



SkillsPlus

Bridging the Knowing-Doing Gap

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Shipping Expert & Practicing Arbitrator

FICS FRINA FIMarE(I) FHKIArb AFIDRRMI MCIArb MHKAG

Chairman: Institute of Chartered Shipbrokers, Hong Kong Branch

Council Member: Hong Kong Centre of International Commercial Arbitration (HKCICA)

Chairman: Maritime & Logistics Arbitration, HKCICA

Supporting Member: London Maritime Arbitrators Association

Member: Singapore Chamber of Maritime Arbitration

List of Hong Kong International Arbitration Centre

Available to evaluate your disputes and help resolve

Some of the Participating Organisations

Skills⁺



SkillsPlus Programs in HK are supported by:

Skills⁺



Hong Kong Shipowners Association

The logo for the Maritime & Aviation Training Fund (MATF) in Hong Kong. It consists of the letters 'MATF' in a bold, white, sans-serif font, centered within a solid orange square. The background of the slide features a repeating pattern of the word 'Skills+' in a light pink color.

MATF

**SkillsPlus Programs are listed under ProTERs (Professional Training and Education Refund Scheme under
“Maritime & Aviation Training Fund in Hong Kong**



MCA

SINGAPORE

For some of the SkillsPlus programs, “MCF Training Grant is available for eligible participants.


Please refer to www.mpa.gov.sg/mcf for information.”

- Professional SkillsPlus Development Programs
 - Technical SkillsPlus Development Programs
 - Applied Shipping Business
 - Master Classes
 - Specifically for Middle to Senior Management
- Soft SkillsPlus Advance Development Programs

- [Ship inspections](#) (Routine & Pre-Purchase): Where & what to look for asset acquisition & preservation **(Technical 7 Asset Managers): 7 hours**
- [Impact of New Regs. on Shipping](#): Owners' & Managers' dilemma **(Technical & Asset Managers): 4 hours**
- [Ships' Steel Work & Welding](#): Planning, Execution of repairs & Avoiding Stress-raisers (ShipWeld) **(Technical): 4 hours**
- [Ships' Coatings](#): "Protection is better than Cure" (ShipCoat) **(Technical): 7 hours**
- [Managing dry- docking & special surveys](#) effectively (ShipRepair) **(Technical): 7 hours**
- [New Building Supervision](#): Do's & Don'ts (ShipBuild) **(Technical): 7 hours**
- [Condition Assessment Program](#) (CAP) **(Technical): 7 hours**
- [Essential Commercial Knowledge](#) for Technical Superintendents & Managers **(All in Shipping, especially Technical & Operations): 7 hours**

Top Four of Shipboard Management

- Bills of Lading & Related Issues (**Masters, Chief Officers**)
- Voyage Charter-party (**Masters, Chief Officers**)
- Time Charter-Party (**Masters, Chief Engineers, Chief Officers**)
- Speed & Consumption Warranties & Claims (**Masters, Chief Engineers, Chief Officers & 2nd Engineers**)



A set of 4 sessions to
enhance performance
through risk
management

- Ship Finance & Investment Decision Making Process (**Commercial & Senior Technical**)
- Shipping Disputes & Prevention (**Commercial, Operations, Senior Technical & Senior Ship Officers**)
- Ship Sale & Purchase (learning through case studies) (**Commercial, Technical, Legal & Finance**)
- Cost Management for Ship Managers (Commercial & Technical) – Includes the bottom-up budgeting process (**All Shipping Personnel, especially Technical**)
- Practical Dry Cargo Chartering (Commercial)
- Technical & Operations for Commercial Managers (All non-technical shipping personnel)
- Shipping Risk Management & Derivatives (An Applied Approach) (Commercial & Trade Book managers)

Master Classes for Middle – Senior Management **Skills+**

- [Vendor Contract Management](#) (**All involved in products/services procurement**)
- [Maritime Contracts & Introduction to Mediation](#): *Joint Program with Academy of International Dispute Resolution & Professional Negotiation* (**Commercial, Technical, Legal & Finance**)
- [Shipping Contracts Management](#) (**Commercial, Technical, Legal & Finance**)
- [Shipping Contracts Management & Introduction to International Arbitration](#): *Joint Program with Chartered Institute of Arbitrators, East Asia Branch* (**Commercial, Technical, Legal & Finance**)
- Advance Workshop: Shipping Risk Management & Derivatives (An Applied Approach) (**Commercial & Trade Book Managers**)

Soft SkillsPlus Advance Development Programs



- Enhancing Personal Effectiveness
- Attributes to be successful
- Strategy leading to Success
- Client Management: Working through Human Traits

- Bespoke Programs: In addition, as per your needs, we can develop programs focusing on Effective Communication, Team Management & Working, Managers & Leaders etc.

Soft SkillsPlus Advance Development Programs:

Up to Senior Shore-based Management, Top four of Ship-board Management

Module 1: Enhancing Personal Effectiveness



- Strong Desire, Effective Personal Strategy, Purposeful Action
- Interpersonal / People Skills
- Effective Communication
- Decision-Making Skills
- Team-Working
 - Principles & Dynamics of Team-Work
- Acquisition and Application of Knowledge
- Time Management through Self Management
- Value Creation for Self and Organisation

Module 2: Attributes to be successful

- Emotional Intelligence basics
- Understanding Yourself & Your Team
- Understanding People and their Personalities
- Relationship Management in broader terms
- Self Motivation & Self Esteem
- Goal Setting & Time Management

Module 3: Strategy Leading to Success

- Where we are today
- Where we want to be (Short/Medium/Long term)
- Company Values
- Gap Analysis
- How will we get there (Who & How)
 - Talent Management (it's all about People)
 - Business Plan & Goal Setting
 - Action Plan
- Adjusting Plan with Changes in Environment

It is not intended to get into Balance Score Card / 360 degrees / EQ at this stage

Module 4: Client Management

- Who is your Client?
- Understanding Yourself & Your Team
- Understanding your Clients and their Personalities
- Communicating with your Clients
- Talking Straight & Transparency
- Demonstrating Respect
- Positive Attitude & Righting Mistakes
- Loyalty, Accountability and Keeping Commitments
- Developing an Environment of Trust

Thank You

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