

# Advanced Marine Salvage Law and Claims Training Course

9 – 13 May 2027
Nairobi

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**Ref:** 2160_258230 **Date:** 9 – 13 May 2027 **Location:** Nairobi **Fees:** 4500 Euro

## Overview

Advanced Marine Salvage Law and Claims Training Course is a one-week advanced course for shipowners, salvors, insurers, P&I and claims personnel, maritime lawyers, port authorities, masters and casualty response managers, who leave with a Marine Salvage Claims File. The course applies marine salvage law and claims to voluntary salvage services, salvage reward analysis, special compensation decisions and salvage dispute preparation. Agile Leaders Training Center presents practical marine salvage law and claims.

## Who Should Attend

- Shipowner and vessel-management teams responsible for casualty response and commercial decisions
- Salvor teams responsible for service proposals, operational records and remuneration claims
- Insurance and P&I teams responsible for security, evidence and claim evaluation
- Legal and claims teams responsible for agreements, negotiation and dispute preparation
- Port and casualty-response teams responsible for operational interfaces and environmental protection

The course assumes participants already support maritime operations, casualty response, insurance or claims work; it leaves out jurisdiction-specific legal advice and search and rescue of persons.

## Departments and Industries

The course supports marine casualty decision-making across shipping, insurance and asset-response operations.

- Shipping companies and vessel-management organizations
- Marine salvage and emergency-response services
- Ports, terminals and offshore operations
- Marine insurance, P&I and claims departments
- Legal, surveying and technical advisory services

## Learning Objectives

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

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- Apply marine salvage principles to casualty facts.
- Compare salvage, towage and wreck-removal services.
- Analyze maritime peril, useful result and salved property.
- Evaluate reward factors, environmental efforts and special compensation.
- Build security, evidence and negotiation controls.
- Prepare a traceable Marine Salvage Claims File.

## Course Agenda

## Day 1: Classify Salvage Services

- Voluntary Salvage Service Qualification Matrix
- Maritime Peril Evidence Test
- Salved Property and Interest Register
- Useful Result and Place-of-Safety Assessment
- Salvage, Towage and Wreck-Removal Boundary Map

## Day 2: Structure Agreements and Authority

- Lloyd's Open Form Agreement Structure
- Authority-to-Contract Verification Checklist
- No-Cure-No-Pay Principle Decision Tree
- Casualty Command and Stakeholder Interface Plan
- Salvage Agreement Record-Control Sheet

## Day 3: Evaluate Rewards and Compensation

- Article 13 Reward-Factor Analysis Matrix
- Environmental Protection Effort Evidence Log
- Special Compensation Eligibility Assessment
- SCOPIC Remuneration and Oversight Framework
- Salvage Award Scenario Evaluation Model

## Day 4: Control Claims and Disputes

- Salvage Security Requirement Checklist
- Claim Evidence and Cost-Support Register
- Property Valuation and Contribution Schedule
- Negotiation Position and Settlement Range Map
- Arbitration Issue and Document Preparation Index

## Day 5: Practice Salvage Claim Decisions

- Exercise: Classify a Casualty Service Scenario
- Exercise: Test Maritime Peril and Useful Result Evidence
- Exercise: Evaluate Reward Factors and Special Compensation
- Exercise: Prepare Security and Negotiation Controls
- Capstone Exercise: Complete the Marine Salvage Claims File

## Practical Exercises

The course uses suggested activities based on vessel, terminal and offshore casualty scenarios.

- Suggested activity: distinguish voluntary salvage from contracted towage and wreck removal.
- Suggested activity: test casualty records against peril, property and useful-result requirements.
- Suggested activity: compare reward evidence with environmental effort and compensation records.
- Suggested activity: assemble security, valuation, negotiation and dispute-preparation documents.

## FAQs

### Who suits Marine Salvage Law training, and what does it assume?

Marine Salvage Law training suits shipowners, salvors, insurers, claims personnel, maritime lawyers, port teams, masters and casualty managers. It assumes experience with maritime operations, insurance, legal support or casualty response.

### How does Marine Salvage Law training differ from marine accident investigation?

Marine Salvage Law training focuses on voluntary services, maritime peril, salved property, rewards, compensation, security and claims. Marine accident investigation focuses on evidence, causal analysis and safety recommendations.

### What creates a marine salvage claim?

A marine salvage claim generally depends on voluntary service to property in maritime peril that produces a useful result. The applicable agreement, facts and governing law determine the final analysis.

### How is a salvage reward evaluated?

A salvage reward is evaluated through recognized factors including the salved value, skill, danger, time, expenses, success and environmental efforts. Evidence must connect each factor to the casualty service.

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## What is the SCOPIC framework in marine salvage?

The SCOPIC framework provides a defined approach to remuneration and operational oversight when incorporated into the applicable salvage arrangement. Its use must be assessed against the agreement and casualty records.

## Conclusion

Participants take back a Marine Salvage Claims File containing service classification, agreement, reward, compensation, security, evidence and dispute-preparation tools. The file improves traceability from casualty facts to commercial positions. It also supports coordinated decisions while preserving the boundary between training and jurisdiction-specific legal advice.