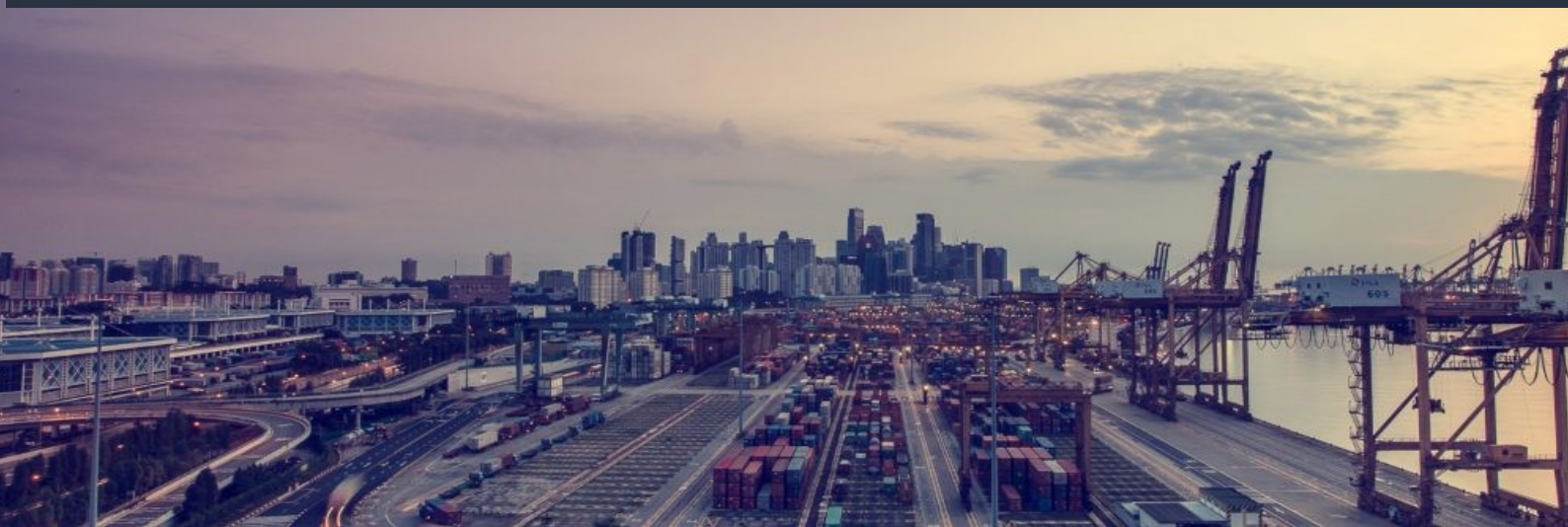


## PORT & TERMINAL MANAGEMENT I ONLINE COURSE



### Overview

In the fast-paced world of 21st-century trade, port and terminal managers face the challenge of meeting rising demand driven by global expansion. The pressures of globalization have intensified competition in cargo markets, making enhanced productivity a critical factor for economic survival. This course comprehensively explores all operational facets of port functions, covering financing, legal considerations, planning, operations, marketing, competition, equipment, and infrastructure. Designed by leading industry experts, the course delves into management techniques that enhance services and maximize profit potential.

### Specific Areas Covered

#### Ports & Their Functions

- Role of ports in international trade and transport.
- Impact on the economic development of countries and their seaborne trade.
- Exploration of different forms of port ownership structures and services.

#### Ship Types & Cargoes

##### Port Management

- Organizational structure and facilities.
- Performance measurement.
- Quality management systems and benchmarking.
- Cargo operations, traffic, and congestion avoidance.
- Safety management and security.
- Involvement of statutory bodies and labor organizations.

##### Port Competition & Marketing

- National and international port competition.
- Importance of market information, geographic location, and its impact on transit time.
- Role of stakeholders like shipowners, shippers, freight contractors, and transport interests.
- Techniques of port promotion and identification of potential users.
- Impact of inland transportation and handling facilities

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## **Port Pricing**

Cost factors in pricing, including infrastructure, navigation services, and labor.  
Pricing policy variations - 'not for profit,' government-influenced, fully commercial.  
Influence of competition on pricing policy and demand.  
Pricing structures and regulatory mechanisms.

## **Port Planning**

Government's role in port development policy.  
Planning principles, project planning, and user involvement.  
Capacity calculations and port layout principles.  
Specialized terminals and support operations.  
Handling characteristics of various cargo types.

## **Port Finance**

Financial management in port operations.  
Budgets, capital, and revenue expenditures.  
Investment appraisal and cost analysis.  
Project evaluation, review techniques, and capital budgeting.  
Joint venture opportunities for financing and management.

## **Port Equipment, Buildings, Cargo Handling Equipment**

## **Port Ownership**

## **Legal Aspects of Port Management**

## **Ideal for**

Ports and Terminal Management Personnel, Port Authority Personnel, Port Operations Professionals, Logistics and Freight Forwarding Executives, Sector Consultants, Port Agents, Port Captains, and Officers.

## **Details**

Dates: 10, 12, 17, 19, 21, 24, 26, 27 February & 05, 07 March  
Hours: 19:30 – 21:30 (+2 GMT)  
Duration: 10 sessions

## **Online Learning**

The seminar will be delivered exclusively online through fully tutored learning sessions. Upon registration, you will receive an email with webinar information and joining instructions. No special equipment is required except a camera and a microphone for participation.

## **Fees**

**600,00 EUR** (Including tuition fees & reading material)

ICS Members are eligible for a discount 20% on all HMC Professional Maritime Seminars

## **Certification**

Participants will receive a certificate of attendance on completion of the course.

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## Tutors & CVs

### NEIL DAVIDSON, PORT SECTOR EXPERT

Neil has over 30 years' experience in the port sector, retiring in 2020 and retaining an interest in, and passion for the sector. A graduate in International Transport from the Department of Maritime Studies, Cardiff University, his initial industry experience included working for Lloyd's of London and the Medway Ports Authority, Sheerness, UK. He then spent 8 years in the Port of Tilbury, London, specialising in market research and business planning. He was closely involved in the successful management buy-out of the port in 1992 and its subsequent trade sale to Forth Ports plc in 1995. He also gained freeport status for the port, acting as Freeport Manager for 2 years. He joined Drewry Shipping Consultants in 1997 and founded the company's ports practice, contributing to both single-client consultancy work and publications through to 2020. His consultancy experience included participation in port projects in locations including Europe, Asia, the Americas and the Middle East. This covered assignments such as market studies, traffic and revenue forecasting, privatisations, strategic analyses and M&A due diligence. He was author and editor for Drewry's port publications and has spoken at numerous industry conferences and seminars worldwide, as well as lecturing students.

### ANDREW FRANCIS, PORTS & SHIPPING CONSULTANT

Andrew is a professional in ports operations and development with experience of over 35 years. Experienced in operations delivery, business leadership and transformation, and most recently, in the Corporate Human Resources function of a global leader in port operations and trade facilitation.

Has worked globally, including Middle East (UAE, Saudi Arabia, Oman, Jordan), Asia (India, China, Indonesia, Philippines, Kazakhstan) Africa (South Africa, Mozambique, Egypt, Djibouti, Algeria) Europe, Australia, and the Caribbean.

Andrew has been a Container Terminal Manager at Port of Bristol and Port of Liverpool.

Then, he joined P&O Ferries North Sea, responsible for safe and efficient operation of 4 passenger and freight Ro-Ro terminals. He was responsible for safe and efficient operation of 4 passenger and freight Ro-Ro terminals. He implemented major cost-saving initiatives and projects including implementation of transfer / cassette system, dynamic labour rostering, terminal layout changes and rationalization of passenger terminals. He was responsible for vessel deployment – 4 x Ro-Pax vessels plus 5 x freight vessels, in liaison with Fleet Dept. on port services, safety management and incident management system.

Andrew, then, worked for DP World as Head of Global Operational training and Development and as Director at DP World Institute. He was responsible for the management and delivery of all DP World Institute programmes and training solutions globally, as well as the leadership of all terminal business and operational initiatives. This role involved a high degree of integration and cooperation with the Talent Management team, Regional and Business Unit leaders, ensuring integrated use of resources to meet Corporate Human Capital objectives globally, and aligning L&D solutions to position-based competency standards and business needs.

Now Andrew is working independently on short, medium and longer-term global projects, advising and supporting related organisations in the development of people, resources and business activities in the ports, maritime and logistics sectors.

He holds a higher Diploma in Marine Engineering from Glasgow Nautical College and MBA from University of Wales.