and interpret international maritime law, conventions, and trade regulations including SOLAS, MARPOL, UNCLOS, and INCOTERMS.				✓	Maritime Law & Policy
4	Plan and manage port and terminal operations efficiently, considering cargo handling systems, port logistics, and intermodal transport networks.				✓	Port & Terminal Operations Management
5	Employ digital tools and data-driven approaches in ship management, fleet performance monitoring, and maritime logistics systems.				✓	Digital Maritime Operations
6	Integrate sustainability, environmental protection, and decarbonization principles into maritime and logistics operations in line with IMO GHG strategy.			✓		Sustainability & Green Shipping
7	Demonstrate competence in maritime risk assessment, safety management systems (ISM Code), and crisis response in ship and shore-based contexts.			✓		Safety & Risk Management
8	Exhibit leadership, teamwork, and communication skills necessary for multicultural and interdisciplinary maritime organizations.				✓	Leadership & Intercultural Communication
9	Apply marketing, logistics, and supply chain strategies to global shipping and maritime transport sectors.				✓	Global Logistics & Supply Chain Management
10	Prepare and analyze charter parties, bills of lading, and other shipping documents while managing cargo claims and marine insurance issues.				✓	Maritime Documentation & Insurance
11	Utilize effective business English and Maritime English for negotiation, correspondence, and documentation within international maritime contexts.			✓		Maritime Communication & Professional English
12	Demonstrate ethical awareness, corporate responsibility, and adherence to international professional standards in maritime and logistics management.			✓		Ethics & Corporate Responsibility
13	Develop research skills and analytical thinking to identify, evaluate, and solve complex problems in maritime transport and logistics systems.			✓		Analytical Thinking & Research Skills
14	Adapt to innovations such as digitalization, automation, and smart shipping technologies through continuous professional development.				✓	Innovation & Lifelong Learning
15	Apply entrepreneurship and strategic management principles to establish or develop maritime-related enterprises in a competitive global environment.			✓		Entrepreneurship & Strategic Management

***0:** No Contribution **1:** Little Contribution **2:** Partial Contribution **3:** Full Contribution

Program Outcomes /Course Learning Outcomes Matrix **Level of Contribution**:**0**-No Contribution **1**-Little Contribution **2**-Partial Contribution **3**-Full Contribution										
PO	**CLO1**	**CLO2**	**CLO3**	**CLO4**	**CLO5**	**CLO6**	**CLO7**	**CLO8**	**CLO9**	**CLO10**
PO1	3	3	3	3	3	3	3	3	x	x
PO2	3	3	3	2	2	2	2	2	x	x
PO3	3	3	3	3	3	3	3	3	x	x
PO4	3	3	2	2	2	2	2	2	x	x
PO5	3	3	3	3	3	3	3	3	x	x
PO6	3	3	3	3	3	3	3	2	x	x
PO7	3	3	3	3	3	3	3	2	x	x
PO8	3	3	3	3	3	3	3	2	x	x
PO9	3	2	2	1	1	1	1	1	x	x
PO10	3	3	3	3	3	3	3	3	x	x
PO11	3	3	3	3	3	3	3	3	x	x
PO12	3	3	3	3	3	3	3	2	x	x
PO13	3	2	2	1	1	1	1	1	x	x
PO14	3	2	2	1	1	1	1	1	x	x
PO15	3	2	2	1	1	1	1	1	x	x

Course Learning Outcomes/ Evaluation Method		
CLO	**Teaching Method**	**Assessment Method**
LO1	Lectures, Practical Applications, Case Studies, and Discussions	Midterm Exam, Practical Exam, Final Exam, Assignment
LO2	Lectures, Practical Applications, Case Studies, and Discussions	Midterm Exam, Practical Exam, Final Exam, Assignment
LO3	Lectures, Practical Applications, Case Studies, and Discussions	Midterm Exam, Practical Exam, Final Exam, Assignment
LO4	Lectures, Practical Applications, Case Studies, and Discussions	Midterm Exam, Practical Exam, Final Exam, Assignment
LO5	Lectures, Practical Applications, Case Studies, and Discussions	Midterm Exam, Practical Exam, Final Exam, Assignment
LO6	Lectures, Practical Applications, Case Studies, and Discussions	Midterm Exam, Practical Exam, Final Exam, Assignment
LO7	Lectures, Practical Applications, Case Studies, and Discussions	Midterm Exam, Practical Exam, Final Exam, Assignment
LO8	Lectures, Practical Applications, Case Studies, and Discussions	Practical Exam, Final Exam, Assignment

ECTS / Workload Table			
Activities	**Number**	**Duration (Hours)**	**Total Workload**
Preparation for lectures	**15**	**1**	**15**
Lectures	**15**	**3**	**45**
Midterm Exam	**1**	**1**	**1**
Preparation for Midterm Exam	**1**	**5**	**5**
Final Exam	**1**	**1**	**1**
Preparation for Final Exam	**1**	**5**	**5**
Presentation(s)	-	-	-
Preparation for Presentation(s)	-	-	-
Research for Project(s)/Essay(s)	-	-	-
Project Writing	-	-	-
Group Work	-	-	-
In-class Discussion(s)	**15**	**1**	**15**
Quiz(es)	-	-	-
Preparation for Quiz(es)	-	-	-
Laboratory	-	-	-
Assignment(s)/Homework/Class Works	**2**	**4**	**8**
Micro-Teaching Sessions	-	-	-
Lesson Planning	-	-	-
Materials Adaptation	-	-	-
Material Development	-	-	-
Draft Preparation	-	-	-
Drawing	-	-	-
Essay Writing	-	-	-
Tutorial(s)	-	-	-
Portfolio Preparation	-	-	-
Portfolio Presentation	-	-	-
Total Workload			**95**
ECTS Credit			**3**

Evaluation System		
Semester Requirements	**Number**	**Percentage of Grade**
Attendance/Participation	1	10
Laboratory	-	-
Application	1	25
Field Work (Class Work)	-	-
Special Course Internship (Work Placement)	-	-
Assignment(s)/Homework/Class Works	1	15
Providing reliability and motivation of the individual homework completion and Submission	-	-
Presentation/Jury	-	-
Project	-	-
Quiz	-	-
Midterms/Oral Exams	1	20
Final/Oral Exams	1	30
Total	**5**	**100**

	Percentage	**Course Grade**	**Coefficient**
Grading Policy	90-100	AA	4.0
	85-89	BA	3.5
	80-84	BB	3.0
	75-79	CB	2.5
	70-74	CC	2.0
	60-69	DC	1.5
	50-59	DD	1.0
	49 and below	FF	0.0
	Less than 70% attendance	NA	-
Course Requirements and Policies	• Alerted attendance at the lectures is essential! • Students are expected to check the instructor's web page frequently for the course announcements. • The University of Kyrenia honor code will be strictly enforced regarding any issues concerning cheating.		

University of Kyrenia

Faculty of Maritime Studies

Maritime Management

Syllabus

Course name: Seamanship I							
Code	**Year**	**Semester**	**Credit**	**ECTS**	**Course application, Hour/Week**		
					Theoretical	**Application**	**Laboratory**
SEA101	I	Fall	3	3	2	2	0
Course type: Compulsory				**Prerequisite: x**		**Language:** English	
% Contribution to the Professional Fundamental Component				**Basic Sciences**	**Engineering Science**	**Engineering Design**	**General Education**
				30	-	-	70
Course Venue and Time				Wednesday 14.30-17.20			
Instructor information				**Cpt. Çağrı Deliceırmak** Faculty of Maritime Studies Wednesday / 09:00 – 12:00 +90 (392) 650 26 00 / 4060 cagri.deliceirmak@kyrenia.edu.tr www.kyrenia.edu.tr			

Course Description	This course provides students with a fundamental understanding of seamanship and ship structure, focusing on the types, classification, components, and equipment of ships, as well as crew duties and responsibilities. Topics include ship types and dimensions, tonnage measurements, nautical measurements, structural elements, and deck fittings. The course also covers shipboard organization, crew duties, and traditions of life at sea. Additionally, students will gain familiarity with English maritime terminology, enabling them to communicate effectively in an international maritime environment. By combining theoretical knowledge with applied terminology, the course aims to build a solid foundation for future professional practice in navigation, engineering, and maritime operations.
Course Aims and Objectives	The primary aim of this course is to introduce students to the fundamental principles of seamanship and ship structure, while developing their understanding of ship types, components, operations, and maritime terminology in English. • Comprehend the classification, categories, and dimensions of ships, including the concept of tonnage. • Acquire a comprehensive understanding of the nautical measurements, units, and directions utilized in maritime contexts. • Identify and describe the structural components of ships, including the hull, decks, bulkheads, superstructures, fittings, and framing systems. • Identify the duties and responsibilities of shipboard personnel and understand shipboard organization and traditions. • Cultivate proficiency in utilizing and understanding English maritime terminology associated with ship components, operations, and seamanship. • Acquire practical awareness of safe working practices and shipboard routines. • Establish a foundation for advanced study and professional application in navigation, engineering, and maritime operations.
Course Learning Outcomes	**LO1**: Identify and classify ships according to their types, functions, and structural characteristics. **LO2**: Recognize ship classification by categories, dimensions, and tonnage concepts, and relate them to ship design and operational capacity. **LO3**: Demonstrate knowledge of nautical units, measurements, and directions. **LO4**: Describe the primary structural components of a vessel, including the hull, decks, bulkheads, superstructures, deck fittings, framing systems, and other relevant elements, employing appropriate maritime terminology. **LO5**: Demonstrate an understanding of shipboard organization, including the hierarchy, responsibilities of officers and ratings, and the overall crew structure. **LO6**: Utilize English maritime terminology proficiently in references to ship components, seamanship operations, and onboard communication. **LO7**: Demonstrate safe working practices and routines onboard, while demonstrating awareness of seamanship traditions and professional conduct. **LO8**: Integrate seamanship knowledge as a foundation for advanced navigation, construction, ship handling, and maritime operations.

Content of the Course

Week	*Subject*
1	**Introduction to Seamanship** Terminology and related maritime English terms Definition of seamanship and its historical development Importance of seamanship in maritime operations Basic maritime terminology
2	**Types and Classification of Ships** Terminology and related maritime English terms Definition and classification of ships Merchant, naval, and service vessels Human-powered, sailing, and motor-driven craft
3	**Types and Classification of Ships** Terminology and related maritime English terms Cargo Ship types, dimensions, and classifications Tanker types, dimensions, and classifications Bulk Carrier types, dimensions, and classifications
4	**Types and Classification of Ships** Terminology and related maritime English terms Container Ship types, dimensions, and classifications Passenger Ship types, dimensions, and classifications RORO and Special Purpose Ship types, dimensions, and classifications
5	**Types and Classification of Ships** Terminology and related maritime English terms Boats, structure, accessories, and equipment Varieties of sailing boats and their characteristics Types of sails and sail parts Masts, spars, and rigging terminology
6	**Directions on Ships** Terminology and related maritime English terms Directions aboard the ship: port, starboard, forward, aft, and midship Directions about the ships: ahead, astern, bow, and quarters
7	**Structure and Parts of Ships** Terminology and related maritime English terms Hull structure and keel Bulkheads, compartments Cargo holds and hatch covers Superstructure and accommodation Main deck and other decks Navigation bridge, Funnel, and engine casing Masts and parts of masts
8	**Structure and Parts of Ships** Terminology and related maritime English terms Engine Room Main and Auxiliary engines Propeller, Rudder, and Thrusters Tanks and pipelines

	Steering gear room, stores, and lockers Cofferdams, duct-keel, and tunnels
9	**Structure and Parts of Ships** Terminology and related maritime English terms Keel, bulkheads, and Shell plating Frames and framing systems Longitudinal and transverse frames Deck fittings Manholes, watertight doors Ventilation and fan systems Gangways, ladder, and accommodation ladders
10	**Load Lines** Terminology and related maritime English terms Load lines International load line zones Load-lines Marks or Plimsol Marks, Tonnage concepts Measurement standards
11	**Tonnage Measurements of Ships** Terminology and related maritime English terms Tonnage measurements Gross tonnage, Net tonnage, Long Ton, Short Ton, and Metric Ton Deadweight, Displacement, Light Displacement Draft and draft marks
12	**Nautical Measurements** Terminology and related maritime English terms Length and Speed measurements Weight and Volume measurements Other nautical measurements
13	**Shipboard Organization and Crew Structure I** Shipboard organizational and management structure The Master and crew, definition Duties and Responsibilities of the Master, Officers, and Engineers Duties and responsibilities of the deck, engine, and catering crew
14	**Shipboard Organization and Crew Structure II** Watchkeeping duties and responsibilities International regulations on crew work-rest hours Life on board: rules, traditions, and culture
15	**Review and Final Evaluation** Recap of seamanship, ship types, parts, measurements, and organizational structure Practical assessment and scenario-based exercises Evaluation of student competence in shipboard safety and security operations

Methods and Techniques used in the Course

Lectures & Theoretical Explanations – Instructor-led presentations supported by visual materials to explain ship structures, classifications, and maritime terminology.

Classroom Discussions & Question–Answer Sessions – Interactive sessions to encourage critical thinking and clarification of concepts.

Case Studies & Problem-Solving Activities – Analysis of real-life seamanship scenarios and shipboard operations to enhance decision-making skills.

Practical Demonstrations – Use of ship models, diagrams, and multimedia tools to demonstrate structural elements, equipment, and seamanship practices.

Collaborative Learning – Group assignments and peer discussions to promote teamwork and communication using maritime terminology.

Simulation-Based Learning (where applicable) – Application of ship handling and navigation software, or bridge simulators, to reinforce theoretical knowledge.

Terminology Drills & Exercises – Practice of English maritime terms to improve professional language competence.

Assignments & Projects – Independent research tasks and written reports to develop analytical and academic writing skills.

Examinations & Quizzes – Assessment methods to measure theoretical understanding and practical application.

Sample Questions

- Explain the function of the keel, frames, and bulkheads in ensuring structural integrity.
- What is the purpose of watertight bulkheads and cofferdams?
- Describe the role of the bridge and engine room in ship operations.
- What is the difference between *gross tonnage (GT)* and *net tonnage (NT)*.
- What are the duties of the deck officers and engine officers?

Materials Used in the Course

Textbooks and Reference Books

- Lecturer Notes, Related IMO Model Courses, and STCW (Standards of Training, Certification, and Watchkeeping) manuals.
- SOLAS Consolidated Edition, Introduction to Naval Architecture, Ship Construction, Seamanship Techniques: Shipboard and Marine Operations, The Annapolis Book of Seamanship.

Supplementary Resources

- Instructional videos demonstrate seamanship techniques, and ship construction.
- Online resources from the International Maritime Organization (IMO) and maritime safety training platforms.
- Training ship

All the above listed books are available at UoK's Grand Library

Program Outcomes Matrix

	Program Outcomes	*Level of Contribution				Targeted Competence Areas
		0	1	2	3	
1	Demonstrate fundamental knowledge of maritime business, shipping operations, port management, and international logistics.				✓	Maritime Business & Operations
2	Apply principles of management, economics, and finance to ship operations, chartering, brokerage, and maritime organizational decision-making.				✓	Maritime Economics & Management
3	Understand and interpret international maritime law, conventions, and trade regulations including SOLAS, MARPOL, UNCLOS, and INCOTERMS.				✓	Maritime Law & Policy
4	Plan and manage port and terminal operations efficiently, considering cargo handling systems, port logistics, and intermodal transport networks.				✓	Port & Terminal Operations Management
5	Employ digital tools and data-driven approaches in ship management, fleet performance monitoring, and maritime logistics systems.				✓	Digital Maritime Operations
6	Integrate sustainability, environmental protection, and decarbonization principles into maritime and logistics operations in line with IMO GHG strategy.			✓		Sustainability & Green Shipping
7	Demonstrate competence in maritime risk assessment, safety management systems (ISM Code), and crisis response in ship and shore-based contexts.			✓		Safety & Risk Management
8	Exhibit leadership, teamwork, and communication skills necessary for multicultural and interdisciplinary maritime organizations.				✓	Leadership & Intercultural Communication
9	Apply marketing, logistics, and supply chain strategies to global shipping and maritime transport sectors.				✓	Global Logistics & Supply Chain Management
10	Prepare and analyze charter parties, bills of lading, and other shipping documents while managing cargo claims and marine insurance issues.				✓	Maritime Documentation & Insurance
11	Utilize effective business English and Maritime English for negotiation, correspondence, and documentation within international maritime contexts.			✓		Maritime Communication & Professional English
12	Demonstrate ethical awareness, corporate responsibility, and adherence to international professional standards in maritime and logistics management.			✓		Ethics & Corporate Responsibility
13	Develop research skills and analytical thinking to identify, evaluate, and solve complex problems in maritime transport and logistics systems.			✓		Analytical Thinking & Research Skills
14	Adapt to innovations such as digitalization, automation, and smart shipping technologies through continuous professional development.				✓	Innovation & Lifelong Learning
15	Apply entrepreneurship and strategic management principles to establish or develop maritime-related enterprises in a competitive global environment.			✓		Entrepreneurship & Strategic Management

***0:** No Contribution **1:** Little Contribution **2:** Partial Contribution **3:** Full Contribution

Program Outcomes /Course Learning Outcomes Matrix **Level of Contribution**:**0**-No Contribution **1**-Little Contribution **2**-Partial Contribution **3**-Full Contribution										
PO	**CLO1**	**CLO2**	**CLO3**	**CLO4**	**CLO5**	**CLO6**	**CLO7**	**CLO8**	**CLO9**	**CLO10**
PO1	3	3	3	3	3	3	3	3	x	x
PO2	3	3	3	3	2	3	3	3	x	x
PO3	3	3	3	3	3	3	3	3	x	x
PO4	3	3	3	3	2	3	3	3	x	x
PO5	2	2	3	2	3	2	2	2	x	x
PO6	3	3	3	3	3	3	3	3	x	x
PO7	3	3	3	3	3	3	3	3	x	x
PO8	2	2	2	2	3	2	2	2	x	x
PO9	1	1	1	1	1	1	1	1	x	x
PO10	3	3	3	3	3	3	3	3	x	x
PO11	2	2	2	2	3	2	2	2	x	x
PO12	3	3	3	3	3	3	3	3	x	x
PO13	2	2	2	2	3	2	2	2	x	x
PO14	2	2	2	2	3	2	2	2	x	x
PO15	2	2	2	2	3	2	2	2	x	x

Course Learning Outcomes/ Evaluation Method		
CLO	**Teaching Method**	**Assessment Method**
LO1	Lectures, Practical Applications, Case Studies, and Discussions	Midterm Exam, Practical Exam, Final Exam, Assignment
LO2	Lectures, Practical Applications, Case Studies, and Discussions	Midterm Exam, Practical Exam, Final Exam, Assignment
LO3	Lectures, Practical Applications, Case Studies, and Discussions	Midterm Exam, Practical Exam, Final Exam, Assignment
LO4	Lectures, Practical Applications, Case Studies, and Discussions	Midterm Exam, Practical Exam, Final Exam, Assignment
LO5	Lectures, Practical Applications, Case Studies, and Discussions	Midterm Exam, Practical Exam, Final Exam, Assignment
LO6	Lectures, Practical Applications, Case Studies, and Discussions	Midterm Exam, Practical Exam, Final Exam, Assignment
LO7	Lectures, Practical Applications, Case Studies, and Discussions	Midterm Exam, Practical Exam, Final Exam, Assignment
LO8	Lectures, Practical Applications, Case Studies, and Discussions	Practical Exam, Final Exam, Assignment

ECTS / Workload Table			
Activities	**Number**	**Duration (Hours)**	**Total Workload**
Preparation for lectures	**15**	**1**	**15**
Lectures	**15**	**3**	**45**
Midterm Exam	**1**	**1**	**1**
Preparation for Midterm Exam	**1**	**5**	**5**
Final Exam	**1**	**1**	**1**
Preparation for Final Exam	**1**	**5**	**5**
Presentation(s)	-	-	-
Preparation for Presentation(s)	-	-	-
Research for Project(s)/Essay(s)	-	-	-
Project Writing	-	-	-
Group Work	-	-	-
In-class Discussion(s)	**15**	**1**	**15**
Quiz(es)	-	-	-
Preparation for Quiz(es)	-	-	-
Laboratory	-	-	-
Assignment(s)/Homework/Class Works	**2**	**5**	**10**
Micro-Teaching Sessions	-	-	-
Lesson Planning	-	-	-
Materials Adaptation	-	-	-
Material Development	-	-	-
Draft Preparation	-	-	-
Drawing	-	-	-
Essay Writing	-	-	-
Tutorial(s)	-	-	-
Portfolio Preparation	-	-	-
Portfolio Presentation	-	-	-
Total Workload			**97**
ECTS Credit			**3**

Evaluation System		
Semester Requirements	**Number**	**Percentage of Grade**
Attendance/Participation	1	10
Laboratory	-	-
Application	-	-
Field Work	-	-
Special Course Internship (Work Placement)	-	-
Assignment(s)/Homework/Class Works	2	20
Providing reliability and motivation for the individual homework completion and Submission	-	-
Presentation/Jury	-	-
Project	-	-
Quiz	-	-
Midterms/Oral Exams	1	30
Final/Oral Exams	1	40
Total	**5**	**100**

	Percentage	**Course Grade**	**Coefficient**
Grading Policy	90-100	AA	4.0
	85-89	BA	3.5
	80-84	BB	3.0
	75-79	CB	2.5
	70-74	CC	2.0
	60-69	DC	1.5
	50-59	DD	1.0
	49 and below	FF	0.0
	Less than 70% attendance	NA	-
Course Requirements and Policies	• Alerted attendance at the lectures is essential! • Students are expected to check frequently the instructor's web page for the course announcements. • University of Kyrenia honor code will be strictly enforced regarding any issues concerning cheating.		