



SHIPPING FORWARDING AND TRANSPORT BROKING

Aim

To equip students with extensive knowledge and sufficient skills in Shipping, Forwarding and Transport broking disciplines. Students to develop an ability to build up/maintain relationships and communicate effectively as the only asset in ensuring that the students obtain a solid knowledge of presentation and negotiation techniques, communication and interpersonal /cultural skills and differences combined with team building and personal empowerment and development.

OBJECTIVES

1. Identify the scope of clearing and forwarding, the field environment including rights, duties and responsibilities of a freight forwarder
2. Outline usage of import, export documents and associated terms in relation to C&F operations aspects of international trade
3. Appreciate the legal context /implication of various documents used in import-export and their sources
4. Demonstrate ability to perform consolidations and plan intermodal journeys for containerized and convention cargo

Course Outline:

1. What is a Broker? History and development of brokers.
2. Freight Forwarding services
3. Documents and documentation of import and export
4. Key legal rights, duties and responsibilities of a forwarder
5. Internal and external organizational environment
6. Forwarder relations to other parties
7. Warehousing, packaging and packing; Handling of dangerous goods
8. Cargo clearance procedures at the front office
9. Documentation and carriage of goods under the various transport modes
10. Computation of freight rates
11. Ship broking disciplines (chartering, sale and purchase, contracting of new buildings, vessel financing or project broking)
12. Effective communication

13. Interpersonal skills; Teambuilding; Cultural and personal differences; Personal empowerment; Broker code of conduct; Broker values and branding; International trade law
14. ONE FOREIGN LANGUAGE
15. Shipping Business; Broker marketing; Brokers sales activity; Rate development with broker; Quotation processes; Order processes; Broker negotiations; Claims processes; Contracts and Billing Process; Back solicitation; Shopper's summation.

Recommended Reading

The New Guide to Understanding Brokering© 2008 QT Investments, Inc. © 20081.
Farhathullah, T.M. English Practice Book for Technical Communication, Chennai, RBA
Publication, 2002.

Balasubramanian, M & G Anbalagan, English for Engineering Students, KumbakonamR.M.S.
Anuradha Agencies Reprint 2001.

Journals and Periodicals