



# SkillsPlus

## Professional Education & Training Programs

**Jagmeet Makkar**, MSc  
FICS FRINA FIMarE(I) FHKI Arb MCI Arb

SkillsPlus Programs in HK are supported by:

*Skills+*



**Hong Kong Shipowners Association**

# What we do

PASTICHE HOLDINGS LTD.  
Consultants & Brokers

**PASTICHE HOLDINGS LTD.**

PORTRANS INTERNATIONAL  
Port Consultancy & Training



SKILLS PLUS  
Professional & Soft Skills Training

**Skills+**  
*Bridging the Knowing-Doing Gap*

CORE COMPETENCY  
<http://corecompetency.net/>  
Distributors & Trainers



# Why SkillsPlus Programs?

## ➤ Broader *thinking & actioning* (*Bridging the Gap*)

- Silos ↓
- Blinkers ↓
- Cross-functional Knowledge ↑
- Better team work ↑
- Risk Mitigation & Management ↑
- Meeting Client Expectations ↑

## Modules under ASB:

- Practical Dry Cargo Chartering (**MCF**) MATF
- Basic Ship Sale & Purchase (**MCF**) MATF
- Advance Ship Sale & Purchase Part 2 (Focuses on Sale & Purchase Disputes & Prevention) (**MCF**) MATF

**MCF:** Maritime Cluster Fund, Singapore

**MATF:** MATF Maritime & Aviation Training Fund, Hong Kong

## Modules under ASB:


- Technical & Operations Management for Commercial Managers MATF
- Financial Management for Ship Managers (Commercial & Technical) MATF
- Cost Management for Ship Managers (Commercial & Technical) MATF
- Legal Aspects of Shipping MATF

Financial Management includes Ship Finance and Ship Acquisition Modelling

Cost Management includes Budgeting from root vessel and variance analysis and action monitoring

Legal Aspects includes contract law, disputes & prevention (important contracts and concepts)

- Vendor Contracts Management (2 days)
- Shipping Contracts Management (2 days) **MATF**
- Shipping Contracts Management & Introduction to International Arbitration (3 days) **MATF**  
(Jointly held with Chartered Institute of Arbitrators, East Asia Branch)
- Maritime Contracts & Introduction to Mediation **MATF**  
(Jointly held with Academy of International Dispute Resolution & Professional Negotiation)
- Shipping Risk Management & Derivatives (An Applied Approach):  
Master Class **(MCF)** **MATF**
- Shipping Risk Management & Derivatives (An Applied Approach):  
Advance Workshop **(MCF)** **MATF**

- Risk Management Series (RM Series):
  - Charter-party Disputes & Prevention
  - Sale & Purchase Disputes & Prevention
  - Bills of Lading Disputes & Prevention
  - Bunkers Disputes & Prevention
  - Shipping Disputes & Prevention (**MCF**) 



## Modules under SSM:

- Impact of New Regulations on Shipping: Owners' & Managers' dilemma (NewRegs) MATF
- Ships' Steel Work & Welding: Planning, Execution of repairs & Avoiding Stress-raisers (ShipWeld) MATF
- Essential Commercial Knowledge for Technical Superintendents & Managers (ECK) MATF
- Condition Assessment Program (CAP) MATF

## Modules under SSM:

- Ship inspections (Routine & Pre-Purchase): Where & what to look for asset acquisition & preservation (ShipInspect) MATF
- Ships' Coatings: "Protection is better than Cure" (ShipCoat) MATF
- Managing dry-docking & special surveys effectively (ShipRepair) MATF
- New Building Supervision: Do's & Don'ts (ShipBuild) MATF

In India:

**Empanelled in:**

**Centre of Excellence (CoE)  
of  
Indian Port Association**





# Co-Founder (Jagmeet Makkar) Background

- Marine Engineering [DMET] 1977 – 1981
- Sailed till 1993 with a two year break from 1988-1990 (Indian Railways)
- IES: Indian Engineering Services 1988 Batch [IRSME: Indian Railway Service of Mechanical Engineers]
- New Building Supervision 1994-1995, KC Maritime / Samsung
- KC Maritime: June 1990 – Jan 2007
  - Technical management; New Buildings; Conversions; Market Analysis and Ordering Ships; Chartering; Sale & Purchase; Long Term Contracts, Development (Cement Carriers)
- Noble Chartering Jan 2007 – June 2015
  - Chartering, New Buildings; Sale & Purchase; Market Analysis and Ordering Ships; Long Term Contracts (Cargoes & Ships); Hedging & Risk Management; Joint Ventures and Overseeing Owners Technical team
- Cass Business School Sept 2015 – August 2016
  - Energy, Trade and Finance, Derivatives, Options Pricing, Corporate Finance, Oil & Gas Logistics and Management, Energy Project Investment Finance, Advance Quantitative Methods
- Pastiche Holdings / SkillsPlus / Portrans International
  - Professional Training; Consultancy; Shipbroking; Maritime Registrar; Maritime Arbitration

## Learning & Development

- Thinking Outside-the-Box in Deal Making (Larry Franklin, HKUST)
- Excel Financing Modelling Skills (Edward Bodmar, WSC)
- Strategic Marketing Management (Ross School of Business, University of Michigan, Ann Arbor)
- Shipping Management (Indian Institute of Management, Ahmedabad)
- Human Resource Management (ISF)
- Cost & Financial Management (HK Poly U)
- Internal Safety Auditor Course (LR)
- Bulk Carrier Safety (GL)

## Main Academic Achievements

- Investment Law & Investor – State Mediator Training by DoJ (Department of Justice, HKSAR), ICSID (International Centre for Settlement of Investment Disputes, World Bank Group) & AAIL (Asian Academy of International Law)
- Cass Business School: **1<sup>st</sup> position with Distinction** 2015-2016 in MSc Program (Energy, Trade & Finance)
- Chief Engineer's Examinations, Ministry of Transport: **1<sup>st</sup> position** 1987
- Indian Railways Services of Mechanical Engineers: **Principal's Gold Medal** 1989
- Indian Engineering Services Examinations: **5<sup>th</sup> position in India** 1987
- Marine Engineering Research Institute (DMET): **President's Gold Medal**; Narottam Morarjee (1<sup>st</sup> position) 1977-1981
- Institute of Naval Architects (EZ): **Gold Medal** 1981



## Professional Memberships

- **FICS** Fellow of Institute of Chartered Shipbrokers  
*Past Chairman of the Institute of Chartered Shipbrokers, HK Branch.*
- **FRINA** Fellow of Royal Institute of Naval Architects
- **FIMarE(I)** Fellow of Institute of Marine Engineers (India)
- **FHKIArb** Fellow of Hong Kong Institute of Arbitrators
- **MCIArb** Member of Chartered Institute of Arbitrators
- **LMAA** Supporting Member, London Maritime Arbitrators Association
- **HKMAG** Member, Hong Kong Maritime Arbitrators Group

Applied for admission as a Mediator in the list of Closer Economic Partnership Arrangement (CEPA) after completion of an intensive 7 day “Investment Law & Investor-State Mediator Training Course, conducted by Department of Justice, HKSAR, ICSID (World Bank) and Asian Academy of International Law.

## Industry Interaction & Publications

- Participated in Hong Kong Government's initiatives:
  - Shipping Consultative Committee
  - Maritime & Aviation Training Fund
  - Hong Kong Maritime Forum
- Technical Committees (Past member)
  - Lloyd's Register of Shipping
  - Class NK
- Hong Kong Shipowners Association: Technical & Manning Committees
- Regular speaker in international conferences such as Dry Shipping Summits, Marine Money, Coaltrans, Intercem, India Shipping Summit, Knect365, ACI (Active Communication International) etc.
- Regular contributor to various magazines and industry bodies such as Seaview, Sailor Today, Bimco Review, Marine Engineers' Review etc.
- Past "Controlling Council Member" of the Institute of Chartered Shipbrokers (ICS)
- Past Chairman of the Hong Kong Branch of the ICS
- Member, Education & Training Committee of the ICS

# Thank You

**Jagmeet Makkar**, MSc  
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Co-Founder & Director, SkillsPlus  
Proprietor, Portrans International