Postgraduate Certificate
Naval Project Negotiation and Feasibility

tech global university

Postgraduate Certificate
Naval Project Negotiation and Feasibility

- » Modality: **online**
- » Duration: **6 weeks**
- » Certificate: **TECH Global University**
- » Credits: **6 ECTS**
- » Schedule: **at your own pace**
- » Exams: **online**

Website: **www.techtitute.com/us/engineering/postgraduate-certificate/naval-project-negotiation-feasibility**

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01
Introduction

The Postgraduate Certificate in Naval Project Negotiation and Feasibility is a program of the highest academic level that aims to educate professionals in the field, enabling them to carry out their work with the highest quality and safety requirements. It is a very complete program imparted by professionals with years of experience, and which includes the latest advances in the field.

Negotiation and Feasibility are a fundamental aspect in the field of naval engineering, so it is vital to have specialized professionals. At TECH we want to offer you the best knowledge so you can update your knowledge in the field"

With this Postgraduate Certificate in Naval Project Negotiation and Feasibility, students will acquire the skills to define project design bases or conduct market and feasibility studies; and they will learn how to prepare budgets at different levels of precision, at both the CAPEX and the OPEX levels.

The Postgraduate Certificate covers different methods for financing naval projects, as well as current aids and subsidies available. It also presents the most common types of contract, payment milestones, penalties and types of cancellations.

Students will understand the importance of classification societies and flag states, their involvement in the project, and the experience classification societies have with different types of vessels over time, all of which is essential information for the decision-making process.

This Postgraduate Certificate will end on a robust and fundamental point, which is contract monitoring, from inspection teams, through cost control, analysis and risks monitoring, variations, extras and warranties.

It should be noted that since it is a 100% online program, the student is not conditioned by fixed schedules or the need to move to another physical location, but can access the contents at any time of the day, balancing their work or personal life with their academic life.

This **Postgraduate Certificate in Naval Project Negotiation and Feasibility** contains the most complete and up-to-date program on the market. The most important features include:

- Case studies presented by experts in naval engineering
- The graphic, schematic, and practical contents with which they are created, provide scientific and practical information on the disciplines that are essential for professional practice
- Practical exercises where self-assessment can be used to improve learning
- Special emphasis on innovative methodologies in Negotiation and Feasibility
- Theoretical lessons, questions to the expert, debate forums on controversial topics, and individual reflection assignments
- Content that is accessible from any fixed or portable device with an Internet connection

The completion of this Postgraduate Certificate will place Naval Engineering professionals at the forefront of the latest developments in the sector"

" *This Postgraduate Certificate is the best investment you can make when selecting a refresher program on naval project life cycles. We offer you quality and free access to content"*

This program comes with the best educational material, providing you with a contextual approach that will facilitate your learning.

This 100% online program will allow you to combine your studies with your professional work. You choose where and when to train.
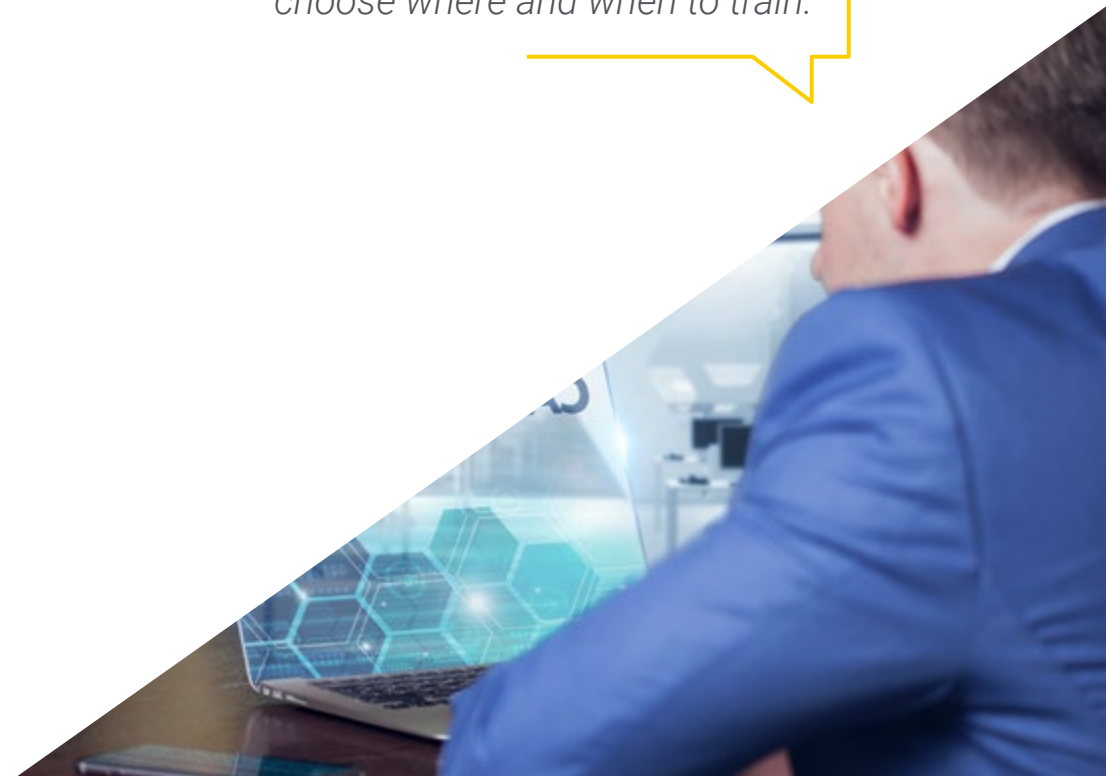
The teaching staff includes professionals in naval engineering, who bring their experience to this training program, as well as renowned specialists from leading societies and prestigious universities.

The multimedia content, developed with the latest educational technology, will provide the professional with situated and contextual learning, i.e., a simulated environment that will provide immersive specialization programmed to learn in real situations.

This program is designed around Problem-Based Learning, whereby the professional must try to solve the different professional practice situations that arise throughout the program. For this, the professional will have the help of an innovative, interactive video system made by recognized and extensively experienced experts in Negotiation and Feasibility.

02
Objectives

The Postgraduate Certificate in Naval Project Negotiation and Feasibility is designed to facilitate professional performance so students acquire and know the main novelties in the field, which will allow them to practice their profession with the highest quality and professionalism.

Our goal is for you to become the best professional in your sector. And for this we have the best methodology and content"

General Objectives

- Possess an overall vision of all stages of the life cycle of a naval project

- Possess and understand knowledge that provides the basis for developing research ideas

- Conceive and develop appropriate technical and economical solutions for naval projects

- Develop the conceptual design that meets shipowner requirements, cost estimates and risk assessments

- Work and negotiate with shipowners from the point of view of design, define ship missions, and assist shipowners in defining ships according to the requirements

- Apply acquired knowledge and problem-solving skills in new environments related to Naval Engineering

- Solve complex problems and make responsible decisions

- Acquire the basis of scientific and technological knowledge applicable to Naval and Ocean Engineering and management methods

- Organize and lead multidisciplinary work groups in multilingual environments

- Acquire the fundamental knowledge of ship design, structure, machinery and on-board installations

- Know the scope of detailed engineering of structure, outfitting, electricity, flag authorization and air conditions

- Know how to organize and control the processes of construction, repair, transformation, maintenance and inspection of naval projects

- Delve into shipyard management, having a global and current vision of all shipyard departments

- Acquire the knowledge of ship operations throughout the entire flow line

- Possess detailed knowledge of the latest trends in innovation and development in the naval market in all stages of the life cycle of projects, from the initial stages of design to operations and vessel or artifact scrapping

Specific Objectives:

- Know the basics of project design
- Conduct market and feasibility studies
- Develop design alternatives that meet shipowner requirements
- Analyze and find the best alternative to suit shipowner requirements and to develop vessels
- Know how to budget both at CAPEX and OPEX levels
- Know the current financing methods for naval projects, aids and subsidies
- Study the most common types of contracts, payment milestones, penalties and types of cancellations
- Carry out contract follow-up procedures
- Know the members and tasks on inspection teams
- Assess offers
- Learn negotiation techniques

Join us and we will help you achieve professional excellence"

Course Management

In our university we have professionals specialized in each area of knowledge, who pour their work experience into our training programs.

Our university employs the best professionals in all areas who share their knowledge to help you"

Management

Ms. López Castejón, María Ángeles

- Naval and Ocean Engineer School of Naval Engineering (ETSIN)
- 22 years of experience in Naval Engineering, Engineering and Shipyards
- Master's Degree in Occupational Risk Prevention Safety. MAPFRE
- PRL Auditor C.E.F
- Safety Coordinator
- C.A.P. University of Seville
- CCPC Co-Active Professional Certified Coach CTI
- Director of Marine Projects at SENER INGENIERIA Y SISTEMAS, S.A.
- Certified Professional Coach

Professors

Mr. Fiorentino, Norberto Eduardo

- Naval Engineer Buenos Aires Technology Institute (ITBA)
- Master's Degree in Environmental Management Postgraduate Course in Ship Construction, Repair and Maintenance
- 26 years of experience in academic management and university teaching
- 13 years of experience in Naval Engineering
- 9 years of experience as a Technical Fleet Manager
- 6 years of experience as an Engine Section Chief in Shipyard Engineering
- Director of Marine Projects at SENER INGENIERIA Y SISTEMAS, S.A.
- Director of the Naval Engineering Department at ITBA

Mr. Martín Sánchez, José Luis

- Naval and Ocean Engineer, School of Naval Engineering (ETSIN)
- Master's Degree in Integral Project Management
- 26 years of experience in Naval Engineering
- Director of Marine Projects at SENER INGENIERIA Y SISTEMAS, S.A.

Mr. Sánchez Plaza, Carlos

- Naval and Ocean Engineer School of Naval Engineering (ETSIN)
- 26 years of experience in Naval Engineering
- PADE, Senior Management Plan, IESE (University of Navarra)
- COO Deoleo
- Fishing and Merchant Fleet Management Specialist
- Member of the Bureau Veritas Naval Technical Committee

04
Structure and Content

The contents have been structured and designed by the best professionals in Naval and Ocean Engineering, who have extensive experience and recognized prestige in the profession, and who are aware of the benefits that the latest educational technology can bring to higher education.

"
We have the most complete and up-to-date academic program in the market. We strive for excellence and for you to achieve it too"

Module 1. Negotiation and Feasibility

1.1.   Market Research
  1.1.1.   Market Research Startup Conditions
  1.1.2.   Key Points in Market Research
1.2.   Feasibility Study
  1.2.1.   Time Calculations (Cargo Management, Ports and Routes)
  1.2.2.   Capacity Calculations (Quantities to Be Transported)
  1.2.3.   Cost Calculation
  1.2.4.   Service Life
1.3.   Decision Matrix
  1.3.1.   Decision Matrix Design
  1.3.2.   Decision Making
1.4.   Budget
  1.4.1.   Budget Types
  1.4.2.   CAPEX
  1.4.3.   OPEX
  1.4.4.   Project Financing: Grants and Subsidies
1.5.   Relationship between Shipowners and Technical/Shipyard Offices
  1.5.1.   Shipowner Technical Office
  1.5.2.   Shipowner Shipyard
1.6.   Requesting and Assessing Bids
  1.6.1.   Information Required for Bids
  1.6.2.   Homogenization of Bids

1.7.   Negotiation Techniques
  1.7.1.   Concept of Negotiation
  1.7.2.   Negotiation Types
  1.7.3.   Negotiation Phases
1.8.   Classification Society and Flags
  1.8.1.   Classification Societies
  1.8.2.   Flags
1.9.   Construction Contracts
  1.9.1.   Types of Contract
  1.9.2.   Payment Milestones
  1.9.3.   Penalties
  1.9.4.   Contract Cancellation
1.10.   Contract Monitoring
  1.10.1.   Inspection Teams
  1.10.2.   Cost Control
  1.10.3.   Risk Analysis and Monitoring
  1.10.4.   Variations and Extras
 1.10.5.   Warranties

A comprehensive and multidisciplinary program that will allow you to excel in your career, following the latest advances in the field of Naval Engineering"

05
Methodology

This academic program offers students a different way of learning. Our methodology uses a cyclical learning approach: **Relearning.**

This teaching system is used, for example, in the most prestigious medical schools in the world, and major publications such as the **New England Journal of Medicine** have considered it to be one of the most effective.
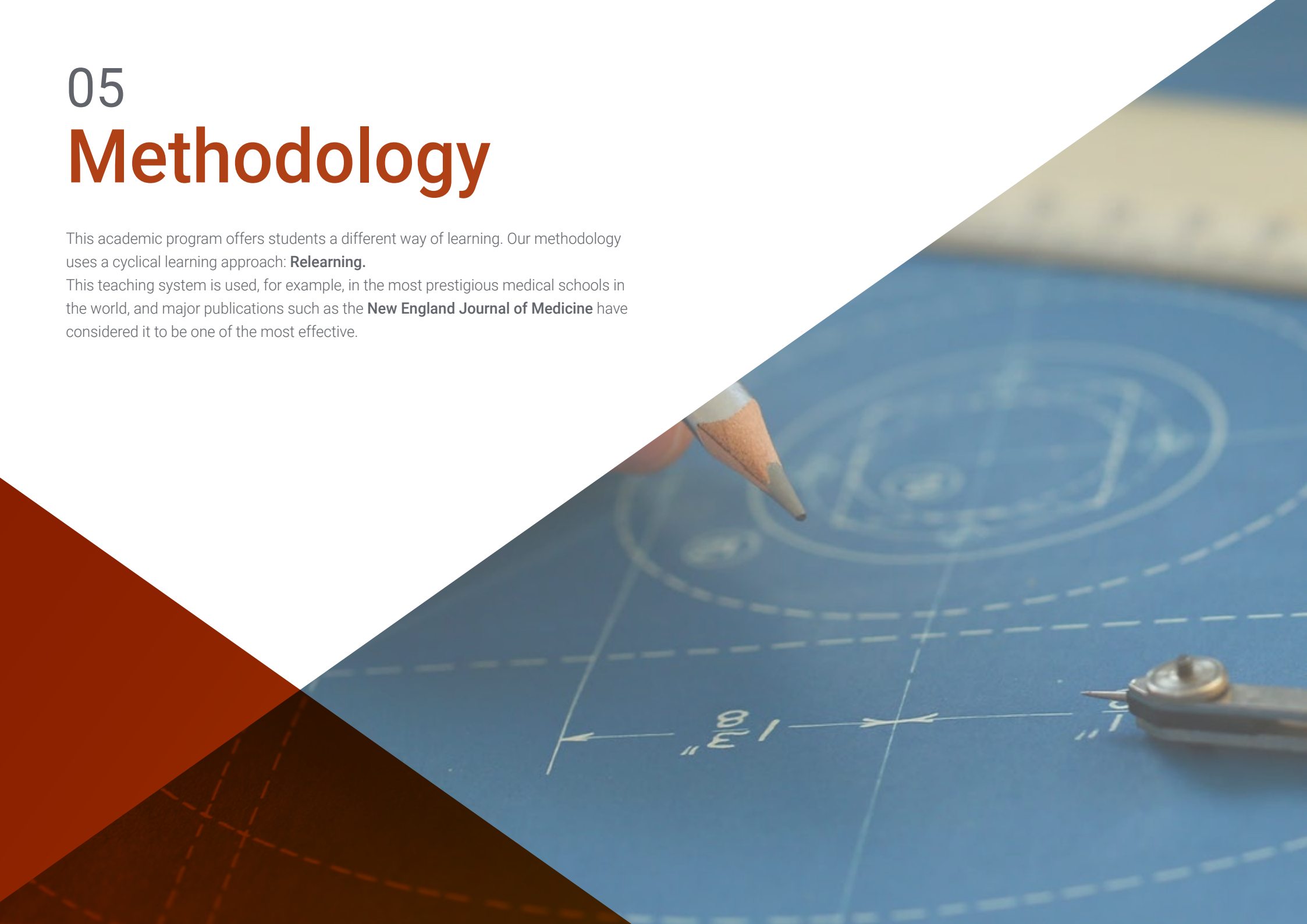
Discover Relearning, a system that abandons conventional linear learning, to take you through cyclical teaching systems: a way of learning that has proven to be extremely effective, especially in subjects that require memorization"

Case Study to contextualize all content

Our program offers a revolutionary approach to developing skills and knowledge. Our goal is to strengthen skills in a changing, competitive, and highly demanding environment.

" *At TECH, you will experience a learning methodology that is shaking the foundations of traditional universities around the world"*

You will have access to a learning system based on repetition, with natural and progressive teaching throughout the entire syllabus.

A learning method that is different and innovative

This TECH program is an intensive educational program, created from scratch, which presents the most demanding challenges and decisions in this field, both nationally and internationally. This methodology promotes personal and professional growth, representing a significant step towards success. The case method, a technique that lays the foundation for this content, ensures that the most current economic, social and professional reality is taken into account.

"

Our program prepares you to face new challenges in uncertain environments and achieve success in your career"

The case method is the most widely used learning system in the best faculties in the world. The case method was developed in 1912 so that law students would not only learn the law based on theoretical content. It consisted of presenting students with real-life, complex situations for them to make informed decisions and value judgments on how to resolve them. In 1924, Harvard adopted it as a standard teaching method.

What should a professional do in a given situation? This is the question that you are presented with in the case method, an action-oriented learning method. Throughout the program, the studies will be presented with multiple real cases. They will have to combine all their knowledge and research, and argue and defend their ideas and decisions.

The student will learn to solve complex situations in real business environments through collaborative activities and real cases.

Relearning Methodology

TECH effectively combines the Case Study methodology with a 100% online learning system based on repetition, which combines 8 different teaching elements in each lesson.

We enhance the Case Study with the best 100% online teaching method: Relearning.

In 2019, we obtained the best learning results of all online universities in the world.

At TECH, you will learn using a cutting-edge methodology designed to train the executives of the future. This method, at the forefront of international teaching, is called Relearning.

Our university is the only one in the world authorized to employ this successful method. In 2019, we managed to improve our students' overall satisfaction levels (teaching quality, quality of materials, course structure, objectives...) based on the best online university indicators.

01 learning from evidence

02 relearning from evidence

03 testing

04 learning from an expert

05 neurocognitive context dependent learning

06 Von-Restorff effect

07 case based learning through storytelling

08 competencies testing (retesting)

In our program, learning is not a linear process, but rather a spiral (learn, unlearn, forget, and re-learn). Therefore, we combine each of these elements concentrically. This methodology has trained more than 650,000 university graduates with unprecedented success in fields as diverse as biochemistry, genetics, surgery, international law, management skills, sports science, philosophy, law, engineering, journalism, history, and financial markets and instruments. All this in a highly demanding environment, where the students have a strong socio-economic profile and an average age of 43.5 years.

Relearning will allow you to learn with less effort and better performance, involving you more in your training, developing a critical mindset, defending arguments, and contrasting opinions: a direct equation for success.

From the latest scientific evidence in the field of neuroscience, not only do we know how to organize information, ideas, images and memories, but we know that the place and context where we have learned something is fundamental for us to be able to remember it and store it in the hippocampus, to retain it in our long-term memory.

In this way, and in what is called neurocognitive context-dependent e-learning, the different elements in our program are connected to the context where the individual carries out their professional activity.

This program offers the best educational material, prepared with professionals in mind:
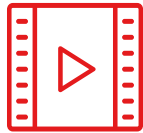
Study Material

All teaching material is produced by the specialists who teach the course, specifically for the course, so that the teaching content is highly specific and precise.

These contents are then applied to the audiovisual format, to create the TECH online working method. All this, with the latest techniques that offer high quality pieces in each and every one of the materials that are made available to the student.

Classes

There is scientific evidence suggesting that observing third-party experts can be useful.

Learning from an Expert strengthens knowledge and memory, and generates confidence in future difficult decisions.

Practising Skills and Abilities

They will carry out activities to develop specific skills and abilities in each subject area. Exercises and activities to acquire and develop the skills and abilities that a specialist needs to develop in the context of the globalization that we are experiencing.

Additional Reading

Recent articles, consensus documents and international guidelines, among others. In TECH's virtual library, students will have access to everything they need to complete their course.

30%

10%

8%

20%

25%

4%

3%
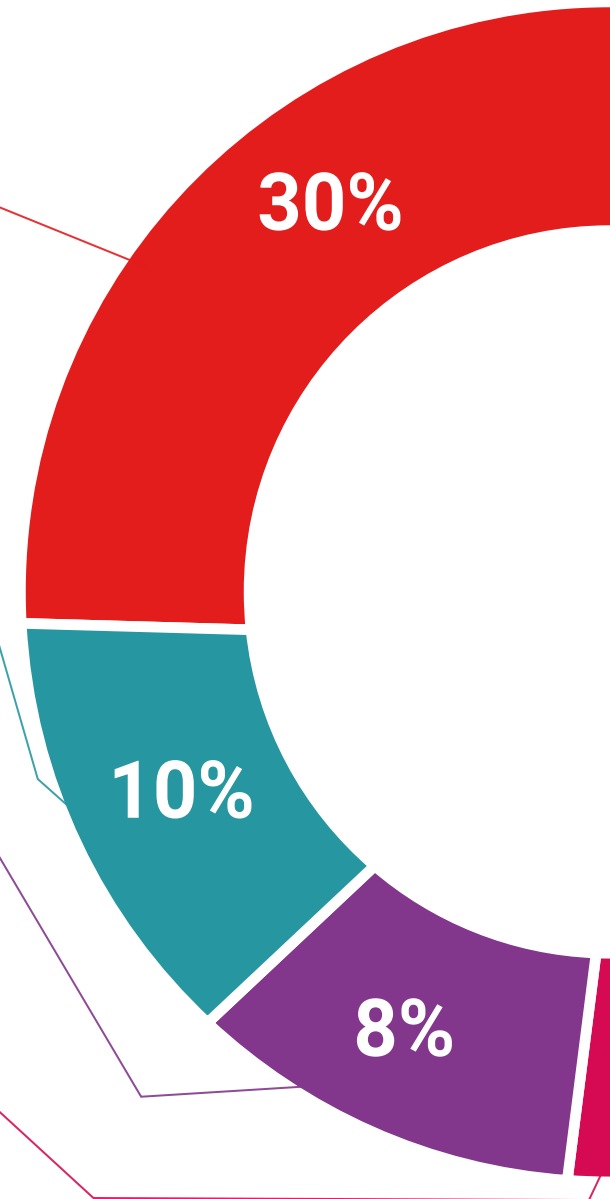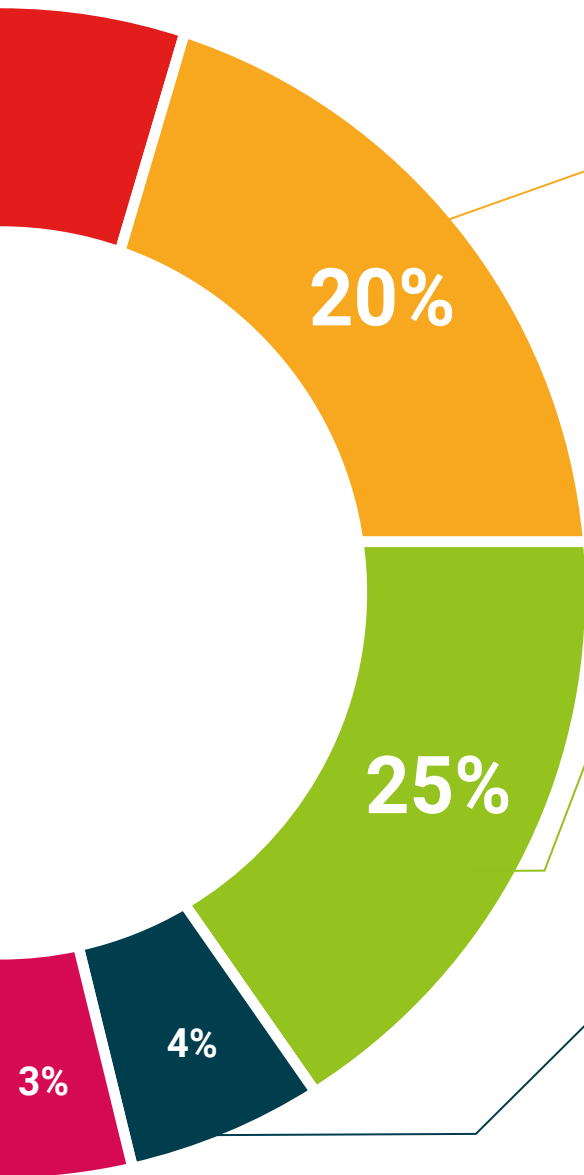
Case Studies

Students will complete a selection of the best case studies chosen specifically for this program. Cases that are presented, analyzed, and supervised by the best specialists in the world.

Interactive Summaries

The TECH team presents the contents attractively and dynamically in multimedia lessons that include audio, videos, images, diagrams, and concept maps in order to reinforce knowledge.

This exclusive educational system for presenting multimedia content was awarded by Microsoft as a "European Success Story".

Testing & Retesting

We periodically evaluate and re-evaluate students' knowledge throughout the program, through assessment and self-assessment activities and exercises, so that they can see how they are achieving their goals.

Certificate

The Postgraduate Certificate in Naval Project Negotiation and Feasibility guarantees students, in addition to the most rigorous and up-to-date education, access to a Postgraduate Certificate issued by TECH Global University.

Successfully complete this program and receive your university qualification without having to travel or fill out laborious paperwork"

This program will allow you to obtain your **Postgraduate Certificate in Naval Project Negotiation and Feasibility** endorsed by **TECH Global University**, the world's largest online university.

TECH Global University is an official European University publicly recognized by the Government of Andorra (*official bulletin*). Andorra is part of the European Higher Education Area (EHEA) since 2003. The EHEA is an initiative promoted by the European Union that aims to organize the international training framework and harmonize the higher education systems of the member countries of this space. The project promotes common values, the implementation of collaborative tools and strengthening its quality assurance mechanisms to enhance collaboration and mobility among students, researchers and academics.

This **TECH Global University** title is a European program of continuing education and professional updating that guarantees the acquisition of competencies in its area of knowledge, providing a high curricular value to the student who completes the program.

Title: **Postgraduate Certificate in Naval Project Negotiation and Feasibility**

Modality: **online**

Duration: **6 weeks**

Accreditation: **6 ECTS**

tech global university

Mr./Ms. _____, with identification document _____
has successfully passed and obtained the title of:

Postgraduate Certificate in Naval Project Negotiation and Feasibility

This is a program of 180 hours of duration equivalent to 6 ECTS, with a start date of dd/mm/yyyy and an end date of dd/mm/yyyy.

TECH Global University is a university officially recognized by the Government of Andorra on the 31st of January of 2024, which belongs to the European Higher Education Area (EHEA).

In Andorra la Vella, on the 28th of February of 2024

Dr. Pedro Navarro Illana
Rector

This qualification must always be accompanied by the university degree issued by the competent authority to practice professionally in each country. Unique TECH Code: AFWORD23S techtitute.com/certificates

*Apostille Convention. In the event that the student wishes to have their paper diploma issued with an apostille, TECH Global University will make the necessary arrangements to obtain it, at an additional cost.

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