Professional Certificate in Ship Sale and Purchase

2027 □□□□□□ 8 – 4
Rome (Italy)



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Why This Course

In today's maritime market, ship sale and purchase transactions demand far more than commercial instinct alone. Buyers, sellers, brokers, financiers, and managers must navigate legal requirements, market volatility, technical assessments, financing structures, and contractual risks with precision and confidence. A clear understanding of the full transaction process is essential for protecting value, reducing exposure, and achieving successful vessel deals in a competitive global industry.

This intensive 1-week course provides a comprehensive understanding of ship sale and purchase processes in the maritime industry. Participants will gain in-depth knowledge of legal frameworks, market dynamics, valuation techniques, and negotiation strategies essential for successful vessel transactions. The course combines theoretical concepts with practical case studies to ensure real-world applicability.

What You'll Learn and Practice

By joining this program, you will:

- Understand the legal and regulatory aspects of ship sale and purchase transactions.
- Develop proficiency in ship valuation techniques and market analysis.
- Master the art of negotiation and contract management in maritime deals.
- Gain insights into financing options and risk management strategies.
- Learn best practices for due diligence and documentation in vessel acquisitions.

The Program Flow

Day 1: Introduction to Ship Sale and Purchase

- Overview of the maritime industry and vessel types.
- Legal frameworks governing ship transactions.
- Key stakeholders and their roles.
- Market trends and analysis.

Day 2: Ship Valuation and Inspection

- Valuation methodologies for different vessel types.
- Ship inspection processes and protocols.
- Classification societies and their importance.
- Technical aspects of vessel assessment.



Day 3: Negotiation and Contract Management

- Negotiation strategies in ship sale and purchase.
- Memorandum of Agreement and key clauses.
- Contract formation and management.
- Dispute resolution mechanisms.

Day 4: Financing and Risk Management

- Financing options for vessel acquisition.
- Maritime mortgages and securities.
- Insurance considerations in ship transactions.
- Risk assessment and mitigation strategies.

Day 5: Due Diligence and Transaction Closure

- Due diligence processes and checklists.
- Documentation requirements for vessel transfer.
- Closing procedures and post-sale formalities.
- Case studies and practical exercises.

Individual Impact

- Strengthen your ability to understand and manage vessel sale and purchase transactions with greater confidence.
- Enhance your skills in ship valuation, market assessment, and technical review.
- Build stronger capability in negotiating maritime contracts and managing transaction risks.
- Gain practical knowledge of financing, documentation, and deal completion procedures.

Work Impact

- Improve the quality and control of ship sale and purchase transactions across the organization.
- Strengthen commercial decision-making through better valuation, negotiation, and due diligence practices.
- Support more effective management of legal, financial, and operational risks in vessel deals.
- Enhance the organization’s ability to execute maritime transactions with greater efficiency and certainty.

Training Methodology

This program integrates maritime commercial knowledge, legal and financial understanding, and practical application to ensure real-world relevance and professional impact. Learning methods include:



- Real-world case studies on vessel transactions, disputes, and market decisions.
- Practical exercises in valuation, inspection review, and contract analysis.
- Interactive workshops on negotiation strategy, financing, and risk mitigation.
- Group discussions on stakeholder coordination, market dynamics, and transaction challenges.
- Frameworks and tools for applying effective ship sale and purchase practices in professional settings.

Beyond the Course

Upon completion, participants will be better equipped to handle ship sale and purchase transactions with greater clarity, confidence, and commercial awareness. They will return ready to:

- Conduct stronger vessel valuations and transaction assessments.
- Negotiate and manage maritime contracts more effectively.
- Support due diligence and transaction closure with greater precision.
- Contribute to more secure, efficient, and successful ship sale and purchase outcomes.

