

Charterparty Negotiation and Maritime Claims Training Course

27 September – 1 October 2027
Milan

AGILE LEADERS
Training Center

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Ref: 1847_238209 **Date:** 27 September – 1 October 2027 **Location:** Milan **Fees:** 7000 Euro

Overview

Charterparty Negotiation and Maritime Claims Training Course is a one-week professional course for shipowners, charterers, brokers, agents, P&I personnel, freight forwarders, maritime lawyers, and shipping operations teams who leave with a Charterparty Negotiation and Claims Toolkit. Participants connect clause drafting, commercial evidence, operational records, claim notices, and dispute choices across time and voyage charters. The course turns fragmented contract positions into traceable negotiation and claims decisions. Agile Leaders Training Center develops charterparty negotiation and maritime claims capability.

Who Should Attend

- Functions responsible for negotiating vessel employment and charter terms
- Teams responsible for post-fixture operations, voyage records, and contractual notices
- Functions responsible for freight, hire, laytime, demurrage, and performance claims
- Advisers responsible for maritime contract risk, dispute prevention, and settlement options
- Port, logistics, and insurance functions supporting charterparty evidence and decisions

The course assumes participants work with shipping contracts or operational claims and leaves out introductory shipping concepts, litigation advice, and vessel navigation.

Departments and Industries

The course supports departments and industries that negotiate, operate, insure, or review vessel charter arrangements.

- Shipowning, chartering, and shipbroking organizations
- Commodity trading, freight forwarding, and marine logistics functions
- Port agency, vessel operations, and post-fixture teams
- Marine insurance, P&I, claims, and risk functions
- Maritime legal, contract, and dispute-resolution teams

Learning Objectives

By the end of this course, participants will be able to:

- Compare time and voyage charter risk allocations.
- Analyze owners' and charterers' duties against operational evidence.
- Apply clause review methods to hire, orders, performance, and off-hire.
- Build laytime, demurrage, and claim-support records.
- Evaluate safe-port, cargo, deviation, lien, and paramount-clause risks.
- Prioritize negotiation, notice, claim, and dispute-response actions.

Course Agenda

Day 1: Frame the Charterparty Negotiation

- Time and Voyage Charter Risk Allocation Map
- Owner and Charterer Duty Comparison Matrix
- Commercial Term Sheet and Negotiation Priority Register
- Charterparty Clause Review and Amendment Method
- Negotiation Authority, Reservation, and Decision Log

Day 2: Control Hire and Vessel Performance

- Payment of Hire and Non-Payment Remedy Checklist
- Employment Order Validity and Compliance Test
- Speed, Consumption, and Performance Evidence Record
- Off-Hire Event Analysis and Causation Matrix
- Notice, Protest, Waiver, and Rights-Preservation Tracker

Day 3: Manage Laytime and Demurrage

- Notice of Readiness Validity Review
- Statement of Facts Evidence Audit
- Laytime Counting and Exception Decision Tree
- Demurrage, Despatch, and Detention Calculation Sheet
- Time-Bar and Supporting-Document Submission Checklist

Day 4: Allocate Cargo and Dispute Risk

- Safe Port and Safe Berth Risk Assessment
- Dangerous Goods Declaration and Responsibility Matrix
- Deviation, Liberty, and Routeing Clause Review
- Lien and Paramount Clause Rights Analysis
- Claim Escalation, Negotiation, Mediation, and Arbitration Pathway

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Day 5: Practice Charterparty Claims Decisions

- Suggested Exercise: Negotiate a Time Charter Term Sheet
- Suggested Exercise: Decide an Off-Hire Performance Claim
- Suggested Exercise: Audit Laytime and Demurrage Evidence
- Suggested Exercise: Select a Maritime Dispute Response
- Capstone Exercise: Charterparty Negotiation and Claims Toolkit

Practical Exercises

The course uses suggested activities to connect charterparty language with operational records and commercial decisions.

- Suggested activity: compare owner and charterer positions and record agreed terms, reservations, and approval limits.
- Suggested activity: test hire, performance, off-hire, and notice evidence against a clause set.
- Suggested activity: reconstruct laytime from a statement of facts and prepare a claim-support file.
- Suggested activity: choose negotiation, mediation, arbitration, or reservation actions for a maritime dispute.

FAQs

Who suits charterparty negotiation and maritime claims training, and what does it assume?

Charterparty negotiation and maritime claims training suits commercial and operational personnel who work with vessel employment, contract clauses, voyage records, notices, or claims. It assumes familiarity with shipping transactions rather than legal qualification.

How does charterparty negotiation training differ from general negotiation training?

Charterparty negotiation training applies commercial negotiation to vessel duties, hire, performance, laytime, cargo risk, claims evidence, notices, and dispute pathways. General negotiation training does not examine these maritime contract mechanisms.

What evidence supports a laytime and demurrage claim?

Laytime and demurrage claims rely on the charterparty, valid notices, the statement of facts, time sheets, cargo-operation records, exceptions, correspondence, calculations, and submission compliance.

When can a vessel performance issue become an off-hire claim?

An off-hire claim depends on the agreed clause, the event, causation, time lost, performance evidence, notices, and preserved rights. The course teaches a structured review without offering case-specific legal advice.

How should charterparty disputes be escalated?

Charterparty disputes should be escalated through documented issue framing, evidence preservation, contractual notices, commercial negotiation, and the agreed dispute pathway, with authority and deadlines tracked.

Conclusion

Participants take back a Charterparty Negotiation and Claims Toolkit. It combines risk maps, clause reviews, evidence records, laytime calculations, notice trackers, claim files, and dispute pathways. The toolkit changes disconnected contract and operational information into reviewable decisions for negotiation, claim preparation, settlement, and escalation.