## TSC Category
Ship Broking and Chartering

### TSC Description
Drive the organisation’s chartering business and monitor key performance indicators

<table>
<thead>
<tr>
<th>TSC Proficiency Description</th>
<th>Level 1</th>
<th>Level 2</th>
<th>Level 3</th>
<th>Level 4</th>
<th>Level 5</th>
<th>Level 6</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>STP-SBR-3001-1.1</td>
<td>STP-SBR-4001-1.1</td>
<td>STP-SBR-5001-1.1</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Assess market data and propose rates for chartering</td>
<td>Analyse data to match shippers with charterers</td>
<td>Review the business unit’s performance and establish standard operating procedures</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

### Knowledge

**S**

- Voyage and time charters parties, chartering procedures
- Role, functions and responsibilities of a shipbroker
- Types of cargo in the market, their requirements and best practices for transporting them
- Freight rate market and methods to forecast and analyse freight rates
- Shippers – strengths and weaknesses, trade lanes they operate in, ship types, rates charged and shipping schedules
- Shipping industry, current and emerging trends, commercial awareness, roles of different major players
- End-to-end brokerage process
- Feature of a Contract of Affreightment (COA)
- Contractual and legal compliance

- Voyage and time charter parties, chartering procedures
- Voyage estimating, laytime calculations, dry cargo chartering, tanker chartering
- Types of cargo in the market, their requirements and best practices for transporting them
- Freight rate market and methods to forecast and analyse freight rates
- Shippers – strengths and weaknesses, trade lanes they operate in, ship types, rates charged and shipping schedules
- Shipping industry, current and emerging trends, commercial awareness, roles of different major players
- Process of matching shippers with charterers
- End-to-end brokerage process

- Voyage and time charter parties, chartering procedures
- Voyage estimating, laytime calculations, dry cargo chartering, tanker chartering
- Types of cargo in the market, their requirements and best practices for transporting them
- Freight rate market and methods to forecast and analyse freight rates
- Shippers – strengths and weaknesses, trade lanes they operate in, ship types, rates charged and shipping schedules
- Shipping industry, current and emerging trends, commercial awareness, roles of different major players
- Types of business unit key performance indicators
- Methods to track business unit’s key performance indicators
<table>
<thead>
<tr>
<th>Abilities</th>
<th>International or industry regulations</th>
<th>Charter Party clauses and shipping terms or practices</th>
<th>Corrective measures to address business unit’s key performance indicators</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Collect and evaluate cargo requirements</td>
<td>Circulate fixture information among charterers and ship owners</td>
<td>Establish the business unit’s chartering operations, policies and standard operating procedures</td>
</tr>
<tr>
<td></td>
<td>Confirm criteria for selecting shippers</td>
<td>Calculate brokerage for confirmed chartering fixtures</td>
<td>Oversee chartering operations and fixtures</td>
</tr>
<tr>
<td></td>
<td>Identify potential shippers who are capable to transport cargo</td>
<td>Match shippers with charterers to achieve the best Return on Investment (ROI)</td>
<td>Assess the business unit’s performance against key performance indicators</td>
</tr>
<tr>
<td></td>
<td>Ascertain freight and cargo rates for transport of cargo</td>
<td>Analyse information contained in position lists and market reports</td>
<td>Recommend measures to address performance of business units</td>
</tr>
<tr>
<td></td>
<td>Communicate terms and agreements for proposed charters</td>
<td>Track and trace ship positions, cargo and rates</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Draft COAs between parties</td>
<td>Oversee the drafting of COAs to ensure compliance with regulatory requirements and client requirements</td>
<td></td>
</tr>
</tbody>
</table>

©SkillsFuture Singapore
Effective date: April 2017, Version 1.1