

# Liner Shipping Network and Commercial Management Course

17 – 21 May 2027
Tbilisi

AGILE LEADERS
Training Center

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**Ref:** 2170_258818 **Date:** 17 – 21 May 2027 **Location:** Tbilisi **Fees:** 5700 Euro

## Overview

Liner Shipping Network and Commercial Management Course is a one-week professional course for shipping managers, commercial planners, operations coordinators and container service teams, who leave with a Liner Service Decision Pack. The course connects scheduled container services, service network design, vessel deployment, slot capacity, alliance arrangements, freight-rate logic, schedule reliability, port-call performance and commercial controls. Agile Leaders Training Center presents liner shipping network management practice.

## Who Should Attend

- Teams responsible for designing scheduled container service networks
- Teams responsible for vessel deployment and slot capacity decisions
- Teams responsible for freight-rate, surcharge and yield controls
- Teams responsible for alliance and space-sharing coordination
- Teams responsible for schedule reliability and port-call performance
- Teams responsible for liner-service documentation and performance reporting

The course assumes participants work with service schedules, capacity data or commercial reports; it leaves out freight-forwarding operations, ship accounting, cargo claims and container inspection.

## Departments and Industries

The course supports coordinated decisions across container shipping, ports and cargo-owning organizations.

- Liner shipping network planning departments
- Container carrier commercial departments
- Port and terminal operations departments
- Maritime agency and documentation teams
- Industrial shipper logistics departments
- Retail and manufacturing transport teams

## Learning Objectives

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

- Analyze liner service network structures.
- Build vessel deployment and slot capacity plans.
- Evaluate alliance and space-sharing options.
- Apply freight-rate and surcharge logic.
- Diagnose schedule and port-call performance.
- Build a Liner Service Decision Pack.

## Course Agenda

### Day 1: Frame the Liner Service Model

- Scheduled Container Service Operating Model
- Trade-Lane Demand and Cargo-Flow Map
- Liner Shipping Connectivity Indicator Set
- Port-Pair and Transshipment Network Diagram
- Service Scope and Commercial Objective Charter

### Day 2: Design Networks and Deploy Capacity

- Loop, Hub-and-Spoke and Relay Design Matrix
- Port Rotation and Transit-Time Comparison Sheet
- Vessel Deployment and Frequency Planning Method
- Slot Capacity and Utilization Forecast
- Network Scenario Evaluation Scorecard

### Day 3: Govern Alliances and Commercial Terms

- Vessel-Sharing and Space-Charter Option Matrix
- Partner Contribution and Slot Allocation Register
- Freight-Rate Component and Surcharge Map
- Revenue, Yield and Contribution Analysis Sheet
- Commercial Exception and Approval Control

### Day 4: Control Reliability and Port Interfaces

- Schedule Reliability Measurement Method
- Port-Call Time and Berth Interface Dashboard
- Delay Cause and Recovery Decision Tree
- Booking, Manifest and Release Document Flow
- Liner Service Performance Review Pack

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## Day 5: Practice Liner Service Decisions

- Exercise: Compare Trade-Lane Network Scenarios
- Exercise: Balance Vessel Deployment and Slot Demand
- Exercise: Evaluate Space-Sharing and Rate Decisions
- Exercise: Diagnose Schedule and Port-Call Variance
- Capstone Exercise: Complete the Liner Service Decision Pack

## Practical Exercises

The course uses suggested activities based on container-carrier, port-interface and industrial shipper cases.

- Suggested activity: map cargo flows, direct calls and transshipment choices for a proposed service network.
- Suggested activity: balance vessel size, frequency, slot capacity and expected demand across a trade lane.
- Suggested activity: compare alliance, rate and surcharge choices against contribution and service constraints.
- Suggested activity: assemble network, capacity, commercial and reliability evidence into one decision pack.

## FAQs

### Who suits liner shipping network management training, and what does it assume?

Liner shipping network management training suits managers, planners, coordinators and container-service teams. It assumes practical exposure to schedules, capacity information or commercial reports and does not teach freight forwarding, accounting, cargo claims or equipment inspection.

### How does liner shipping management differ from freight forwarding training?

Liner shipping management focuses on carrier service networks, vessel deployment, slot capacity, alliances, pricing logic and schedule performance. Freight forwarding training focuses on arranging customer shipments across carriers and transport modes.

### How is a liner shipping service network evaluated?

A liner shipping service network is evaluated through cargo-flow demand, port coverage, direct and transshipment connections, transit time, frequency, capacity utilization, operating constraints and commercial contribution.

### How are slot capacity and vessel deployment decisions connected?

Slot capacity and vessel deployment decisions connect expected demand with vessel size, service frequency, port rotation, alliance contributions, utilization targets and operational buffers.

## What improves liner shipping schedule reliability?

Liner shipping schedule reliability improves through realistic rotations, port-call visibility, variance diagnosis, recovery rules, partner coordination and disciplined performance reviews.

## Conclusion

Participants take back a Liner Service Decision Pack linking network scenarios, vessel deployment, slot capacity, alliance choices, rate logic and reliability controls. The pack improves traceability from trade-lane evidence to operating and commercial decisions. It also supports coordinated reviews among network, commercial, operations and port-interface teams.