

Shipping Contracts Management

SkillsPlus is offering an online program for suitably qualified professionals, titled “Shipping Contracts Management”. It is recommended that the applicants should hold a recognised professional or industry qualifications appropriate to their profession and have at least 2 years’ practical experience in the Shipping Industry.

Eligible persons may be entitled to a generous subsidy from the Hong Kong Government for the cost of participating in the course.

An excellent program for a good understanding of major shipping contracts, disputes & prevention. The participants of the *past Shipping Contracts Management programs included lawyers, underwriters, shipowners, charterers, operators, ship finance professionals and ship managers.*

Course Outline



- **Introduction to Contract Law:** basics; types of contracts; language & homemade clauses; sale of goods act 1979; unfair contract terms act 1977
- **Ship Management Contract:** rights, obligations and limits of liability.
- **Charter Parties:** key obligations & differences; disputes (arrived ship, NOR, laytime, underperformance, delayed delivery, bills of lading etc.)
- **Bunker Supply Contract:** liability issues; discussion of Res Cogitans case.
- **Norwegian Sale Form:** evolution 1987-2012 & BIMCO SHIPSALE 2022; key clauses (inspection, drydocking, condition on delivery, buyers & sellers’ default); a review of previous relevant authorities
- **Contract of Affreightment** (dry bulk as an example): evaluation; negotiation; execution; risk mitigation strategies (counter-party risk; physical hedging and derivative positions)
- **Bareboat Charter Contract:** operating leases; key financial elements; balance sheet issues; construction of Barecon2017; dual flag

Date: 13, 14, 20, 21 May 2026

Time: 2.30pm – 6.00pm Hong Kong time

Duration: 3.5 hours per Session (total 14 hours)

Course Fee: INR 50,000 (INR 12,500 per session of 3.5 hours)

**The Law Society of HK
Twelve (12) CPD Points**



Course Leader

Jagmeet Makkar, FICS

MSc FRINA FIMarE(I) FHKIarb PMIoS MCIArb MHKMAG AFIDRRMI
Former Chairman: Institute of Chartered Shipbrokers, Hong Kong Branch
Council Member: Hong Kong Institute of Arbitration (HKIarb)

With over four decades in the maritime industry, Jagmeet Makkar is a professional with operational mastery and commercial leadership. His unique journey spans from the engine room to the boardroom, equipping him with unparalleled technical and commercial insight into chartering, operations, and sale & purchase. As an accredited mediator and arbitrator for premier global institutions like HKIAC, SIAC, and LMAA, he is the definitive expert brought in to resolve complex commercial disputes. This same seasoned judgement makes him a sought-after expert witness and advisor on newbuilding and S&P projects. Now, as the lead faculty for SkillsPlus, a recognised partner of the Institute of Chartered Shipbrokers, he channels this vast expertise into developing the next generation of industry leaders. Learning from Jagmeet isn't just an education; it's an immersion in decades of real-world excellence.

SkillsPlus Programs: Some of the Participating Companies



SkillsPlus Professional Training Programs

Flagship Masterclasses

- **New! – Understanding & Executing Shipbuilding Contracts**
- Shipping Contracts Management
- Shipping Risk Management & Derivatives (An Applied Approach)
- Bunker Hedging – Practical Application
- Maritime Vendor Contracts Management
- Commercial Shipping – Practical Considerations

Applied Shipping Business

- Practical Dry Cargo Chartering
- Ship Sale & Purchase
- Technical & Operations for Commercial Managers (no sea-going experience)
- Ship Finance & Investment Decision Making Process
- Cost & Budget Management for Ship Managers
- Shipping Disputes & Prevention
- Marine Insurance – Principles & Practice

Shipping & Ship Management

- Essential Commercial Knowledge
- Ship Management Contract
- Ship Inspections (Pre-Purchase & Routine)
- Managing Drydocking & Special Survey Effectively
- Ship's Coatings (Protection is better than cure)
- New Buildings Supervision: Do's & Don'ts
- Impact of New Regulations

Soft Skills Programs

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



Some of the Participating Companies



SkillsPlus was established in 2017 for ***Bridging the Knowing-Doing Gap***.

SkillsPlus brings to you a unique proposition where key practical aspects of professional knowledge are imparted through decades of real life experiences.

Our practical Shipping courses focus on the skills enhancement of different levels of management in commercial shipping, operations, ship-management, legal and finance/accounts functions in Maritime Firms. The course is conducted by a trainer with decades of practical working experience. Please refer to the “Trainer’s Background” provided on page 2 of the flyer.

The unique methodology of SkillsPlus, that sets it apart from others, includes Professional group discussions, workshops, seminars and real-life case studies, which effectively synergizes theory and professional know-how.