University of Kyrenia

Faculty of Maritime Studies

Maritime Management

Syllabus

Course name: Chartering and Shipbroking II							
Code	**Year**	**Semester**	**Credit**	**ECTS**	**Course application, Hour/Week**		
					Theoretical	**Application**	**Laboratory**
CSB402	IV	Spring	3	3	3	0	0
Course type: Compulsory Elective				**Prerequisite: x**		**Language:** English	
% Contribution to the Professional Fundamental Component				**Basic Sciences**	**Engineering Science**	**Engineering Design**	**General Education**
				-	-	-	100
Course Venue and Time				Monday / 08:30 – 11:20			
Instructor information				**Dr. Gökhan Tarı** Faculty of Maritime Studies Wednesday / 09:00 – 12:00 +90 (392) 650 26 00 / 4040 gokhan.tari@kyrenia.edu.tr www.kyrenia.edu.tr			

Course Description	This course provides an advanced understanding of ship hiring and contractual practices within the framework of international maritime commerce. It focuses on the dynamics of maritime markets, including liner and tramp shipping, and explores the different types of charter party agreements such as voyage, time, and bareboat charters. Students will gain practical knowledge of freight markets, negotiation processes, and essential shipping documents including bills of lading, notices of readiness, statements of facts, and time sheets. The course also examines the roles of shipping agents, brokers, and international maritime organizations, as well as the implications of international trade terms (INCOTERMS) and flags of convenience. Special emphasis is placed on the use of Maritime English in documentation, correspondence, and record keeping, equipping students with both theoretical and practical competencies required in the global shipping industry.
Course Aims and Objectives	The course aims to provide students with a comprehensive understanding of maritime commercial operations, focusing on ship hiring, charter agreements, and freight contracts. It seeks to develop both theoretical knowledge and practical skills required for effective ship management, negotiation, and documentation in the international shipping industry. • Understand the structure and dynamics of maritime markets, including liner and tramp shipping. • Analyze different types of charter party agreements (voyage, time, and bareboat) and their key elements. • Apply knowledge of freight markets, charter negotiations, and the use of shipping abbreviations. • Interpret and prepare essential shipping documents, including bills of lading, notices of readiness, statements of facts, and time sheets. • Recognize the roles and responsibilities of shipping agents, brokers, and flag states in maritime operations. • Utilize international trade terms (INCOTERMS) effectively in shipping contracts. • Develop proficiency in Maritime English for documentation, correspondence, and reporting. • Understand the legal and operational framework of international maritime organizations and conventions affecting ship hiring and chartering.
	CLO1. Analyze the structure and functioning of maritime markets, including liner and tramp markets, and evaluate the key factors influencing freight rates.

Course Learning Outcomes	CLO2. Identify, compare, and interpret major types of charter parties (voyage, time, bareboat) and explain their essential contractual components. CLO3. Demonstrate practical negotiation skills for chartering processes, including preparing offers, counteroffers, and assessing key charter clauses. CLO4. Prepare, interpret, and verify essential shipping documents such as bills of lading, notices of readiness, statements of facts, time sheets, and cargo manifests. CLO5. Apply international trade terms, including INCOTERMS, accurately in maritime contracts and operational decision-making. CLO6. Communicate effectively in written and oral Maritime English within the context of ship operations, reporting, documentation, and maritime correspondence. CLO7. Explain the legal and regulatory frameworks governing shipping operations, including the roles of international maritime organizations, flag states, and global conventions affecting ship hiring and freight contracts. CLO8. Assess the responsibilities, liabilities, and rights of shipowners, charterers, agents, and other stakeholders within various shipping agreements. CLO9. Evaluate operational and commercial risks related to voyage performance, delays, laytime/demurrage, and cargo claims in maritime transportation. CLO10. Integrate market analysis, legal frameworks, contractual knowledge, and documentation skills to make informed and strategic decisions in chartering and ship operations.

Content of the Course

Week	*Subject*
1	**Introduction to Maritime Commercial Operations** • Overview of maritime markets • Basic concepts of liner and tramp shipping
2	**Introduction to Maritime Commercial Operations** • Overview of maritime markets • Basic concepts of liner and tramp shipping
3	**Liner Shipping Services** • Characteristics of liner trade • Operational and commercial aspects
4	**Tramp Shipping Operations** • Tramp shipping markets and contracts • Flexibility and cargo types
5	**Freight Markets and Dynamics** • Spot, time charter, and long-term markets • Market cycles and their implications
6	**Charter Party Agreements** • Structure and types of charter parties • Main contractual provisions
7	**Voyage Charter Parties** • Key elements and clauses • Responsibilities of owners and charterers
8	**Voyage Charter Parties** • Key elements and clauses • Responsibilities of owners and charterers
9	**Bareboat Charter Parties** • Essential provisions and responsibilities • Distinction from voyage and time charters
10	**Chartering Negotiations and Documentation** • Offer and counter-offer methods • Negotiation strategies and practices
11	**Freight, Abbreviations, and Related Terms** • Common abbreviations and expressions • Practical usage in chartering
12	**Bills of Lading** • Functions and types • Relations to letters of credit and indemnity letters
13	**Maritime Agents and Documentation** • Types of agents and their roles • Preparation of documents: Notice of Readiness, SOF, Time Sheet, Mate's Receipt, Manifest, Loading Order
14	**Maritime Agents and Documentation** • Types of agents and their roles • Preparation of documents: Notice of Readiness, SOF, Time Sheet, Mate's Receipt, Manifest, Loading Order
15	**International Trade Terms and Shipping Organizations** • INCOTERMS and their applications • International shipping conferences and organizations • Flags of convenience and their implications

Methods and Techniques used in the Course

Lectures: Systematic presentations of theoretical concepts, maritime laws, charter types, and shipping markets.

Case Studies: Analysis of real-world shipping contracts, disputes, and negotiations to develop practical understanding.

Document Review Workshops: Hands-on exercises in preparing, interpreting, and evaluating bills of lading, manifests, and other shipping documentation.

Simulations and Role-Playing: Practice of charter negotiations, freight discussions, and problem-solving in a controlled, realistic environment.

Group Discussions: Collaborative evaluation of charter party clauses, market conditions, and risk management strategies.

Maritime English Exercises: Structured practice of professional communication, report writing, and correspondence in Maritime English.

Guest Lectures / Seminars (Optional): Insights from industry professionals on current trends, regulations, and charter practices.

Assignments and Quizzes: Individual and group tasks to reinforce theoretical knowledge and applied skills.

Sample Questions

- Explain the differences between voyage, time, and bareboat charter agreements and provide examples of when each type is used.
- Describe the roles and responsibilities of the shipowner, charterer, and agent in a shipping contract.
- Analyze a sample bill of lading and identify the critical clauses that affect the rights and obligations of the parties.
- Discuss the steps involved in negotiating a charter party, including offers, counteroffers, and finalization.
- Explain how INCOTERMS influence contractual obligations in international maritime trade.
- Interpret a statement of facts (SOF) and time sheet for a given voyage scenario.
- Describe the documentation required for a voyage under a liner service and a tramp service.
- Evaluate a scenario in which a dispute arises under a freight contract and propose a resolution based on maritime law principles.
- Explain how international maritime organizations and conventions affect ship hiring and chartering practices.
- Translate common shipping terms and abbreviations into Maritime English for documentation and correspondence.

Materials Used in the Course

Textbooks & Reference Books

- "Shipbroking and Chartering Practice" – relevant chapters on chartering types and freight contracts
- "Maritime Law" – sections on contracts, bills of lading, and liability
- "Maritime English for Ship Operators" – for terminology and documentation

Official Documents and Templates

- Sample charter parties (voyage, time, bareboat)
- Sample bills of lading and shipping manifests
- Statement of Facts (SOF) and Time Sheet templates

International Conventions and Guidelines

- INCOTERMS (latest edition)
- IMO guidelines relevant to chartering, freight contracts, and documentation
- International maritime conventions impacting contracts and shipping operations

Digital and Online Resources

- Online freight and chartering databases
- IMO and national maritime authority websites
- Online case studies and reports on charter disputes

Practical Tools

- Simulation software for voyage planning and chartering scenarios
- Forms for ship registration, cargo operations, and agent communication

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 / CLO	**CLO1**	**CLO2**	**CLO3**	**CLO4**	**CLO5**	**CLO6**	**CLO7**	**CLO8**	**CLO9**	**CLO10**
PO1	3	3	2	2	2	2	2	2	2	3
PO2	3	3	3	2	2	2	2	2	2	3
PO3	2	3	2	3	3	2	3	3	2	3
PO4	2	2	2	2	2	2	2	2	2	2
PO5	1	2	2	2	2	2	2	2	2	2
PO6	1	2	2	2	2	2	2	2	2	2
PO7	1	2	2	2	2	3	2	3	3	3
PO8	1	1	2	1	1	2	2	2	2	2
PO9	1	1	2	1	2	2	2	2	2	2
PO10	2	2	2	2	2	3	2	2	2	3
PO11	1	2	2	2	2	3	2	3	2	3
PO12	1	2	1	2	1	2	2	2	2	2

Course Learning Outcomes/ Evaluation Method		
CLO	**Teaching Method**	**Assessment Method**
CLO1. Analyze Maritime Markets	Lectures, case studies, market data analysis	Midterm exam, assignments, class discussion
CLO2. Understand Charter Agreements	Lectures, document analysis, comparative workshops	Midterm exam, quizzes, document-based assessment
CLO3. Negotiate Charter Terms	Role-playing activities, simulations, case studies	Simulation performance, oral assessment, assignment
CLO4. Prepare and Interpret Shipping Documents	Practical workshops, document drafting sessions, demonstrations	Practical exam, portfolio submission, assignments
CLO5. Apply International Trade Terms (INCOTERMS)	Interactive lectures, scenario-based exercises	Quiz, written exam, case-based assignment
CLO6. Demonstrate Maritime English Proficiency	Writing exercises, oral communication sessions, presentations	Oral exam, written exam, presentation assessment
CLO7. Understand Legal and Regulatory Frameworks	Lectures, regulation analysis, discussion sessions	Midterm/final exam, short written assignments
CLO8. Assess Risk and Liability	Case studies, group discussions, legal scenario analysis	Case-study exam, written assignments
CLO9. Apply Knowledge in Real Shipping Scenarios	Problem-solving sessions, workshops, real-world cases	Final exam, scenario-based assessment
CLO10. Demonstrate Professional Decision-Making in Maritime Operations	Interactive lectures, simulations, group work	Final exam, simulation performance, participation

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**	**5**	**5**
Final Exam	**1**	**2**	**2**
Preparation for Final Exam	**1**	**5**	**5**
Presentation(s)	-	-	-
Preparation for Presentation(s)	-	-	-
Research for Project(s)/Essay(s)	-	-	-
Project Writing	-	-	-
Group Work	**2**	**5**	**10**
In-class Discussion(s)	-	-	-
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			**94**
ECTS Credit			**3**

Evaluation System		
Semester Requirements	**Number**	**Percentage of Grade**
Attendance/Participation	-	-
Laboratory	-	-
Application	2	10
Field Work	2	10
Special Course Internship (Work Placement)	-	-
Homework/Assignments	2	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	40
Total	**2**	**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: Emergency Procedures							
Code	**Year**	**Semester**	**Credit**	**ECTS**	**Course application, Hour/Week**		
					Theoretical	**Application**	**Laboratory**
EMR402	IV	Spring	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				Friday / 09:30 – 13:20			
Instructor information				**Cpt. Çağrı Deliceırmak** Faculty of Maritime Studies Wednesday / 09:00 - 12:00 +90 (392) 650 26 00 / 4040 cagri.deliceırmak@kyrenia.edu.tr www.kyrenia.edu.tr			

Course Description	This course offers a comprehensive overview of emergency procedures on board ships, with a focus on the safety and security of the crew, passengers, cargo, and the vessel. It covers the practical and theoretical aspects of emergencies, including collision, grounding, and damage control, as well as precautionary measures, emergency response, and post-incident mitigation. The course also addresses the operation and maintenance of lifesaving and firefighting systems, emergency steering and backup arrangements, coordination of rescue operations, and effective communication during emergencies. Additionally, the course introduces medical care management on board, including the use of international medical guides, first aid for hazardous cargo incidents, and medical emergency communication in English. Students will acquire the knowledge and skills necessary to respond efficiently to maritime emergencies, ensuring compliance with international regulations and safety standards.
Course Aims and Objectives	The course aims to equip students with the theoretical knowledge and practical skills required to effectively manage emergencies aboard ships, ensuring the safety of crew, passengers, and the vessel. It aims to develop an understanding of international maritime safety regulations, emergency procedures, and damage-control strategies. • Gain an understanding of how to prevent, respond to, and report emergencies such as collisions, grounding, stranding, beaching, structural damage, fire, explosion, pollution, blackout, steering, and engine failures. • Provide skills for effective emergency steering and backup arrangements. • Understand methods of emergency towing and towing arrangements. • Develop contingency and damage control planning, as well as enhance decision-making, leadership, coordination, and situational awareness skills for managing emergencies. • Familiarize with international maritime safety standards, regulations, and emergency preparedness best practices. • Develop the capability to operate and maintain lifesaving, firefighting, and other emergency systems to ensure safety on board. • Learn the coordination of search and rescue operations at sea.

	• Acquire knowledge in medical care management aboard ships, encompassing first aid, utilization of medical guides, and emergency communication protocols.
Course Learning Outcomes	**LO1**: Demonstrate knowledge and proficiency in emergency procedures and apply appropriate measures to mitigate risks. **LO2**: Demonstrate knowledge and proficiency in emergency steering and towing. **LO3**: Develop, execute, and assess contingency and damage control strategies to maintain vessel integrity during emergencies. **LO4**: Demonstrate leadership, decision-making, and situational awareness skills essential for managing onboard emergencies. **LO5**: Demonstrate awareness of international maritime safety standards and regulations and apply them during emergencies. **LO6**: Ensure the safety and security of the vessel, crew, and environment through the effective utilization of lifesaving, firefighting, and other emergency response systems. **LO7**: Coordinate search, rescue, and assistance operations in compliance with international maritime regulations. **LO8**: Adhere to international medical guidelines and deliver medical care within maritime environments, encompassing effective medical communication.

Content of the Course

Week	*Subject*
1	**Introduction to Emergency Procedures** Terminology and related maritime English terms Overview of shipboard emergencies Roles and responsibilities during emergencies
2	**Collision, Grounding, and Damage Control – Part 1** Terminology and related maritime English terms Precautions when beaching and grounding a vessel Actions immediately before and after beaching and grounding
3	**Collision, Grounding, and Damage Control – Part 2** Terminology and related maritime English terms Refloating grounded ships with or without assistance Emergency actions following loss of watertight integrity
4	**Damage Control Procedures** Terminology and related maritime English terms Implementation of shipboard damage control measures Organization and responsibilities of damage control teams
5	**Steering and Manoeuvring in Emergencies** Terminology and related maritime English terms Emergency steering systems, Contingency procedures for steering failure
6	**Backup Arrangements and Emergency Towing** Terminology and related maritime English terms Alternative propulsion and steering systems Emergency towing procedures and techniques
7	**Coordination of Rescue and Assistance Operations** Terminology and related maritime English terms Ship-to-ship, ship-to-shore and ship-to-air coordination in SAR operations Coordination and collaboration with search and rescue authorities
8	**Safety and Security of Crew and Passengers** Terminology and related maritime English terms Maintaining safety during evacuation and emergencies Duties and responsibilities in life-saving and firefighting operations
9	**Lifesaving Appliances and Firefighting Systems – Part 1**

	Terminology and related maritime English terms Regulations for life-saving appliances Organization of fire and abandon-ship drills
10	**Lifesaving Appliances and Firefighting Systems – Part 2** Terminology and related maritime English terms Operational maintenance of lifesaving, firefighting, and safety systems Measures to protect all personnel during emergencies
11	**Post-Incident Damage Mitigation** Terminology and related maritime English terms Actions to reduce damage after fire, explosion, collision, or grounding Restoration of ship stability and integrity
12	**Development of Emergency and Damage Control Plans** Terminology and related maritime English terms Preparation of contingency plans for various emergencies Integration of fire prevention and firefighting systems
13	**Report on Pollution** Terminology and related maritime English terms External Communication and Reporting of Pollution Legal aspects and responsibilities
14	**Medical Care on Board** Terminology and related maritime English terms International medical publications and guides Shipboard medical responsibilities Use of the International Code of Signals for medical emergencies First aid procedures for hazardous cargo incidents Sending and receiving medical emergency messages
15	**Review and Final Evaluation** Recap of emergency procedures Practical assessment and scenario-based exercises Evaluation of student competence in shipboard emergency procedures

Methods and Techniques used in the Course

Lectures and Presentations: In-depth explanations of emergency procedures, safety protocols, and maritime regulations.

Case Studies: Analysis of past maritime emergencies to identify best practices and lessons learned.

Simulation Exercises: Practical exercises using ship simulators to practice collision, grounding, and emergency response scenarios.

Demonstrations: Hands-on demonstrations of lifesaving equipment, firefighting systems, and damage control techniques.

Workshops: Interactive sessions for planning and coordinating emergency operations, including crew and passenger safety.

Role-Playing: Simulated onboard emergencies to develop decision-making, leadership, and communication skills.

Group Discussions: Collaborative analysis of safety protocols, emergency plans, and international regulations.

Practical Drills: Conducting lifeboat, firefighting, and medical emergency drills to reinforce operational readiness.

Multimedia Tools: Use of videos, diagrams, and online resources to visualize emergency procedures and safety equipment.

Assessment and Feedback: Continuous evaluation through quizzes, practical exercises, and scenario-based assessments to reinforce learning.

Sample Questions

- Describe the steps to be taken immediately before and after a ship runs aground to ensure safety and minimize damage.
- Explain the procedures for controlling flooding and structural damage after a collision at sea.
- How would you organize and coordinate a search and rescue operation following a man-overboard incident?
- Discuss the proper use and maintenance of lifesaving appliances and firefighting systems on board.
- Explain how to develop and implement an emergency response plan for fire or explosion on a ship.
- Describe the procedures for emergency steering and backup arrangements in case of steering failure.
- How is medical care provided on board, and what international medical guides and communication protocols are used?

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, LSA Code, Marine Emergencies: For Masters and Mates, International Medical Guide for Ships
- Related IMO Model Courses and STCW (Standards of Training, Certification, and Watchkeeping) manuals.
- Maritime Safety textbooks covering onboard emergencies, shipboard emergency procedures, including collision, grounding, flooding, fire, explosion, pollution, and injuries
    - SOLAS Consolidated Edition
    - LSA Code
    - FSS Code
    - The Fire Fighting System Guidance
    - Fire Prevention and Fire Fighting
    - Emergency Procedures and General Check Lists at Sea
    - Guidelines for Contingency Plans
    - 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.
- Mannequin 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	2	x	x
PO2	3	3	3	2	2	2	2	3	x	x
PO3	3	3	3	3	3	3	3	3	x	x
PO4	3	3	2	2	2	2	2	1	x	x
PO5	3	3	3	3	3	3	3	3	x	x
PO6	3	3	3	3	3	3	2	2	x	x
PO7	3	3	3	3	3	3	2	2	x	x
PO8	3	3	3	3	3	3	2	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	2	3	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, Final Exam, Assignment
LO8	Lectures, Practical Applications, Case Studies, and Discussions	Midterm 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	1	20
Field Work (Class Work)	-	-
Special Course Internship (Work Placement)	-	-
Assignment(s)/Homework/Class Works	1	20
Providing reliability and motivation for 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: Graduation Project							
Code	**Year**	**Semester**	**Credit**	**ECTS**	**Course application, Hour/Week**		
					Theoretical	**Application**	**Laboratory**
FGP444	IV	Spring	2	4	0	4	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 09.30-14.20			
Instructor information				**Prof. Dr. Şenol Başkaya** Faculty of Maritime Studies Wednesday / 09:00 - 12:00 +90 (392) 650 26 00 / 4060 senol.baskaya@kyrenia.edu.tr www.kyrenia.edu.tr			

Course Description	The **Graduation Project** course is designed as a capstone experience that enables students to integrate and apply the knowledge and skills they have acquired throughout their academic studies. The course emphasizes independent research, critical thinking, problem solving, and project-based learning, guiding students through the entire process of identifying a problem, developing a theoretical and methodological framework, conducting research, and presenting their findings in a scientific manner. Through weekly guidance, students are introduced to the historical background, theoretical foundations, research methodologies, and ethical considerations relevant to their chosen field of study. They engage in practical applications, critical discussions, and collaborative or individual project work. Special emphasis is placed on scientific writing, academic presentation, and the ability to analyze and evaluate current developments in the field. By the end of the course, students are expected to complete an original project that demonstrates their capacity for independent inquiry, academic writing, and professional presentation, preparing them for advanced research or professional careers in their discipline.
Course Aims and Objectives	The main aim of the **Graduation Project** course is to provide students with the opportunity to synthesize and apply the theoretical knowledge, technical skills, and research competencies they have acquired during their undergraduate education in a comprehensive project. The course is designed to foster independent research, critical thinking, and problem-solving skills, while preparing students for professional practice and/or advanced academic studies. • Identify, define, and formulate a research problem or project topic relevant to their field of study. • Conduct a thorough literature review and establish a strong theoretical framework. • Select and apply appropriate research methods and data analysis techniques. • Develop solutions to practical or theoretical problems through independent and/or group work.

	• Adhere to ethical principles in research, including data privacy, academic honesty, and responsible authorship. • Enhance project management, teamwork, and communication skills. • Prepare a well-structured scientific report and deliver an effective academic presentation. • Demonstrate the ability to integrate multidisciplinary knowledge and apply it to real-world or research-based problems.
Course Learning Outcomes	**CLO1:** Define and formulate a research problem or project topic relevant to maritime, engineering, or related disciplines. **CLO2:** Conduct a comprehensive literature review and critically evaluate existing knowledge in the field. **CLO3:** Select and apply appropriate research methods (quantitative, qualitative, or mixed) to address the project objectives. **CLO4:** Design and implement a research/project plan, including data collection, analysis, and interpretation. **CLO5:** Apply ethical principles in conducting research, ensuring academic integrity and data security. **CLO6:** Demonstrate problem-solving and critical thinking skills in addressing complex technical or theoretical issues. **CLO7:** Collaborate effectively in individual or group projects, managing time and resources efficiently. **CLO8:** Prepare a structured scientific report that meets academic writing standards. **CLO9:** Present project outcomes effectively using oral, written, and visual communication techniques. **CLO10:** Integrate multidisciplinary knowledge and propose innovative solutions or contributions to the field.

Content of the Course

Week	*Subject*
1	**Introduction and Basic Concepts** Aim and content of the course Basic concepts and definitions related to the subject General functioning of the course and evaluation methods
2	**Historical Development and Current Situation** Historical origins of the issue Important scientists and studies in the field Current developments and debates
3	**Theoretical Framework** The main theories used to explain the topic Models and conceptual frameworks Comparison of different theories
4	**Research Methods** Methods used when conducting research on the topic Data collection techniques (questionnaire, observation, experiment etc.) Data analysis methods (statistical analysis, qualitative analysis etc.)
5	**Application Areas** Applications of the subject in different fields Practical examples and case studies Impact of technological developments
6	**Ethical Principles** Ethical principles in scientific research Data privacy and security Conflicts of interest
7	**Critical Thinking and Problem Solving** Critical thinking skills Problem solving methods Decision-making processes
8	**Scientific Writing and Presentation** Rules for writing scientific articles Academic presentation techniques
9	**Special Topics and Project** More in-depth examination of the issue Special topics according to students' interests Individual or group projects
10	Project Studies
11	Project Studies
12	Project Studies
13	Project Studies
14	Project presentations and evaluations
15	Project presentations and evaluations

Methods and Techniques used in the Course

Project-Based Learning (PBL): Students actively engage in developing and managing an individual or group project, applying theoretical knowledge to real-world problems.

Research-Oriented Approach: Emphasis is placed on independent research, literature review, data collection, and analysis.

Case Studies and Best Practices: Examination of selected examples to understand applications and challenges in the field.

Supervision and Mentorship: Regular guidance sessions with academic supervisors to monitor progress and provide feedback.

Collaborative Work: Team-based project activities to enhance communication, coordination, and problem-solving skills.

Critical Discussions and Seminars: Classroom discussions and presentations to encourage critical thinking and peer evaluation.

Scientific Writing and Presentation: Training in preparing structured reports, academic papers, and professional presentations.

Practical Application: Hands-on activities and project implementation to strengthen applied knowledge and research skills.

Sample Questions

Theoretical / Conceptual Questions

- Explain the importance of defining a clear research problem in academic studies.
- Compare and contrast quantitative and qualitative research methods in the context of maritime or engineering research.
- Discuss the role of ethical principles in scientific research and provide examples of possible ethical dilemmas in project studies.

Application-Oriented Questions

- Design a basic project proposal including: research question, objectives, methodology, and expected outcomes.
- Prepare a sample data collection plan for a study on fuel efficiency in modern ship propulsion systems.
- Identify potential risks and limitations of a project studying the impact of alternative fuels on shipping emissions, and propose mitigation strategies.

Critical Thinking / Case-Based Questions

- A research group has limited access to reliable data for their project. What strategies could they adopt to overcome this problem without violating research ethics?
- Imagine you are preparing a graduation project on “Digitalization in Port Operations.” Outline the key steps you would follow to ensure that your project is scientifically valid and practically useful.
- Review the following project abstract (given in the exam) and identify its strengths and weaknesses in terms of clarity, methodology, and scope.

Presentation / Reporting Questions

- What are the essential components of an academic project report, and why is each important?
- How would you structure a 10-minute oral presentation of your graduation project to effectively communicate your findings to both technical and non-technical audiences?

Materials Used in the Course

Core References and Textbooks

- Books and handbooks on scientific research methods, project design, and academic writing.
- Standard references on methodology, statistical analysis, and case study applications.

Supplementary Resources

- Scientific journals, conference proceedings, and recent academic publications related to students' project topics.
- Technical reports, industry standards, and guidelines from international organizations (e.g., IMO, ISO, IACS).

Digital and Online Resources

- University's online library databases (e.g., ScienceDirect, Springer, Taylor & Francis).
- Online tools for data collection and analysis (SPSS, MATLAB, R, NVivo, Excel).
- Reference management tools (Zotero, EndNote, Mendeley).

Practical Materials

- Laboratory facilities, simulation software, and technical equipment where applicable.
- Fieldwork instruments such as questionnaires, observation checklists, and measurement devices.
- Case study materials provided by instructors or external stakeholders (e.g., shipping companies, maritime authorities).

Communication and Presentation Tools

- Academic writing guides and thesis formatting manuals.
- Presentation software (PowerPoint, LaTeX Beamer, Prezi) for final project defense.
- Templates for project proposals, progress reports, and final documentation.

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	2	2	2	2
PO2	2	3	3	3	3	2	2	3	3	3
PO3	2	2	3	3	2	3	2	2	2	3
PO4	2	2	2	3	3	2	3	2	2	3
PO5	3	2	3	3	2	2	3	3	2	3
PO6	3	2	3	2	2	3	2	2	3	3
PO7	1	2	2	2	2	2	3	2	3	2
PO8	2	2	2	2	2	2	3	2	2	3
PO9	2	2	2	2	3	2	2	3	2	2
PO10	3	3	2	2	3	2	3	2	3	2
PO11	2	2	2	2	2	3	2	2	3	2
PO12	2	2	2	2	2	2	3	2	2	3
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	Lecture, Seminar, Guided Discussions	Assignments, Quizzes, Proposal Submission
CLO2	Literature Review Workshops, Library Research, Online Databases	Literature Review Report, Annotated Bibliography
CLO3	Lectures, Tutorials, Practical Sessions, Software Demonstrations	Research Methodology Assignment, Practical Exercises
CLO4	Project Planning Workshops, Mentorship Sessions, Lab/Field Work	Project Plan Submission, Interim Progress Reports
CLO5	Ethics Seminars, Case Studies, Group Discussions	Ethics Statement, Participation in Discussion
CLO6	Problem-Based Learning, Tutorials, Critical Analysis Exercises	Problem-Solving Reports, Case Study Analyses
CLO7	Group Projects, Collaborative Workshops, Team-Based Exercises	Peer Evaluation, Group Project Reports
CLO8	Academic Writing Workshops, Draft Reviews, Mentoring	Final Research Report, Structured Paper Submission
CLO9	Presentations, Poster Sessions, Oral Defence Practices	Oral Presentation, Poster Presentation, Seminar Participation
CLO10	Integrated Project Work, Case Studies, Innovation Labs	Final Project Submission, Innovation Report, Solution Proposals

ECTS / Workload Table			
Activities	**Number**	**Duration (Hours)**	**Total Workload**
Preparation for lectures	-	-	-
Lectures	**15**	**4**	**60**
Midterm Exam	-	-	-
Preparation for Midterm Exam	-	-	-
Final Exam	-	-	-
Preparation for Final Exam	-	-	-
Presentation(s)	**1**	**10**	**10**
Preparation for Presentation(s)	**1**	**10**	**10**
Research for Project(s)/Essay(s)	**1**	**10**	**10**
Project Writing	**1**	**10**	**10**
Group Work	-	-	-
In-class Discussion(s)	-	-	-
Quiz(es)	-	-	-
Preparation for Quiz(es)	-	-	-
Laboratory	-	-	-
Assignment(s)/Homework/Class Works	-	-	-
Micro-Teaching Sessions	-	-	-
Lesson Planning	**1**	**10**	**10**
Materials Adaptation	-	-	-
Material Development	-	-	-
Draft Preparation	**1**	**10**	**10**
Drawing	-	-	-
Essay Writing	**1**	**20**	**20**
Tutorial(s)	-	-	-
Portfolio Preparation	-	-	-
Portfolio Presentation	-	-	-
Total Workload			**140**
ECTS Credit			**4**

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

University of Kyrenia

Faculty of Maritime Studies

Maritime Management

Syllabus

Course name: Ship Sale and Purchase							
Code	**Year**	**Semester**	**Credit**	**ECTS**	**Course application, Hour/Week**		
					Theoretical	**Application**	**Laboratory**
MMD400	IV	Spring	3	4	3	0	0
Department: Maritime Management							
Course type: Compulsory Elective				**Prerequisite: x**		**Language:** English	
% Contribution to the Professional Fundamental Component				**Basic Sciences**	**Engineering Science**	**Engineering Design**	**General Education**
				-	-	-	100
Course Venue and Time				Friday / 08:30 – 11:20			
Instructor information				**Dr. Gökhan Tarı** Faculty of Maritime Studies Wednesday / 09:00 – 12:00 +90 (392) 650 26 00 / 4040 gokhan.tari@kyrenia.edu.tr www.kyrenia.edu.tr			

Course Description	*Ship Sale and Purchase* provides a comprehensive overview of the processes, principles, and practices involved in buying and selling ships within the global maritime industry. The course covers both newbuilding and second-hand ship transactions, including valuation methods, legal frameworks, contracts, negotiation strategies, financing, insurance, and risk management. Students will learn about pre-delivery inspections, classification society roles, flag state requirements, and the implications of existing charter agreements on ship transfers. Through case studies, practical exercises, and analysis of real-world transactions, students will gain the knowledge and skills needed to effectively manage ship sale and purchase operations, ensuring regulatory compliance, financial soundness, and commercial success.
Course Aims and Objectives	The primary aim of *Ship Sale and Purchase* is to provide students with a thorough understanding of the commercial, legal, and operational aspects of buying and selling ships in the global maritime industry. The course emphasizes practical skills, market knowledge, and regulatory awareness needed for professional roles in ship transactions. • Introduce the ship sale and purchase market and its significance in maritime management. • Explain the differences between newbuilding and second-hand ship transactions. • Teach principles and methods of ship valuation. • Examine the legal frameworks and international conventions affecting ship sales. • Analyze the structure and key clauses of ship sale contracts, including standard BIMCO contracts. • Develop negotiation strategies and offer/counter-offer techniques in ship transactions. • Explain pre-delivery inspections, surveys, and the role of classification societies. • Discuss financing, payment terms, and risk management in ship sales.

	• Examine flag state considerations, registration, and compliance issues. • Explore the impact of existing charter agreements, insurance, and operational considerations on ship sale and purchase decisions.
Course Learning Outcomes	**LO1.** Explain the structure and dynamics of the global ship sale and purchase market. **LO2.** Differentiate between newbuilding and second-hand ship transactions and their implications. **LO3.** Apply ship valuation methods to assess the market value of vessels. **LO4.** Analyze the legal frameworks and international conventions governing ship sales. **LO5.** Draft and evaluate ship sale contracts, including key clauses and standard forms (e.g., BIMCO Ship Sale Form). **LO6.** Demonstrate negotiation skills for ship sale and purchase, including offer and counter-offer strategies. **LO7.** Conduct pre-delivery inspections and understand the role of classification societies in ship transactions. **LO8.** Evaluate financing options, payment methods, and risk allocation in ship sale transactions. **LO9.** Assess flag state requirements, registration processes, and compliance issues in ship transfers. **LO10.** Integrate operational, chartering, and insurance considerations into ship sale and purchase decisions.

Content of the Course

Week	*Subject*
1	**Introduction to Ship Sale and Purchase** • Definition, scope, and importance of ship sale and purchase in maritime management • Overview of the global ship sale and purchase market • Relationship with ship management, chartering, and maritime economics
2	**Types of Ship Sales** • Newbuilding sales vs. second-hand sales • Sale and purchase in the context of different vessel types: container, bulk, tanker, LNG, and passenger ships
3	**Ship Valuation Principles** • Methods for valuing ships: market approach, income approach, and cost approach • Factors affecting ship value: age, type, condition, market trends, and regulations
4	**Legal Framework for Ship Sale and Purchase** • Overview of international conventions and national laws affecting ship transactions • Key legal concepts: transfer of ownership, registration, mortgages, and liens
5	**Sale and Purchase Contracts** • Structure and components of ship sale contracts • Conditions precedent, delivery clauses, warranties, and indemnities • Standard contracts (e.g., Norwegian Saleform, BIMCO Ship Sale Form)
6	**Negotiation in Ship Sale and Purchase** • Offer and counter-offer techniques • Role of brokers, shipowners, and legal advisors • Strategic negotiation in volatile shipping markets
7	**Pre-Delivery Inspections and Surveys** • Types of surveys: condition surveys, class surveys, pre-purchase inspections • Role of classification societies and independent surveyors • Reporting and decision-making based on survey results
8	**Financing and Payment Terms** • Ship financing options: loans, mortgages, and leasing arrangements • Payment structures and letters of credit • Risk management in ship transactions
9	**Flag State and Registration Considerations** • Ship registration procedures during sale • Flags of convenience and their implications for ownership and operations • Transfer of registry and documentation

10	**Risk Management and Insurance** • Marine insurance for ship sale transactions • Risk allocation between buyer and seller • Contingency planning for market and operational risks
11	**Charter Considerations in Sale** • Implications of existing charter agreements during ship transfer • Understanding of voyage, time, and bareboat charter obligations • Liabilities of buyer and seller during chartered periods
12	**Sale of Newbuildings vs. Second-Hand Ships** • Market dynamics for newbuilding contracts • Delivery schedules, builder's obligations, and guarantees • Comparison with second-hand ship transactions
13	**Documentation and Compliance** • Bills of sale, ship certificates, class certificates, and registry documents • Compliance with IMO regulations, safety, and environmental standards • Reporting requirements for international transactions
14	**Case Studies in Ship Sale and Purchase** • Analysis of real-world ship sales, negotiation strategies, and transaction outcomes • Lessons from market fluctuations and crisis situations • Role of brokers, agents, and legal advisors in complex deals
15	**Course Review and Final Exam** • Comprehensive review of all topics • Group discussion on simulated ship sale and purchase scenarios • FINAL EXAM

Methods and Techniques used in the Course

Lectures and Theoretical Instruction

- Core concepts including ship markets, sale types, valuation, contracts, and legal frameworks.
- Use of slides, charts, and diagrams to illustrate the sale and purchase process.

Case Studies and Scenario Analysis

- Real-world examples of ship sale transactions, negotiations, and market decision-making.
- Analysis of challenges in second-hand and newbuilding sales.

Practical Exercises

- Ship valuation exercises using market, income, and cost approaches.
- Drafting contract clauses and analyzing standard contracts (e.g., BIMCO Ship Sale Form).

Class Discussions and Interactive Sessions

- Negotiation simulations and group discussions of complex ship sale scenarios.
- Debate on financing, risk allocation, and charter implications in transactions.

Industry Reports and Reference Materials

- Review of market reports, shipping company transaction data, and industry guidelines.
- Analysis of legal frameworks and conventions affecting ship sales.

Group Projects and Presentations

- Collaborative projects simulating complete ship sale processes, including valuation, negotiation, and documentation.
- Presentations of findings and recommendations for different ship types and markets.

Assignments and Independent Study

- Weekly assignments, research on market trends, and analysis of real-world transactions.
- Independent study of ship registry requirements, financing, and insurance considerations.

Sample Questions

- Define the ship sale and purchase market and explain its significance in the global maritime industry.
- Differentiate between newbuilding and second-hand ship transactions. What are the main considerations for each type?
- Explain the main methods of ship valuation. How do market trends and ship characteristics affect value?
- Outline the legal frameworks and international conventions that govern ship sale and purchase transactions.
- Describe the key clauses of a standard ship sale contract (e.g., BIMCO Ship Sale Form). What are the responsibilities of the buyer and seller?
- Discuss negotiation strategies for ship sale transactions. How are offers and counter-offers typically structured?
- Explain the role of pre-delivery inspections and classification societies in ship sale and purchase.
- Analyze the different financing options and payment terms used in ship sale transactions.
- Discuss the implications of flag state, registration, and compliance requirements during ship transfer.
- Explain how existing charter agreements, insurance, and operational considerations impact ship sale and purchase decisions.

Materials Used in the Course

Primary Textbooks

- **Stopford, Martin** – *Maritime Economics*, 2nd Edition, Routledge, 2009.
- **BIMCO** – *Ship Sale Form (Norwegian Saleform / Standard BIMCO Forms)*, BIMCO Publications.
- **Branch, Alan E.** – *Elements of Shipping*, 9th Edition, Routledge, 2021.

Recommended References

- **Grammenos, Costas (Ed.)** – *The Handbook of Maritime Economics and Business*, 2nd Edition, Routledge, 2010.
- **Clarksons Research Reports** – Ship sale and purchase market analyses, trends, and valuations.
- **UNCTAD** – *Review of Maritime Transport*, Annual Reports.
- **IMO Publications** – Conventions and regulations impacting ship ownership and transfer.

Supplementary Learning Materials

- **Case Studies**
- **Practical Exercises**
- **Industry Reports and Guidelines**
- **Academic Journals**

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 structure and dynamics of the global ship sale and purchase market.	Lectures, Case Studies	Quizzes, Assignments
LO2. Differentiate between newbuilding and second-hand ship transactions and their implications.	Lectures, Discussions	Assignments, Quizzes
LO3. Apply ship valuation methods to assess the market value of vessels.	Practical Exercises, Lectures	Assignments, Case Study Reports
LO4. Analyze the legal frameworks and international conventions governing ship sales.	Lectures, Case Studies	Quizzes, Assignments
LO5. Draft and evaluate ship sale contracts, including key clauses and standard forms.	Practical Exercises, Group Work	Assignments, Project Reports
LO6. Demonstrate negotiation skills for ship sale and purchase, including offer and counter-offer strategies.	Role-Play, Simulations	Participation, Practical Exercises
LO7. Conduct pre-delivery inspections and understand the role of classification societies in ship transactions.	Lectures, Case Studies	Assignments, Practical Reports
LO8. Evaluate financing options, payment methods, and risk allocation in ship sale transactions.	Lectures, Discussions	Quizzes, Assignments
LO9. Assess flag state requirements, registration processes, and compliance issues in ship transfers.	Lectures, Demonstrations	Assignments, Quizzes
LO10. Integrate operational, chartering, and insurance considerations into ship sale and purchase decisions.	Case Studies, Group Discussions	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**	**10**	**10**
Final Exam	**1**	**2**	**2**
Preparation for Final Exam	**1**	**20**	**20**
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**	**20**	**20**
Micro-Teaching Sessions	-	-	-
Lesson Planning	-	-	-
Materials Adaptation	-	-	-
Material Development	-	-	-
Draft Preparation	-	-	-
Drawing	-	-	-
Essay Writing	-	-	-
Tutorial(s)	-	-	-
Portfolio Preparation	-	-	-
Portfolio Presentation	-	-	-
Total Workload			**114**
ECTS Credit			**4**

Evaluation System		
Semester Requirements	**Number**	**Percentage of Grade**
Attendance/Participation	15	10
Laboratory	-	-
Application	-	-
Field Work	-	-
Special Course Internship (Work Placement)	-	-
Homework/Assignments	1	20
Providing reliability and motivation of the individual homework completion and Submission	-	-
Presentation/Jury	-	-
Project	-	-
Quiz	-	-
Midterms/Oral Exams	1	30
Final/Oral Exams	1	40
Total	**2**	**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: Port and Shipping Logistics							
Code	**Year**	**Semester**	**Credit**	**ECTS**	**Course application, Hour/Week**		
					Theoretical	**Application**	**Laboratory**
MMD402	IV	Spring	3	4	3	0	0
Department: Maritime Management							
Course type: Compulsory Elective				**Prerequisite: x**		**Language:** English	
% Contribution to the Professional Fundamental Component				**Basic Sciences**	**Engineering Science**	**Engineering Design**	**General Education**
				-	-	-	100
Course Venue and Time				Monday / 08:30 – 11:20			
Instructor information				**Dr. Gökhan Tarı** Faculty of Maritime Studies Wednesday / 09:00 – 12:00 +90 (392) 650 26 00 / 4040 gokhan.tari@kyrenia.edu.tr www.kyrenia.edu.tr			

Course Description	*Port and Shipping Logistics* provides a comprehensive study of the principles, operations, and management of ports within global maritime supply chains. The course explores the evolution of ports, their role in logistics, and the integration of ports with supply chain systems. Students will examine types and functions of ports and terminals, terminal layout and infrastructure planning, container terminal operations, and bulk and liquid terminal management. The course also covers intermodal and multimodal transport systems, ICT and digitalization in port logistics, warehousing and distribution, customs procedures, documentation, and green logistics practices. Through case studies, practical examples, and digital tools, students will gain the knowledge and skills needed to manage port and shipping logistics efficiently, ensuring operational effectiveness, regulatory compliance, and sustainability.
Course Aims and Objectives	The primary aim of *Port and Shipping Logistics* is to provide students with a thorough understanding of port operations, shipping logistics, and their integration within global supply chains. The course emphasizes both theoretical knowledge and practical skills to prepare students for careers in port management, shipping operations, and logistics. • Introduce the evolution of ports and the concept of port logistics within maritime supply chains. • Explain the roles, functions, and types of ports and terminals. • Examine port infrastructure, terminal layout, and planning principles. • Explore container terminal operations, cargo handling systems, and terminal equipment. • Analyze bulk and liquid terminal operations, including safety and environmental considerations. • Study intermodal and multimodal transport systems and their integration with ports. • Examine ICT, digitalization, and automation in port logistics management.

	• Explain warehousing, inventory management, and distribution processes in ports. • Understand customs procedures, documentation, and regulatory compliance in port logistics. • Promote sustainable and environmentally responsible practices in port and shipping logistics.
Course Learning Outcomes	**LO1.** Explain the evolution of ports and their role within maritime supply chains. **LO2.** Identify different types of ports and terminals and describe their functions. **LO3.** Analyze terminal layout, infrastructure requirements, and planning principles. **LO4.** Describe container terminal operations, cargo handling systems, and terminal equipment. **LO5.** Explain bulk and liquid terminal operations, including operational and safety considerations. **LO6.** Apply concepts of intermodal and multimodal transport systems in port logistics. **LO7.** Evaluate the role of ICT, digitalization, and automation in port management. **LO8.** Plan and manage warehousing, storage, and distribution processes in ports. **LO9.** Understand customs procedures, documentation, and compliance requirements in port logistics. **LO10.** Implement green logistics and environmentally sustainable practices in port and shipping operations.

Content of the Course

Week	*Subject*
1	**Introduction to Ports and Shipping Logistics** • Definitions of logistics, supply chain, and port logistics • Evolution of ports and maritime logistics systems
2	**The Role of Ports in Maritime Supply Chains** • Integration of ports within global and regional supply chains • Port functions in cargo handling, storage, and distribution
3	**Types and Functions of Ports** • Seaports, dry ports, inland ports • Functional roles: cargo handling, passenger services, industrial ports
4	**Port Equipment and Terminal Types** • Port handling equipment: cranes, reach stackers, forklifts, conveyors • Terminal classification: container, bulk, liquid, Ro-Ro, multipurpose
5	**Terminal Layout and Infrastructure Planning** • Terminal design principles and yard layout • Infrastructure requirements for different cargo types • Efficiency and safety considerations
6	**Managing Container Terminals** • Container terminal planning and operations management • Key performance indicators for terminal management • Labor management and resource allocation
7	**Container Terminal Operations I** • Container handling systems and operational procedures • Loading, discharging, and yard operations • Coordination with shipping lines and transport providers
8	**Container Terminal Operations II** • Advanced container operations: stacking, storage, and retrieval • Handling of hazardous and special cargo containers
9	**Bulk and Liquid Terminal Operations** • Bulk cargo handling: dry bulk, grain, ores • Liquid bulk handling: petroleum, chemicals, LNG • Safety, environmental, and operational considerations
10	**Intermodal and Multimodal Transport Systems** • Concepts of intermodal and multimodal transport • Integration of port logistics with road, rail, and inland waterways

	• Container transport and coordination with terminals
11	**ICT and Digitalization in Port Logistics** • Port Community Systems (PCS) and terminal operating systems • Automation, tracking, and digital workflow management
12	**Warehousing and Distribution in Ports** • Warehousing types, storage solutions, and inventory management • Distribution processes within ports and hinterland connectivity
13	**Customs Procedures and Documentation** • Import/export procedures, cargo inspection, and clearance • Key shipping and port documents (Bill of Lading, manifest, customs declarations)
14	**Green Logistics and Environmental Management in Ports** • Sustainable port operations and environmental regulations • Carbon footprint reduction, energy efficiency, and pollution control • Green initiatives in cargo handling and terminal management
15	**Course Review and Final Exam** • Comprehensive review of all topics • Case studies and discussion of practical port and logistics scenarios • FINAL EXAM

Methods and Techniques used in the Course

Lectures and Theoretical Instruction

- Presentation of core concepts such as port evolution, logistics, terminal operations, and supply chain integration.
- Use of slides, diagrams, and visual aids to illustrate port and terminal layouts and cargo handling systems.

Case Studies and Scenario Analysis

- Real-world examples of port operations, terminal management, and logistics challenges.
- Analysis of operational decisions, efficiency improvements, and sustainability initiatives.

Practical Exercises and Simulations

- Container and cargo handling exercises, terminal planning, and layout optimization.
- Digital simulations of port operations and intermodal transport systems.

Class Discussions and Interactive Sessions

- Discussions on operational challenges, regulatory compliance, and environmental considerations.
- Group problem-solving exercises and scenario-based learning.

Industry Reports and Reference Materials

- Analysis of port authority reports, logistics statistics, and ICT solutions for port operations.
- Review of international conventions, customs regulations, and environmental standards.

Group Projects and Presentations

- Collaborative projects simulating terminal operations, warehousing, and supply chain integration.
- Presentation of solutions and discussion of best practices in port logistics management.

Assignments and Independent Study

- Weekly exercises, research assignments, and analysis of logistics an

Sample Questions

- Define port logistics and explain the evolution of ports within maritime supply chains.
- Identify and describe the main types of ports and terminals. How do their functions differ?
- Explain the principles of terminal layout and infrastructure planning. What factors influence terminal design?
- Describe container terminal operations and the key cargo handling systems used in container handling.
- Compare bulk and liquid terminal operations. What are the operational and safety considerations for each?
- Explain the concept of intermodal and multimodal transport systems and their integration with port operations.
- Discuss the role of ICT and digitalization in improving port efficiency and management.
- Explain warehousing, storage, and distribution processes in ports. How do these processes support supply chains?
- Describe customs procedures and the key documentation required for cargo clearance at ports.
- Discuss the principles of green logistics and environmental management in port operations. Provide examples of sustainable practices.

Materials Used in the Course

Primary Textbooks

- **Rodrigue, Jean-Paul, Notteboom, Theo, and Slack, Brian** – *The Geography of Transport Systems*, 5th Edition, Routledge, 2020.
- **Notteboom, Theo & Rodrigue, Jean-Paul** – *Port Management and Operations*, Routledge, 2017.
- **Branch, Alan E.** – *Elements of Shipping*, 9th Edition, Routledge, 2021.

Recommended References

- **UNCTAD** – *Review of Maritime Transport*, Annual Reports.
- **Notteboom, Theo & Winkelmans, Wouter** – *Port Regionalization: Towards a New Phase in Port Development*, 2001.
- **IMO Publications** – Conventions and guidelines affecting port logistics and operations.
- **Clarksons Research Reports** – Industry reports on port performance, terminal operations, and container throughput.

Supplementary Learning Materials

- **Case Studies**
- **Practical Exercises**
- **Industry Reports and Guidelines**
- **Academic Journals**

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 evolution of ports and their role within maritime supply chains.	Lectures, Case Studies	Quizzes, Assignments
LO2. Identify different types of ports and terminals and describe their functions.	Lectures, Visual Aids	Quizzes, Assignments
LO3. Analyze terminal layout, infrastructure requirements, and planning principles.	Lectures, Practical Exercises	Assignments, Group Project
LO4. Describe container terminal operations, cargo handling systems, and terminal equipment.	Practical Exercises, Demonstrations	Practical Reports, Assignments
LO5. Explain bulk and liquid terminal operations, including operational and safety considerations.	Lectures, Case Studies	Quizzes, Assignments
LO6. Apply concepts of intermodal and multimodal transport systems in port logistics.	Lectures, Group Discussions	Case Study Reports, Assignments
LO7. Evaluate the role of ICT, digitalization, and automation in port management.	Lectures, Demonstrations	Assignments, Quizzes
LO8. Plan and manage warehousing, storage, and distribution processes in ports.	Practical Exercises, Case Studies	Assignments, Group Project
LO9. Understand customs procedures, documentation, and compliance requirements in port logistics.	Lectures, Demonstrations	Quizzes, Assignments
LO10. Implement green logistics and environmentally sustainable practices in port and shipping operations.	Lectures, Case Studies	Assignments, Participation

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**	**20**	**20**
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**	**20**	**20**
Micro-Teaching Sessions	-	-	-
Lesson Planning	-	-	-
Materials Adaptation	-	-	-
Material Development	-	-	-
Draft Preparation	-	-	-
Drawing	-	-	-
Essay Writing	-	-	-
Tutorial(s)	-	-	-
Portfolio Preparation	-	-	-
Portfolio Presentation	-	-	-
Total Workload			**114**
ECTS Credit			**4**

Evaluation System		
Semester Requirements	**Number**	**Percentage of Grade**
Attendance/Participation	15	10
Laboratory	-	-
Application	-	-
Field Work	-	-
Special Course Internship (Work Placement)	-	-
Homework/Assignments	1	20
Providing reliability and motivation of the individual homework completion and Submission	-	-
Presentation/Jury	-	-
Project	-	-
Quiz	-	-
Midterms/Oral Exams	1	30
Final/Oral Exams	1	40
Total	**2**	**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: Marine Tourism Management							
Code	**Year**	**Semester**	**Credit**	**ECTS**	**Course application, Hour/Week**		
					Theoretical	**Application**	**Laboratory**
MMD404	IV	Spring	3	3	3	0	0
Course type: Elective				**Prerequisite: x**		**Language:** English	
% Contribution to the Professional Fundamental Component				**Basic Sciences**	**Engineering Science**	**Engineering Design**	**General Education**
				-	-	-	100
Course Venue and Time				Monday / 08:30 – 11:20			
Instructor information				**Dr. Gökhan Tarı** Faculty of Maritime Studies Wednesday / 09:00 – 12:00 +90 (392) 650 26 00 / 4040 gokhan.tari@kyrenia.edu.tr www.kyrenia.edu.tr			

Course Description	**Marine Tourism Management** introduces students to the principles, practices, and management strategies of maritime tourism. The course examines the operation of cruise lines, yacht charters, marinas, and coastal recreational facilities, highlighting the integration of tourism, shipping, and hospitality management. Students will explore market analysis, service design, operational planning, and sustainability in marine tourism. Emphasis is placed on environmental management, regulatory compliance, risk mitigation, and the use of technology to enhance customer experiences. Through case studies, practical exercises, and project-based learning, students will develop the skills to manage marine tourism operations efficiently while promoting sustainable development and safety. The course prepares students for careers in cruise operations, yacht management, marina administration, and maritime leisure services.
Course Aims and Objectives	The course aims to provide students with a comprehensive understanding of marine tourism operations and management, integrating principles of maritime management, hospitality, and sustainable tourism. Students will learn to plan, operate, and evaluate marine tourism activities while ensuring safety, efficiency, and environmental responsibility. • Explain the scope and significance of marine tourism in the maritime industry. • Identify and analyze different types of marine tourism, including cruise tourism, yachting, and coastal recreation. • Conduct market research and analyze demand trends in marine tourism. • Design and manage tourism products, services, and itineraries for ships, marinas, and coastal destinations. • Apply principles of sustainable tourism and environmental management to marine tourism operations. • Understand the legal, regulatory, and safety requirements for marine tourism activities. • Implement effective marketing and customer service strategies for marine tourism enterprises. • Plan and manage human resources and operational processes in cruise lines, yacht charters, and marinas. • Evaluate the economic and financial aspects of marine tourism projects and their impact on local economies.

	• Develop practical solutions to challenges in marine tourism, including risk management and digitalization.
Course Learning Outcomes	**LO1:** Explain the scope, significance, and trends of marine tourism within the maritime industry. **LO2:** Identify and differentiate between various types of marine tourism, including cruise tourism, yacht chartering, and coastal recreation. **LO3:** Conduct market research and analyze demand trends to support decision-making in marine tourism. **LO4:** Design and manage tourism products, itineraries, and services for cruise ships, marinas, and coastal destinations. **LO5:** Apply sustainable tourism and environmental management principles to marine tourism operations. **LO6:** Understand and comply with legal, regulatory, and safety requirements in marine tourism. **LO7:** Develop and implement effective marketing, branding, and customer service strategies for marine tourism businesses. **LO8:** Plan and manage human resources and operational processes in cruise lines, yacht charters, and marinas. **LO9:** Evaluate economic and financial performance of marine tourism activities, including revenue models and profitability analysis. **LO10:** Propose solutions for operational challenges in marine tourism, including risk management, crisis response, and digital transformation.

Content of the Course

Week	*Subject*
1	**Introduction to Marine Tourism** • Definition and scope of marine tourism • Historical development and global trends in marine tourism • Key stakeholders: operators, tourists, and regulatory authorities
2	**Types of Marine Tourism** • Coastal tourism, yachting, cruise tourism, and eco-tourism • Differences between domestic and international marine tourism markets
3	**Tourism Market Analysis** • Market segmentation, target groups, and demand analysis • Trends in maritime travel and recreation
4	**Cruise Tourism and Yacht Operations** • Cruise ship operations and management • Yacht chartering and marina-based tourism • Operational challenges in marine tourism
5	**Port and Marina Management** • Port and marina infrastructure for tourism • Services and facilities for tourists • Safety and security measures
6	**Maritime Tourism Marketing** • Marketing strategies for cruise lines and yacht charter companies • Branding, promotion, and customer relationship management (CRM)
7	**Sustainability in Marine Tourism** • Environmental impacts of marine tourism • Green tourism practices and eco-certifications • Policies for sustainable tourism development
8	**Legal and Regulatory Framework** • National and international regulations affecting marine tourism • Licensing, safety standards, and insurance requirements
9	**Tourism Products and Services** • Cruise itineraries, excursions, and onboard services • Yacht charter packages and marina amenities
10	**Human Resource Management in Marine Tourism** • Staffing, training, and service quality standards • Roles and responsibilities in cruise and yacht operations
11	**Risk Management and Safety** • Safety management systems for marine tourism • Emergency preparedness and crisis response
12	**Technology and Digitalization in Marine Tourism**

	• Online booking systems, apps, and digital marketing • Use of data analytics for customer experience and operational efficiency
13	**Economic and Financial Aspects** • Revenue models, cost management, and profitability analysis • Economic impact of marine tourism on local communities
14	**Case Studies in Marine Tourism** • Success stories and lessons learned from cruise lines, marinas, and resorts • Analysis of environmental, operational, and market challenges
15	**Review and Final Assessment** • Comprehensive review of course concepts • Student presentations of projects and proposals • Preparation for final exam

Methods and Techniques used in the Course

- **Lectures and Interactive Discussions:**

  Introduce core concepts, trends, and operational principles in marine tourism.

- **Case Studies Analysis:**

  Examine real-world examples of cruise operations, yacht charters, and marina management.

- **Workshops and Practical Exercises:**

  Hands-on activities for planning tourism itineraries, operational workflows, and service design.

- **Simulations and Scenario Planning:**

  Exercises simulating operational challenges, risk management, and crisis response in marine tourism.

- **Guest Lectures / Industry Insights:**

  Presentations by cruise managers, marina operators, and tourism consultants.

- **Research and Project Assignments:**

  Students investigate emerging trends, sustainable practices, and operational strategies in marine tourism.

- **Group Projects:**

  Collaborative projects to design marine tourism products, evaluate economic feasibility, and propose operational improvements.

- **Digital Tools and Software:**

  Use of booking systems, CRM tools, and data analysis software for operational planning and

- **Field Visits / Virtual Tours (Optional):**

  Observation of marinas, cruise terminals, or tourism facilities to understand practical operations.

- **Student Presentations:**

  Presentation of project findings and strategic proposals to enhance analytical and communication skills.

Sample Questions

Short Answer Questions

- Define marine tourism and explain its significance in the maritime industry.
- List three types of marine tourism activities and provide examples.
- Explain the role of marinas in supporting yacht-based tourism.
- Name two international or national regulations affecting cruise operations.
- What are the key sustainability practices that can be applied in marine tourism?

Essay / Long-Form Questions

- Discuss the economic and social impact of cruise tourism on coastal communities.
- Analyze the operational challenges faced by yacht charter companies.
- Explain how sustainable tourism principles can be integrated into marina management.

Case Study / Applied Questions

- A coastal city plans to expand its marina to attract more yacht tourism. Outline the steps you would take to ensure sustainability, safety, and profitability.
- A cruise line experiences complaints about environmental practices onboard. Propose a strategy to address these concerns while maintaining operational efficiency.
- Design a one-week itinerary for a yacht charter service, considering customer preferences, port facilities, and environmental regulations.

Multiple Choice Questions (MCQs)

- Which of the following is a key aspect of sustainable marine tourism?
  a) Increasing cruise ship capacity without limit
  b) Reducing waste and emissions in port and onboard operations
  c) Ignoring local community concerns
  d) Focusing solely on profit
- Which type of marine tourism focuses on private or small group travel on recreational vessels?
  a) Cruise tourism
  b) Coastal eco-tourism
  c) Yacht chartering
  d) Ferries
- Which is a primary role of a marina in marine tourism?
  a) Cargo handling for container ships
  b) Providing berthing, maintenance, and services for recreational vessels
  c) Regulating international shipping lanes
  d) Offering training for maritime officers

Critical Thinking / Problem-Solving Questions

- How can digital tools and online booking systems enhance customer experience and operational efficiency in marine tourism?
- Propose measures to balance the growth of marine tourism with the protection of sensitive coastal ecosystems.

Materials Used in the Course

Primary Textbooks

- **Weaver, D. (2017). *Sustainable Tourism: Theory and Practice* (3rd Edition).** Routledge.
  Covers sustainability principles applicable to marine and coastal tourism.
- **Smith, M., & Puczkó, L. (2014). *Health, Tourism and Hospitality: Marine and Coastal Tourism*.** Routledge.
  Focuses on management practices, service quality, and operational aspects of marine tourism.
- **Dwyer, L., Forsyth, P., & Spurr, R. (2010). *Maritime Tourism: Cruise Operations and Yacht Management*.** Channel View Publications.
  Provides insights into cruise line management, yacht chartering, and marina operations.

Recommended References

- **UNWTO Reports on Coastal and Marine Tourism**
  Global trends, statistics, and sustainable tourism practices.
- **IMO Guidelines on Cruise Ship and Port Operations**
  Regulatory and safety guidance for maritime tourism operations.
- **Journal Articles:**
  Tourism Management
  Journal of Sustainable Tourism
  International Journal of Hospitality Management
- **Industry Reports and Case Studies:**
  Marina management case studies
  Cruise tourism operational reports
  Coastal tourism impact assessments

Supplementary Learning Materials

- **Digital Tools and Software:**
  Booking and CRM systems for marine tourism
  Data analysis software for tourism demand and revenue management
- **Field Visits / Virtual Tours:**
  Observing marinas, yacht clubs, and cruise terminals
  Understanding practical operations and customer service standards
- **Guest Lectures / Webinars:**
  Presentations from cruise line managers, marina operators, and tourism consultants
- **Industry Guidelines and Manuals:**
  Sustainability guidelines for marine tourism
  Safety and operational manuals for yacht charters and cruise 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**
CLO1: Explain the scope, significance, and trends of marine tourism.	Lectures, interactive discussions	Quizzes, short-answer assignments
CLO2: Identify and differentiate between types of marine tourism, including cruise, yacht, and coastal tourism.	Lectures, case studies	Written assignments, class participation
CLO3: Conduct market research and analyze demand trends in marine tourism.	Workshops, project-based learning	Research reports, group projects
CLO4: Design and manage tourism products, itineraries, and services for ships, marinas, and coastal destinations.	Simulations, practical exercises	Project reports, presentations
CLO5: Apply sustainable tourism and environmental management principles to marine tourism operations.	Lectures, case studies, workshops	Written assignments, case study analysis
CLO6: Understand and comply with legal, regulatory, and safety requirements.	Lectures, guest lectures	Written exams, assignments
CLO7: Develop and implement effective marketing and customer service strategies.	Workshops, group discussions	Marketing plan assignments, presentations
CLO8: Plan and manage human resources and operational processes in marine tourism.	Lectures, practical exercises	Role-play exercises, assignments
CLO9: Evaluate economic and financial aspects of marine tourism activities.	Lectures, case studies	Financial analysis reports, exams
CLO10: Propose solutions for operational challenges, risk management, and digitalization in marine tourism.	Group projects, simulations	Final project, presentations, class participation

ECTS / Workload Table			
Activities	**Number**	**Duration (Hours)**	**Total Workload**
Preparation for lectures	-	-	-
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)	**15**	**1**	**15**
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: Cargo Operations Management							
Code	**Year**	**Semester**	**Credit**	**ECTS**	**Course application, Hour/Week**		
					Theoretical	**Application**	**Laboratory**
MMD406	IV	Spring	3	3	3	0	0
Course type: Elective				**Prerequisite: x**		**Language:** English	
% Contribution to the Professional Fundamental Component				**Basic Sciences**	**Engineering Science**	**Engineering Design**	**General Education**
				-	-	-	100
Course Venue and Time				Monday / 08:30 – 11:20			
Instructor information				**Dr. Gökhan Tarı** Faculty of Maritime Studies Wednesday / 09:00 – 12:00 +90 (392) 650 26 00 / 4040 gokhan.tari@kyrenia.edu.tr www.kyrenia.edu.tr			

Course Description	**Cargo Operations Management** provides students with a comprehensive understanding of cargo handling, stowage, and operational management within the maritime industry. The course covers the full spectrum of cargo types, including containerized, bulk, and liquid cargo, along with the associated documentation, safety requirements, and operational procedures. Students will explore port and terminal operations, cargo planning, digitalization, and logistics coordination to ensure efficient and safe cargo movement. Emphasis is placed on regulatory compliance, risk management, and the application of modern technologies and data analytics in cargo operations. Through case studies, simulations, and project-based learning, students will develop practical skills to plan, execute, and monitor cargo operations effectively, preparing them for careers in shipping companies, ports, terminals, and maritime logistics services.
Course Aims and Objectives	The course aims to provide students with a thorough understanding of cargo operations in the maritime industry, focusing on operational efficiency, safety, regulatory compliance, and technological integration. Students will learn to plan, execute, and manage cargo handling processes across different types of vessels and terminals. • Explain the role and significance of cargo operations in maritime logistics. • Identify and differentiate between various types of cargo and their handling requirements. • Understand and apply cargo documentation, including bills of lading, manifests, and related records. • Plan and execute safe loading, stowage, and unloading operations for container, bulk, and liquid cargo. • Utilize cargo handling equipment efficiently and safely. • Apply digital tools and software to optimize cargo operations and terminal management. • Analyze port and terminal layouts for effective cargo flow and resource allocation. • Ensure compliance with international regulations, charter party obligations, and insurance requirements. • Assess operational performance and implement improvements using key performance indicators (KPIs).

	• Apply risk management strategies to ensure cargo security, safety, and sustainability in maritime operations.
Course Learning Outcomes	**LO1:** Explain the scope, importance, and key functions of cargo operations in maritime transport. **LO2:** Identify and differentiate between various cargo types, including containerized, bulk, and liquid cargo, and their handling requirements. **LO3:** Prepare, interpret, and manage cargo documentation such as bills of lading, cargo manifests, and loading/discharge lists. **LO4:** Plan and execute safe loading, stowage, and unloading operations in compliance with ship stability and safety standards. **LO5:** Utilize cargo handling equipment and machinery efficiently, ensuring operational safety and productivity. **LO6:** Analyze and optimize cargo flow at ports and terminals, considering operational constraints and resource allocation. **LO7:** Apply digital tools and software systems for cargo planning, monitoring, and reporting. **LO8:** Ensure compliance with international regulations, charter party contracts, and insurance obligations in cargo operations. **LO9:** Evaluate operational performance using key performance indicators (KPIs) and implement efficiency improvements. **LO10:** Identify and manage risks related to cargo handling, security, and environmental impact.

Content of the Course

Week	*Subject*
1	**Introduction to Cargo Operations** • Definition, scope, and importance of cargo operations in maritime transport • Overview of the shipping supply chain • Key stakeholders in cargo operations
2	**Types of Cargo** • General cargo, bulk cargo, liquid cargo, and containerized cargo • Characteristics and handling requirements of different cargo types
3	**Cargo Documentation** • Bill of Lading, Mate's Receipt, Loading/Discharge Lists • Cargo manifests, delivery orders, and related documents • Role in cargo control, accountability, and insurance
4	**Cargo Handling Equipment** • Cranes, forklifts, conveyor systems, and other cargo handling tools • Safety standards and operational efficiency
5	**Loading and Stowage Planning** • Principles of cargo stowage • Stability, weight distribution, and ship safety considerations • Software and tools used for stowage planning
6	**Container Cargo Operations** • Container types, handling equipment, and storage systems • Loading, unloading, and securing containers • Yard and terminal operations for containerized cargo
7	**Bulk Cargo Operations** • Dry bulk cargo handling techniques and equipment • Liquid bulk operations: tankers, pipelines, and safety measures • Special considerations for hazardous cargo
8	**Port and Terminal Operations** • Port roles in cargo operations • Terminal layout, yard management, and cargo flow optimization • Coordination between shipping companies and terminal operators
9	**Cargo Safety and Security** • Dangerous goods regulations (IMDG Code) • Security measures and port/ship interface • Risk assessment and emergency response
10	**Cargo Planning and Scheduling** • Voyage planning and scheduling of cargo operations • Coordination between ship, port, and logistics stakeholders • Minimizing turnaround time and maximizing efficiency

11	**Digitalization in Cargo Operations** • Use of Cargo Management Systems (CMS) and Terminal Operating Systems (TOS) • Data analytics for cargo flow optimization • Automation and emerging technologies in cargo handling
12	**Cost and Performance Management** • Cost estimation and budgeting for cargo operations • Key performance indicators (KPIs) in cargo handling • Operational efficiency and productivity monitoring
13	**Legal and Regulatory Framework** • International conventions and regulations affecting cargo operations • Charter party obligations and insurance considerations • Compliance and documentation requirements
14	**Case Studies in Cargo Operations** • Analysis of real-world cargo incidents and operational challenges • Lessons learned in efficiency, safety, and risk management
15	**Review and Final Assessment** • Comprehensive review of course topics • Student presentations of projects and operational planning exercises • Preparation for final exam

Methods and Techniques used in the Course

Lectures and Interactive Discussions:
Present core concepts, cargo types, handling principles, and operational procedures.
Case Studies Analysis:
Review real-world cargo operations, incidents, and efficiency challenges to apply theoretical knowledge.
Practical Exercises and Simulations:
Hands-on exercises for cargo stowage planning, port and terminal operations, and equipment usage.
Workshops:
Planning and optimization of cargo flow, resource allocation, and operational efficiency exercises.
Digital Tools Training:
Using Cargo Management Systems (CMS), Terminal Operating Systems (TOS), and software for stowage planning and operational monitoring.
Guest Lectures / Industry Insights:
Presentations by port operators, shipping company cargo managers, and terminal supervisors.
Group Projects:
Collaborative exercises designing cargo handling plans, optimizing terminal operations, or improving operational safety.
Field Visits / Virtual Tours:
Observation of port, terminal, and cargo handling operations to connect theory with practice.
Student Presentations:
Present findings from cargo planning projects, case studies, and operational analyses to enhance communication skills.
Problem-Based Learning:
Analyzing operational challenges, safety issues, or delays in cargo operations and proposing practical solutions.

Sample Questions

Short Answer Questions

- Define cargo operations and explain their significance in maritime transport.
- List three types of cargo and describe the specific handling requirements for each.
- What are the key documents used in cargo operations, and what purposes do they serve?
- Explain the role of ports and terminals in cargo operations.
- Identify two international regulations that impact cargo handling.

Essay / Long-Form Questions

- Discuss the operational challenges of bulk cargo handling and strategies to overcome them.
- Analyze the impact of containerization on cargo operations and port efficiency.
- Explain how digital tools and terminal operating systems improve cargo planning and monitoring.

Case Study / Applied Questions

- A container vessel is scheduled to dock at a congested port. Outline the steps to ensure efficient loading and unloading while maintaining safety standards.
- You are tasked with planning the stowage of mixed cargo (general, bulk, and liquid) on a vessel. Explain the factors you would consider to ensure stability, safety, and operational efficiency.
- A port reports recurring delays in cargo handling operations. Propose strategies to optimize terminal workflow and resource allocation.

Multiple Choice Questions (MCQs)

- Which of the following documents serves as proof of receipt of cargo by the carrier?
  a) Cargo Manifest
  b) Bill of Lading
  c) Mate's Receipt
  d) Loading Order
- The IMDG Code primarily regulates:
  a) Container stowage plans
  b) Dangerous goods transportation
  c) Bulk cargo rates
  d) Terminal yard operations
- Which digital tool is commonly used for planning cargo stowage on vessels?
  a) CRM System
  b) Terminal Operating System (TOS)
  c) Fleet Management System
  d) Accounting Software

Critical Thinking / Problem-Solving Questions

- How would you handle a situation where a vessel arrives late at a port with perishable cargo scheduled for immediate delivery?
- Discuss measures to ensure safe handling of hazardous cargo while minimizing operational delays.

Materials Used in the Course

Primary Textbooks

- **Stopford, M. (2020). *Maritime Economics* (3rd Edition).** Routledge. *Covers shipping operations, cargo handling, and port logistics fundamentals.*
- **Batalden, B. M., & Griffin, P. (2017). *Cargo Work for Maritime Operations* (3rd Edition).** Witherby Seamanship International.
- **UNCTAD. (2021). *Review of Maritime Transport*.** United Nations Conference on Trade and Development.

Recommended References

- **IMO Publications on Cargo Handling and Stowage Guidelines** *International safety and operational standards for cargo operations.*
- **Journal Articles:**
  Maritime Policy & Management
  Journal of Shipping and Trade
  The International Journal of Logistics Management
- **Industry Reports and Case Studies:**
  Port performance analysis
  Container terminal efficiency studies
  Bulk and liquid cargo handling incidents

Supplementary Learning Materials

- **Digital Tools and Software:**
  Cargo Management Systems (CMS)
  Terminal Operating Systems (TOS)
  Stowage planning and operational simulation software
- **Field Visits / Virtual Tours:**
  Observations of container terminals, bulk and liquid cargo operations
  Hands-on understanding of cargo handling procedures
- **Guest Lectures / Webinars:**
  Presentations from cargo managers, port operators, and shipping company staff
- **Guidelines and Manuals:**
  IMDG Code for hazardous cargo
  Safety manuals for cargo handling operations
  Standard Operating Procedures for ports and terminals

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**
CLO1: Explain the scope and importance of cargo operations in maritime logistics.	Lectures, interactive discussions	Quizzes, short-answer assignments
CLO2: Identify and classify various types of cargo and their handling requirements.	Lectures, case studies	Written assignments, class participation
CLO3: Prepare, interpret, and manage cargo documentation including bills of lading, manifests, and loading/discharge lists.	Workshops, practical exercises	Assignments, practical documentation exercises
CLO4: Plan and execute safe loading, stowage, and unloading operations, ensuring ship stability and safety.	Simulations, practical exercises	Stowage planning exercises, project reports
CLO5: Operate cargo handling equipment efficiently and safely.	Demonstrations, practical sessions	Practical assessments, observation reports
CLO6: Analyze port and terminal layouts for effective cargo flow and resource allocation.	Case studies, workshops	Group projects, presentations
CLO7: Apply digital tools and software for cargo planning, monitoring, and reporting.	Computer lab sessions, simulations	Software-based assignments, project work
CLO8: Ensure compliance with international regulations, charter party obligations, and insurance requirements.	Lectures, guest lectures	Exams, written assignments
CLO9: Evaluate operational performance using KPIs and implement efficiency improvements.	Case studies, problem-solving exercises	Analytical reports, presentations
CLO10: Identify and manage risks related to cargo handling, security, and environmental impact.	Simulations, workshops, role-play	Risk assessment reports, scenario-based exercises

ECTS / Workload Table			
Activities	**Number**	**Duration (Hours)**	**Total Workload**
Preparation for lectures	-	-	-
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)	**15**	**1**	**15**
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: Coastal Resource Management							
Code	**Year**	**Semester**	**Credit**	**ECTS**	**Course application, Hour/Week**		
					Theoretical	**Application**	**Laboratory**
MMD408	IV	Spring	3	3	3	0	0
Course type: Elective				**Prerequisite: x**		**Language:** English	
% Contribution to the Professional Fundamental Component				**Basic Sciences**	**Engineering Science**	**Engineering Design**	**General Education**
				-	-	-	100
Course Venue and Time				Monday / 08:30 – 11:20			
Instructor information				**Dr. Gökhan Tarı** Faculty of Maritime Studies Wednesday / 09:00 – 12:00 +90 (392) 650 26 00 / 4040 gokhan.tari@kyrenia.edu.tr www.kyrenia.edu.tr			

Course Description	**Coastal Resource Management** introduces students to the sustainable use, protection, and governance of coastal and marine resources. The course focuses on the ecological, social, and economic dimensions of coastal areas, emphasizing the balance between human activities and environmental preservation. Students will study coastal ecosystems, biodiversity, human impacts, and management frameworks, including Integrated Coastal Zone Management (ICZM) and marine spatial planning. The course also covers coastal fisheries, tourism, pollution control, climate change adaptation, and coastal engineering solutions. Through case studies, field observations, and project-based learning, students will develop the knowledge and skills required to assess, plan, and implement strategies for sustainable coastal resource management. By the end of the course, students will be able to make informed decisions to support ecological integrity, economic development, and social well-being in coastal regions.
Course Aims and Objectives	The course aims to equip students with the knowledge and practical skills necessary for sustainable management of coastal resources, emphasizing ecological, social, and economic considerations. Students will learn to assess, plan, and implement strategies that balance human use with the conservation of coastal and marine ecosystems. • Explain the ecological, economic, and social importance of coastal resources. • Identify and describe different types of coastal ecosystems and their biodiversity. • Analyze the impacts of human activities, including urbanization, tourism, and pollution, on coastal areas. • Apply the principles of Integrated Coastal Zone Management (ICZM) and marine spatial planning. • Evaluate sustainable practices in coastal fisheries, aquaculture, and tourism. • Assess and propose strategies to mitigate pollution and manage coastal waste. • Analyze the effects of climate change on coastal regions and develop adaptation measures. • Understand coastal protection techniques, including engineering and natural infrastructure solutions.

	• Monitor and assess coastal resources using GIS, remote sensing, and other data collection methods. • Engage stakeholders and apply governance frameworks to support sustainable coastal resource management.
Course Learning Outcomes	**LO1:** Explain the significance and role of coastal resources in maritime management and sustainable development. **LO2:** Identify and characterize various coastal ecosystems, including estuaries, mangroves, coral reefs, and dunes. **LO3:** Assess human impacts on coastal areas, such as urbanization, industrialization, tourism, and pollution. **LO4:** Apply the principles and frameworks of Integrated Coastal Zone Management (ICZM) in practical scenarios. **LO5:** Evaluate the management of coastal fisheries, aquaculture, and tourism for sustainability. **LO6:** Propose strategies for coastal pollution mitigation and effective waste management. **LO7:** Analyze the impacts of climate change on coastal zones and recommend adaptation measures. **LO8:** Design coastal protection and restoration plan using engineering and natural infrastructure approaches. **LO9:** Utilize GIS, remote sensing, and other tools to monitor and assess coastal resources. **LO10:** Engage stakeholders and implement governance and policy strategies to achieve sustainable coastal management outcomes.

Content of the Course

Week	*Subject*
1	**Introduction to Coastal Resource Management** • Definition, scope, and significance of coastal resources • Relationship between coastal management and maritime activities • Overview of global and regional coastal ecosystems
2	**Coastal Ecosystems and Biodiversity** • Types of coastal ecosystems (estuaries, mangroves, coral reefs, dunes) • Flora and fauna of coastal regions • Ecosystem services and their importance to society
3	**Human Impact on Coastal Resources** • Coastal urbanization and industrial development • Pollution sources: chemical, plastic, oil spills • Overfishing, habitat destruction, and tourism impacts
4	**Coastal Resource Management Frameworks** • Integrated Coastal Zone Management (ICZM) principles • National and international policies • Role of governments, NGOs, and local communities
5	**Coastal Geomorphology** • Shoreline types and coastal landforms • Sediment transport and erosion processes • Coastal dynamics and management implications
6	**Marine Spatial Planning** • Principles and tools for spatial planning • Zoning of coastal areas for different uses • Conflicts and synergies among stakeholders
7	**Coastal Fisheries and Aquaculture** • Sustainable fishing practices • Coastal aquaculture systems • Resource assessment and management strategies
8	**Coastal Tourism and Recreation** • Impacts of tourism on coastal resources • Sustainable tourism practices • Planning and management of coastal recreational activities
9	**Coastal Pollution and Waste Management** • Sources and types of coastal pollution • Waste treatment and disposal strategies • Policies and best practices for pollution control
10	**Coastal Climate Change and Adaptation** • Effects of sea-level rise, storms, and climate variability

	• Vulnerability assessment of coastal areas • Adaptation strategies and resilience building
11	**Coastal Protection and Engineering Solutions** • Hard and soft engineering methods (seawalls, groins, beach nourishment) • Natural infrastructure approaches • Case studies of coastal protection projects
12	**Coastal Resource Monitoring and Assessment** • Techniques for monitoring coastal ecosystems • Use of GIS, remote sensing, and drones • Data analysis for informed decision-making
13	**Policy, Governance, and Stakeholder Engagement** • Legal frameworks and regulatory policies • Stakeholder analysis and participatory management • Conflict resolution and decision-making tools
14	**Case Studies and Best Practices** • Local, regional, and international examples of successful coastal management • Lessons learned and transferable strategies
15	**Review and Final Assessment** • Comprehensive review of course topics • Student presentations of projects or research on coastal resource management • Preparation for final examination

Methods and Techniques used in the Course

- **Lectures and Interactive Discussions:**
  Introduce core concepts, management frameworks, and ecological principles of coastal resources.
- **Case Studies Analysis:**
  Review real-world examples of coastal management successes and failures, emphasizing best practices.
- **Field Visits / Virtual Tours:**
  Observations of coastal ecosystems, ports, marinas, and protected areas to connect theory with practice.
- **Workshops and Group Projects:**
  Practical exercises on planning, resource assessment, and stakeholder engagement in coastal management.
- **Simulations and Scenario-Based Learning:**
  Risk assessment, climate change adaptation, and decision-making exercises for coastal management challenges.
- **GIS and Remote Sensing Applications:**
  Training on mapping, monitoring, and spatial analysis of coastal resources.
- **Guest Lectures / Industry Insights:**
  Presentations by coastal managers, government authorities, and NGOs on real-world coastal resource management.
- **Problem-Based Learning:**
  Students analyze challenges such as pollution, erosion, or overfishing and propose sustainable solutions.
- **Student Presentations:**
  Present findings from projects, research, or case studies to develop communication and critical thinking skills.
- **Discussion of Policy and Governance Frameworks:**
  Engage with national and international laws, ICZM, and stakeholder coordination strategies.

Sample Questions

Short Answer Questions

- Define Integrated Coastal Zone Management (ICZM) and explain its importance.
- List three types of coastal ecosystems and describe their key characteristics.
- What are the main human activities that impact coastal resources?
- Explain the role of coastal governance and stakeholder engagement in sustainable management.
- Describe two methods for monitoring coastal environmental changes.

Essay / Long-Form Questions

- Discuss the ecological, social, and economic significance of coastal resources in maritime management.
- Analyze the impact of tourism on coastal ecosystems and propose sustainable practices.
- Explain the challenges of climate change for coastal zones and suggest adaptation strategies.

Case Study / Applied Questions

- A coastal area is experiencing severe erosion and habitat loss due to urban expansion. Propose a management plan to restore the ecosystem while accommodating human activities.
- You are tasked with designing a marine spatial plan for a region with mixed uses: fishing, tourism, and port operations. Outline your approach and key considerations.

Multiple Choice Questions (MCQs)

- Which of the following is a key principle of Integrated Coastal Zone Management (ICZM)?
  a) Ignoring stakeholder interests
  b) Holistic and integrated planning
  c) Focusing solely on economic development
  d) Excluding environmental considerations
- The primary function of mangrove ecosystems in coastal zones is:
  a) Increasing tourism revenue
  b) Serving as natural buffers against storms and erosion
  c) Providing shipping lanes
  d) Constructing ports
- Which technology is commonly used for monitoring coastal resources?
  a) GIS and remote sensing
  b) CAD software for ship design
  c) Blockchain for maritime finance
  d) Accounting software

Critical Thinking / Problem-Solving Questions

- How would you address pollution from industrial and residential sources in a coastal region while maintaining economic activity?
- A port expansion project threatens a nearby coral reef. Propose mitigation strategies to protect the ecosystem and comply with regulations.

Materials Used in the Course

Primary Textbooks

- **Cicin-Sain, B., & Knecht, R. W. (2018).** ***Integrated Coastal and Ocean Management: Concepts and Practices*****.** Island Press.
- **Kumar, S. (2020).** ***Coastal Zone Management: Principles and Applications*****.** Springer.
- **Day, J. W., et al. (2019).** ***Estuarine Ecology*****.** Wiley.

Recommended References

- **UNESCO. (2021).** ***World Coastal Atlas and Coastal Management Guidelines*****.**
- **NOAA Coastal Management Reports and Publication**
- **Journal Articles:**
  - *Coastal Management*
  - *Marine Policy*
  - *Ocean & Coastal Management*
- **Case Studies and Regional Reports:**
  - Coastal vulnerability assessments
  - Marine spatial planning initiatives
  - Pollution and restoration case studies

Supplementary Learning Materials

- **GIS and Remote Sensing Software Tutorials**
  - ArcGIS, QGIS, and Google Earth Engine for coastal mapping and monitoring.
- **Virtual Field Visits / Observations**
  - Online tours of mangroves, coral reefs, estuaries, and coastal protected areas.
- **Guidelines and Manuals**
  - ICZM Guidelines (UNESCO/UNDP)
  - Coastal risk assessment manuals
  - Environmental impact assessment protocols
- **Guest Lectures / Webinars**
  - Presentations from coastal managers, environmental agencies, and NGOs.
- **Online Databases and Portals**
  - Global Coastal Database
  - NOAA Coastal Data Access
  - UN Ocean and Coastal Resources portals

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**
CLO1: Explain the significance and role of coastal resources in maritime management.	Lectures, interactive discussions	Quizzes, short-answer assignments
CLO2: Identify and describe different types of coastal ecosystems and their biodiversity.	Lectures, case studies, field observations	Assignments, practical reports
CLO3: Analyze human impacts on coastal areas including urbanization, pollution, and tourism.	Case studies, problem-based learning	Essays, analytical reports
CLO4: Apply Integrated Coastal Zone Management (ICZM) and marine spatial planning principles.	Workshops, simulations, group projects	Project reports, presentations
CLO5: Evaluate sustainable practices in coastal fisheries, aquaculture, and tourism.	Lectures, case studies	Written assignments, presentations
CLO6: Propose strategies for pollution mitigation and coastal waste management.	Problem-based learning, simulations	Scenario-based reports, assignments
CLO7: Assess the impacts of climate change on coastal zones and recommend adaptation measures.	Lectures, simulations, GIS exercises	Case study reports, presentations
CLO8: Design coastal protection and restoration plans using engineering and natural infrastructure methods.	Workshops, practical exercises	Project work, design reports
CLO9: Utilize GIS, remote sensing, and other tools to monitor and assess coastal resources.	Computer lab sessions, practical exercises	Software-based assignments, mapping projects
CLO10: Engage stakeholders and implement governance and policy strategies for sustainable coastal resource management.	Group projects, interactive discussions	Presentations, participation, policy analysis reports

ECTS / Workload Table			
Activities	**Number**	**Duration (Hours)**	**Total Workload**
Preparation for lectures	-	-	-
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)	**15**	**1**	**15**
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.		