Bachelor's Degree in business with Specialisations in Management for Yacht Captains

A higher education program, accredited by Malta Further and Higher Education Authority, at Level "6" of the Malta Qualifications Framework and the European Qualifications Framework for Lifelong Learning"

The "**bachelor's degree in business with Specialization in Management for Yacht Captains**" was designed with the aim to relaunch the skills and credibility in the global market of people who work in the maritime sector and to guarantee quality and protect the professionalism of captains and also of those who wish to enter this sector. **A formation course that will allow certifying the managerial ability of the captain in all phases of the yacht's life: from design and construction to refit.** The course is held entirely online as we think that this will be the future of higher education since it allows students to be more flexible and to work and study at the same time wherever they are.

The qualifications issued by GIOYA HEI are recognized at European level and they have facility of recognition in 30 countries of the Commonwealth, Malta being a member state of the Commonwealth.

Who can apply?

Captains – professionals of the maritime sector **with years of experience in the field** who have not earned a degree, but wish to do so without having to restudy everything they have already learned and have recognized up to 50% of their previous work experience as part of the degree program;

Freshers – students entering their first-degree program in the area of yachting management, experimenting with innovative learning approaches such as work-based learning to also acquire the skills and experiences required by the employment market and allowing them to be more effective in their professional integration

Graduates – **students who already have a previous degree** and are looking for a career change and aspire to become acquainted with the yachting management sector

Why should you apply?

Given the notable presence of Maltese flags in yachting, **GIOYA HEI (**with Headquarters in Malta) – in collaboration with the **ISYL Foundation (Italian Superyacht Life**) and **NAVIGO**, a nautical innovation and development company – has developed the bachelor's degree with an innovative study program that implements new methods such as:

a) **Recognition of Prior Learning -** Students enrolled in the program have the possibility to request GIOYA HEI the recognition of previous knowledge and skill the student has gained through formal learning (training, workshops, seminars, etc.) and non – formal learning (workplace-related), allowing them to reduce the time of studying for the bachelor degree to up to 50% (from 3 years to 1year and half)

b) **Work based learning -** Students have the unique opportunity to experience in practice what has been learned during the bachelor as they will learn how to facilitate daily interactions, work and brainstorming while working on-site in shipyards with professionals. Furthermore, they will acquire not just a bachelor's degree but also the work experience requested by the employment market and making them more successful in securing a job in the sector.

c) **Employability in sectors beyond Yachting -** By the end of the bachelor program, students may be employed in various professions such as shipyard manager, recreational tourism, marine consultancy, business or economic development, entrepreneur, project management, yacht management, business development, Pleasure Craft management, operations supervisor, security operations coordinator, sales manager.

d) **Flexibility -** The course is held partly online and partly through specific work experience: the future of higher education allows students to be more flexible and to work and study at the same time wherever they are.

Entry Requirements

1. **Completed secondary education** (Level 5 EQF) **matriculation examination** or v**ocational qualification** (level 5 MQF) possibly related to subjects like economy, business, finance as well as navigation; no particular grades are requested for such subjects but applicants might ask GY Academy relevant staff to assess their educational and professional profile in order to evaluate whether they have the right ability to succeed as well as recognition of prior learning, in line with GY Academy IQA and RPL Policy.

2. Should demonstrate **at least 1 year of 'seagoing service'** [*reference: STCW Convention, International Convention on Standard of Training, Certification and Watchkeeping for seafarers, 1978, point 26*] with official documentation (e.g. for Malta or the UK the "Seamen's Discharge Book"; for Italy the *"libretto di navigazione e estrattomatricola"*; etc); for those students who already have a previous degree and are looking for a career change and aspire to become an entrepreneur. GY Academy relevant staff will assess the documentation compliance in order to evaluate whether they have the minimum navigation experience needed to complete the Bachelor programme.

3. **Level of English** requested is B2; the level of English can be assessed by an independent commission composed by language experts or, alternatively, can be proved with independent English evaluations certificates (e.g. IELTS, TOEFL)

How will the course unfold?

1. The current edition of this course will be held in Italian, entirely online

2. Attendance of the lessons is not compulsory

3. Most of the lessons will be asynchronous and therefore can be viewed at will, and some lessons and seminars will instead take place synchronized encouraging interaction with the teacher or speaker.

4. The duration of the program is 3 years, which can be reduced to a maximum of 1 year and the thesis by virtue of the recognition of previous learning.

Registrations for the Bachelor Program will open in March 2023

GIOYA HEI, Jointly with NAVIGO and ISYL, have opened the possibility for those interested in the bachelor's in business with specialisation in Management for Yacht Captains to express their interest to enrol in the course by emailing us at info@gy.edu.mt so we can provide you with all the steps needed to apply for the program.

Course Details

Program Length:	Target Audience	Type of course
• Full time: 3 years	• Ages: 18 – 70	Qualification - Each module provides an award with the indicated ECTS
• Part-time: 5 years		

Language of instruction:	Credits needed to earn the bachelor's degree:	Delivery:
• English	• 180 ECTS	Blended: partly online and partly through specific work experiences

Cost

The cost of the Bachelor Degree is 3500 euros per year plus 1500 euros one time administration fee. In case the student decides to Apply for the Recognition of Prior Learning process, that will be pursued on a credit basis ,the cost of the Bachelor will vary

Career Perspective

The Bachelor in Business Administration with specialization in Captain Yachting Management is targeting the " entrepreneurial generation" who would desire to work in the Yachting sector or in other business-related activities as they may be employed in various occupations included but not limited to

- *Shipyards Manager; Leisure Tourism; Consultancy in the Maritime Sector; Business or Economic development; Business Owner or Operations; Project Management; Yacht Management; Business Development; Pleasure Craft Management; Operations Supervisor; Operations Coordinator;*

Furthermore, entrepreneurial skills are valued in many occupations, if not all, and thereby this course will be of benefit to the future of all participating students.

Teaching and Assessment

1. Teaching methods

GIOYA HEI will utilise a flipped methodology whereby learners are directed to self-study and follow online instruction material on the platform. This will ensure that all material is covered adequately. Lectures could mix theory and action learning methodologies such as term project assignment, i.e. case studies, papers, analytical works and so on.

Peer learning" will be strongly encouraged and proper virtual environment will be available for this end, provided by the online learning platform. Moreover, Learners will be able to be supported, tutored or supervised by teachers (or supervisors or tutors), according to what the single teacher will consider as most profitable for her/his specific module or discipline.

2. _Assessment_

Each module could employ one or more of the followings:

a) Portfolio: A portfolio is a collection of student works that exhibits her/his efforts, progress and achievements assessed on individual basis.

b) Projects assignments: a project, a work (e.g. a numerical analysis on a spreadsheet) or a paper could be assigned to a student on an individual or team basis and evaluated individually.

c) Examinations: classical evaluation form to assess individual outcomes. Each teacher could define proper details according to the particular discipline and teaching method.

Portfolios as well as Projects, Work or Paper assignments will be designed with a formative assessment perspective in order to support students to achieve relevant learning outcomes;

3. _Grading_

GIOYA HEI applies the following structure for grading modules of study and programmes. Modules of study are assessed by means of projects, portfolios, written assignments and/or examinations. Assessments are graded against a pre-set rubric which contains percentage marks. On completion of all assessments for a specific module, students obtain the following grades on the basis of the percentage mark obtained:

- *Grade 1 [85% or over]*
- *Grade 2 [60 to 84%]*
- *Grade 3 [45 to 64%]*
- *Fail   [0 to 44%]*

In the case of a failure, students are offered the opportunity to re-sit/re-submit once the assessments of the module.

On completion of all modules of study, all the percentage marks are weighted (based on the total ECTS value). The total sum obtained is then converted to a percentage performance. Overall programme performance is then graded as follows:

- *Distinction [90% or over]*
- *Merit   [70 to 89%]*
- *Pass   [50 to 69%]*

Study Plan

Year 1

1. **Mathematics–** 7 *ECTS – level 6 of the MQF and EQF for Lifelong Learning)*

Learning Outcomes

Competences: – at the end of the module/unit the learner will have acquired the responsibility and autonomy to:

a) Deal with financial or economical problem using mathematical and logic reasoning through a rational mindset;

b) Manage calculation needed in the routine of yachting

c) Supervise data transformation into information and knowledge, useful for practical yachting business purposes;

d) Produce information for decision making using effective analytical tool;

e) Deal with more complex business quantitative topics having a proper mathematical base;

f) Deal with analytical navigation issues;

Skills – at the end of the module/unit the learner will have acquired the following skills:

Applying knowledge and understanding

a) Apply the study of functions to yachting and maritime data in order to manipulate issues as trends or behaviors;

b) Operate with derivatives and integrals on real data to extract useful yachting business information;

c) Evaluate and manage concrete issues as yacht stability and draft variation

d) Find possible relationships between or within data in order to find decision making information;

e) Employ some recognized and effective tools to analyze data coming from yachting business data base;

Judgment Skills and Critical Abilities

a) Evaluate a quantitative and analytical approach from its starting mathematical pillars;

b) Interpret a function in an analytical way evaluating points of interest (e.g. maximum and minimum) and trends.

c) Estimate the limits of an analytic tool in order to give a proper result interpretation;

d) Select the appropriate analytical tool according to the type of information available and required goals;

Module-Specific Communication Skills

a) Communicate using the mathematical and logical language fluently in a business analytical team;
b) Analyze and describe one or more variable functions or graph related to economic, financial or marketing data;
c) Explain a function or a graph to non-experts in a multidisciplinary working team;
d) Exchange analytical information with experts as well as non-experts;
e) Exchange analytical information with experts as well as non-experts;

Module-Specific Learner Skills

a) Undertake further studies focused on economic, financial and marketing topics based on mathematical tools.
b) Study the mathematical side beyond an analytical approach to a new economical or financial issue;
c) Approach more advanced navigation issues related to trigonometric problem
d) Approach more advanced analytical tools eventually needed in order to study new problems or situations;

Module-Specific Digital Skills and Competences

a) Employ a spreadsheet software for simple mathematical purpose as well as data graph creation
b)

Total Contact Hours [1]	35	Supervised Placement and Practice Hours	
Self-Study Hours	105	Assessment Hours	35

2. Financial Accounting – *7 ECTS – level 6 of the MQF and EQF for Lifelong Learning)*

Learning outcomes

Competences: – at the end of the module/unit the learner will have acquired the responsibility and autonomy to:

a) Supervise yachting managerial accounting mastering proper techniques combining practice and theoretical knowledge of financial accounting.

b) Manage the realities that generate accounting events, especially in the yachting field;

c) Deal with relevant digital and non-digital information from sources other than the module materials in order to employ in a managerial team;

d) Advise for information relevant to a particular problem or issue related to financial accounting, yachting oriented;

e) Deal with Generally Accepted Accounting Principles (GAAP) in a managerial team;

f) Carry out the critical evaluation of alternative conceptual frameworks, standards and practices in financial reporting for leading purpose;

Skills – at the end of the module/unit the learner will have acquired the following skills:

Applying knowledge and understanding

a) create income statements, balance sheets, statements of changes in equity, and cash flow statements;

b) Record, understand, evaluate and communicate financial transactions;

c) evaluate who might be the main users of financial statements and their needs.

d) apply the concepts of capital and revenue expenditure, cash and profit, income and expenditure, and assets and liabilities for various business purposes;

e) Post and analyze transactions using ledgers and journals;

f) Carry out journal entries and post to ledger accounts using double-entry accounting procedures;

Judgment Skills and Critical Abilities

a) apply decision making skills in the financial analysis context;

b) analyze, interpret and communicate the information contained in basic financial statements in a critical way;

c) act in compliance with the principles of professional ethics

d) apply his/hers critical skills through finding, organizing, assessing and, analyzing data appropriate to a given situation;

e) Recognize, measure and analyze the effects of financial instruments on the financial statements.

f) assess alternative frameworks for the accounting of financial instruments;

Module-Specific Communication Skills

a) communicate in a professional manner in written work, online and otherwise to both experts and non-experts;

b) articulate explanations of various accounting processes and opinions on accounting issues;

c) Report a statement of cash flows with proper language to prepare reports and schedules used in the decision making process applying the general principles of the cash flow statement;

d) use academic, business and management language appropriately and effectively;

Module-Specific Learner Skills

a) Cope with new yachting business challenges improving knowledge from reliable source of information

b) Undertake further academic studies related to maritime business or related topics.

Total Contact Hours [2]	35	Supervised Placement and Practice Hours	0

(During these hours the learner is supervised, coached or mentored.)

Self-Study Hours	105	Assessment Hours	35

3. Introduction to Economics - *6 ECTS – level 6 of the MQF and EQF for Lifelong Learning)*

Learning Outcomes

Competences: – at the end of the module/unit the learner will have acquired the responsibility and autonomy to:

a) Supervise a team dealing with strategies and models within the micro-economic yachting environment;

b) Collaborate in a yachting business leading team by becoming familiar with the economic mindset and way of reasoning;

c) Master the main market laws, recognize them in real world situation for managerial purpose;

d) Supervise relationships between a company and its economic environment, with insights on yachting;

e) Deal with global macroeconomics concepts in leading business yachting administration;

f) Manage the employee recruiting process selectingsuccesuful interviews and key steps;

<u>Skills – at the end of the module/unit the learner will have acquired the following skills:</u>

a) Master basic concepts and analytical tools of microeconomics as well as macroeconomics in order to use them for yachting business purpose;

b) Apply general economic analysis on yachting issues, market structures and business experiences;

c) Analyze the tools of monetary and fiscal policies and how they influence a real actual business, e.g. in yachting field;

d) evaluate the effectiveness of different economic policies on various macroeconomic scenarios in the short and medium run;

e) Identify the effects of economic policies on goods and financial markets e.g. leisure sector;

Judgment Skills and Critical Abilities

a) a) Use microeconomics concept to evaluate yachting and maritime business problems and issues;

b) Critically consider international fiscal policies in order to evaluate possible business;

c) make hypothesis on a macroeconomic system future evolution, based on economic models;

d) Consider the social and ethical side of macroeconomics dynamics, e.g. critically evaluating issues related to luxury and leisure;

Module-Specific Communication Skills

a) a) Master the economic language in order to communicate with any technical actor;

b) Interact with financial and economic entities using a specific communication language in particular in the maritime and yachting sector;

c) Explain economic issues to non-experts, e.g. in a non-technical meeting;

Module-Specific Learner Skills

a) a Study the yachting and luxury market dynamics applying the learned theoretical basis;
b) Deepen the study of yachting business dynamics and work on new innovative strategies and models integrating data and information coming from reliable source;

Module-Specific Digital Skills and Competences

a) Understand some aspects of bitcoin and blockchain features within the current micro and macroeconomics environment;

Total Contact Hours [3] | 30 | Supervised Placement and Practice Hours | 0

Self-Study Hours | 90 | Assessment Hours | 30

4. Managerial Organization and Leadership - *8 ECTS – level 6 of the MQF and EQF for Lifelong Learning*

Learning Outcomes

Competences: – at the end of the module/unit the learner will have acquired the responsibility and autonomy to:

a) Collaborate in a team or supervise it understanding and anticipating team feelings, sentiments and attitude
b) autonomously research, analyse and evaluate maritime information from a wide variety of souErces in order to supervise a team or advise it.
c) organise work duties, workflows and decision-making and work in a systematic and goal-oriented manner for a single or a team;
d) manage projects and include them as an integral part of the objectives and vision of the organization.
e) deal with business relationships building and maintaining;

f) manage or supervise effective teams and work groups at local as well as at international level;

Skills – at the end of the module/unit the learner will have acquired the following skills:

Applying knowledge and understanding

a. Assess as a management style relates to influencing and managing behavior in the organization systems;

b. Make autonomous decision considering theoretical models on how decisions are made in an organization through various approaches to decision making;

c. apply knowledge to manage common types and causes of conflict that arise within teams;

d. design proper available strategies to deal with maritime life;

e. assemble various leadership styles, roles, and traits and apply them to maritime business situations

f. apply processes and methods that can improve the behavior, attitudes, and effectiveness of ship members;

g. Apply and recognize the need of thorough research to provide correct and up to date information in guest relation and crew internal communication methods;

Judgment Skills and Critical Abilities

a) Analyze individual human behavior in the workplace as influenced by personality, values, perceptions, and motivations.

b) Outline and critically assess the elements of group behavior including group dynamics, communication, leadership, power & politics and conflict & negotiation.

c) engage critically with theory, by generating creative solutions to business problems and issues presented as case studies and by evaluating theory in various scenarios;

d) analyse the best structures for different types of organizations;

Module-Specific Communication Skills

a) Communicate effectively with officials, technician and any other member of a ship

b) communicate and work effectively in an intercultural and interdisciplinary environment;

c) present written arguments/discussion using clear, concise language;

d) build up values, leading ideas and a motivational atmosphere,

Module-Specific Learner Skills

a) assess and develop his/her competencies and willing to continue learning

b) develop independent learning skills necessary to continue studies on a higher level.

c) apply a systematic, critical and constructive thinking in problem identification and solving;

| Total Contact Hours [4] | 40 | Supervised Placement and Practice Hours | 0 |
| Self-Study Hours | 120 | Assessment Hours | 40 |

Learning Outcomes

Competences: – at the end of the module/unit the learner will have acquired the responsibility and autonomy to:

a) Designing, implementing and evaluating a PR campaign in autonomous way as well as in a team working frame;

a) Become story tellers to engage stakeholders and empower teams within which they work and are part of;

b) Master communications in a purpose-oriented and interactive way in meetings and negotiations taking the recipient and the situation into consideration;

c) Master communications in a purpose-oriented and interactive way in meetings and negotiations taking the recipient and the situation into consideration;

d) Deal with information processing from internal as well as form external sources

Skills – at the end of the module/unit the learner will have acquired the following skills:

a) Apply the appropriate PR tools of media and mass communication engagement in a creative way;

a) Evaluate the organizations needs in order to design, implement and manage a PR strategy for projects, campaigns and overall organizational communication strategies;

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b) maximize the transfer of information vocally (using voice), written (using printed or digital media such as books, magazines, websites or emails), visually (using logos, maps, charts or graphs) or non-verbally (using body language, gestures and the tone and pitch of voice), yachting business oriented

c) Arrange effective strategies for recruiting qualified job applicants in the maritime environment including the evaluation of effective interview strategies

d) apply career skills that are needed to succeed, such as using ethical tools and observing business etiquette

e) employ different strategies for talking to individuals from a different generation and/or different cultures;

f) master the ways to make information more accessible to the particular yachting audience assessing the appropriate communication channel for a specific type of message;

Judgment Skills and Critical Abilities

a) Understand the importance of research and planning in public relations and develop the ability to think strategically

b) speak appropriately with a wide variety of people, demonstrate an appropriate vocabulary and tailor language to the audience, present ideas critically

c) Design and manage communication and PR campaigns taking into account the ethical side for a complete critical vision

Module-Specific Communication Skills

a) improve personal relationships by being able to understand others, and to be understood;

b) tailor the language, tone and message to their audience, and get their point across quickly and succinctly, in a way that is heard;

c) master the ability to speak, listen, question and write with clarity and conciseness;

d) d) speak appropriately with a wide variety of people, demonstrate a varied vocabulary and tailor language to the audience, present ideas appropriately,

Module-Specific Learner Skills

a) plan and supervise research and evaluation in public relations both in terms of academic theory and in practice

b) b)improve personal relationships by being able to understand others, and to be understood;

c) d)assess and develop his/her PR competencies again and again having a continue learning mindset;

d) e) acquire, processe and assess his/her maritime and yachting business data, theories, concepts, methods and principles critically;

Module-Specific Digital Skills and Competences

a) Create a presentation using a presentation software
b) Use common digital support to maximize business communication

Total Contact Hours [5] | 20 | Supervised Placement and Practice Hours | 0 |

Self-Study Hours | 60 | Assessment Hours | 20 |

6. Entrepreneurship - *5 ECTS –level 6 of the MQF and EQF for Lifelong Learning)*

Learning Outcomes

Competences: – at the end of the module/unit the learner will have acquired the responsibility and autonomy to:

a) Manage a yachting business with an Entrepreneurial Mindset
b) Make entrepreneurial decisions as a single or managing a team, being aware of their consequences, e.g. the ethical one;
c) Manage knowledge and human capital as a fundamental pillar of a business;
d) Arrange an opportunity observing maritime and leisure markets or create concept from new ideas;
e) Manage an idea evaluation analyzing its feasibility and resource requirements considering proper user viewpoint;
f) Deal with maritime key information for outline a business plan in order to generate a business venture idea;

Skills – at the end of the module/unit the learner will have acquired the following skills:

a) Apply the entrepreneurial mindset to an idea in order to create a business;
b) Generate a business venture idea starting from a market opportunity;

c) Design and build an interdisciplinary working team, promoting innovation and creativity in the maritime fiels;

d) Transform creativity into business, yachting oriented;

Judgment Skills and Critical Abilities

a) Evaluate an opportunity or a concept as a possible business venture idea;

b) Test and select an idea evaluating different viewpoints such as users' opinion and resource requirements;

c) Estimate possible product positioning in order to elaborate a business plan draft;

d) Evaluate an entrepreneurial decision from the ethical and cultural point of view;

Module-Specific Communication Skills

a) master the entrepreneurial keywords coupled with proper maritime technical language;

b) communicate with a creative multidisciplinary team in order to promote Maritime business innovation;

c) evaluate when communication should be restricted because of innovative idea protection;

d) communicate with the final user in order to understand how to develop the idea as customer oriented;

Module-Specific Learner Skills

a) Develop competencies and promote creativity for her/him and for her/his team;

b) Approach unknown entrepreneurial models to be applied to new business idea;

c) Learn how to build complex and detailed business plans, yachting oriented;

Module-Specific Digital Skills and Competences

a) Generate a business venture idea employing digital environment too.

Total Contact Hours [6]	25	Supervised Placement and Practice Hours	0
Self-Study Hours	75	Assessment	25

7. Business Law- *5 ECTS –level 6 of the MQF and EQF for Lifelong Learning)*

Learning Outcome

Competences: – at the end of the module/unit the learner will have acquired the responsibility and autonomy to:

a) manage effective, creative and innovative solutions, both independently and cooperatively, to current and future legal issues;

b) spot potential legal issues as they come up, make better decisions knowing when to seek legal help;

c) develop new and creative solutions to legal problems invoking theory and inter-disciplinary knowledge;

d) supervise a managerial team that apply legal reasoning and research to generate appropriate responses to legal issue;

e) supervise a basic legal research as well as a research on case law, legislation and scholarly journal articles;

Skills – at the end of the module/unit the learner will have acquired the following skills:

a) evaluate the legal structure of an entity to determine the implications of applicable laws and regulations on how that business entity is organized, governed, and operates;

b) apply business law concepts in evaluating the economic substance of business transactions such as purchase agreements, loans and promissory notes, sales contracts, leases, and assumptions of liabilities.

a) c)compose and elaborate types of contracts, including formation and modification;

c) Evaluate the existence and validity of a contract as well as the rights and obligations of the parties to a contract as well as establish the presence or absence of tortuous liability and the consequences which may result;

a) apply critical reasoning to legal issues through independent thought and judgment informed by an understanding of concepts, principles, policies, and values that underpin and permeate the law;

a) evaluate opinions, make decisions, and reflect critically onthe justifications for decisions in the light of legal principles;

Module-Specific Communication Skills

a) strategically negotiate and/or draft simple contracts.

b) use an appropriate legal language with experts making it easier and understandable for non-experts;

c) communicate in an effective way the acquired knowledge and the outcome of research projects, both in written and oral form;

d) interact clearly and productively with legal professionals

Module-Specific Learner Skills

a) evaluate those parts of the law they are most likely to encounter in their maritime careers and in yachting business in order to undertake further studies;

b) develop a coherent research strategy, identifying and assessing sources of legal and non-legal information appropriate to the contest;

c) assess critical attitudes, which are necessary for "life-long learning" and sensitivity to the importance of legal and ethical considerations as well as the ability to confront dominant, popular opinions with constructive criticism;

d) apply legal reasoning and research to generate appropriate responses to legal issues;

Total Contact Hours [7]	25	Supervised Placement and Practice Hours	0
Self-Study Hours	75	Assessment Hours (+	25

8. New Mark Solution – YARE - *3 ECTS – level 6 of the MQF and EQF for Lifelong Learning)*

Learning Outcome

Competences: – at the end of the module/unit the learner will have acquired the responsibility and autonomy to:

a) Deal with real world issues currently debated by the yachting world form a wide range professional perspective recognizing the key factors in the market of Yachting Industry

b) Manage discussions with actors related to Yachting, from industry professionals to engineers, form officers to expert captains using technical language

c) Create a first contact network with captain and yachting officers, companies, supplying services and organizations or professionals to interact with;

d) Collaborate in a superyacht managing team suggesting forefront technical refitting viewpoints;

Skills – at the end of the module/unit the learner will have acquired the following skills:

a) Evaluate real world insights into the superyacht industry as an application of theoretical studies;

b) Analyze superyacht market trends according to experts insight provided within the Captains forum

c) Apply theoretical topics with an "hands on" experience, interacting with the superyacht main actors

d) Analyze different viewpoints over a yachting issue or a maritime topic discussing with experts

Judgment Skills and Critical Abilities

a) write with an appropriate vocabulary in English in both professional and social interactions;
b) active listening, understand, recognize and use language and techniques that will help to make effective presentations in English;
c) speak using the appropriate terminology in English in professional and public contexts, business emails, telephone conversations;
d) clearly analyse and describe charts and graphs;
e) effectively reading and analysing, recognize and produce formal and informal language in emails, reports and professional presentation;

Module-Specific Communication Skills

a) communicate with expert of different area around yacht, using technical language
b) build an interdisciplinary contact network as source of knowledge and experiences interchange

Module-Specific Learner Skills

a) Self –evaluate her/his knowledge and skills in a real professional meeting

b) Analyze and evaluate possible sources of information for specific insights in which she/he could be interested in

c) Interact with expert professionals in order to learn how to find reliable information

Total Contact Hours [8]	15	Supervised Placement and Practice Hours	0
Self-Study Hours	55	Assessment Hours	15

9. Marketing - *10 ECTS – level 6 of the MQF and EQF for Lifelong Learning)*

Learning outcome

Competences: – at the end of the module/unit the learner will have acquired the responsibility and autonomy to:

a) Manage the insights needed to achieve maritime business and marketing goals in autonomous way or as team memeber;

b) Collect and manage information related to the market, especially related to the luxury environment;

c) Master the application of innovative thinking to all aspects of the go-to market strategy, the customer/consumer experience and how an organization engages with its constituents;

d) supervise the alternatives evaluation process, managing the innovation process and bringing ideas to market, while drawing insight from different sources;

e) Analyze each step in the selling process (the pre-approach, the approach and presentation, an analysis of possible objections, the closing and follow-up) for leading and managing purpose;

f) deal with the social, ethical and legal issues in selling within a managerial team or as an independent advisor in a critical way;

g) Advise the adjustment in marketing strategy needed to remain competitive in a global maritime environment;

<u>Skills – at the end of the module/unit the learner will have acquired the following skills:</u>

a) Design international marketing strategies forbusiness-to-businessand business-to-consumer in the yachting and maritime fields;

b) Create marketing function in society considering ethical issues in a critical way;

c) Design a price setting models in line with all of proper variables, e.g. luxury brand;

d) Evaluate marketing channels and promotion strategies analyzing ethical considerations impacting marketers;

e) Evaluate and discuss the essence of luxury brand management;

f) Analyze opportunities and challenges involved in designing the customer experience within the luxury industry evaluating luxury clients and their needs;

g) Assess key specificities of the luxury business in terms of managerial and marketing practices;

Judgment Skills and Critical Abilities

a) gather information and analyse market data, customer needs as well as problems which customerships set for customer products, services and organizations;

b) do research-based analysis to determine what the audience wants and needs;

c) consider the adjustment in marketing strategy needed to remain competitive in a global or luxury environment;

d) evaluate different types of customers and customer groups' needs and problems which customerships set for customer products, services and organizations;

e) acts in compliance with the principles of professional ethics and furthers the performance and well-being of the group;

f) analyse the brand potential that exists in luxury activities, and how luxury-goods businesses should be managed;

Module-Specific Communication Skills

a) negotiate on budgets, timelines, and expectations with clients or with designers and vendors;

b) shares his/her expertise and makes use of the expertise of others.

Module-Specific Learner Skills

a) assesses and develops their competencies and their willing to continue learninghow to plan, price, promote and distribute products;

b) acquires, processes and assesses his/her own field data, theories, concepts, methods and principles of maritime businesscritically;

Total Contact Hours [9]	50	Supervised Placement and Practice Hours	0

Self-Study Hours	150	Assessment Hours	50

10. Naval Architecture, Ship and Yacht Theory with Management of pleasure crafts - *5 ECTS –level 6 of the MQF and EQF for Lifelong Learning)*

Learning Outcomes

Competences: – at the end of the module/unit the learner will have acquired the responsibility and autonomy to:

a) Manage a multidisciplinary yacht team working on naval architecture
b) Master flotation and trim related to yacht employing their theoretical knowledge
c) Deal with the security aspects of yacht, knowing hazard and protection issues
d) Master the theoretical side of launching and docking
e) Supervise projects on yacht engine and, in general, on ship powering having a complete vision.

Skills – at the end of the module/unit the learner will have acquired the following skills:

a) Assess the structure and nomenclature of the ship and the main types of hull;

a) Analyze a marine engine, highlighting the different types, recognizing its parts as well as the other propulsion elements of a boat and calculate the autonomy of an engine in relation to its power;

b) evaluate the stability of a ship, using proper theoretical basis;

c) know the measures to be taken for launching and docking

d) Act in emergency situations knowing hazard and protection issues related to ships

e) manage the engine in normal situation of in case of problems, using the aquired theoretical knowledge

Judgment Skills and Critical Abilities

a) Evaluate an emergency situations, knowing the procedures and security systems on board a boat;
b) Evaluate for the protection and safety of passengers in emergency situations integrating different ship theoretical aspects;
c) Evaluate possible structural damages following a collision or stranding;
d) Assess a boat security and navigation equipment compliance
e) Evaluate an engine form a theoretical technical side

Module-Specific Communication Skills

b) recognize the port entry signs and apply the rules and precautions near the coast;
c) recognize and apply the rules and signals for circulation in inland and shallow waters;
d) Be able to manage all the communication with the crew , the other ships and port authorities employing proper technical language related to ship theory

Module-Specific Learner Skills

a) Know how to be continuously updated on innovative security and navigation devices provided by forefront technologies;
b) Undertake further studies in a professional or academic environment in order to improve her/his knowledge

| Total Contact Hours [10] | 25 | Supervised Placement and Practice Hours | 0 |
| Self-Study Hours | 75 | Assessment Hours | 25 |

YEAR 2

Learning Outcomes

Competences: – at the end of the module/unit the learner will have acquired the responsibility and autonomy to:

a) Manage ship safety and people health understanding and communicating relevant messages

b) Supervise a yachting international working team interacting with technical or non-technical language

c) Advise for yachting and maritime business through technical and non-technical language in written and oral form using proper maritime language

d) Deal with technical issues being familiar with reliable maritime publications

e) Deal with the Classification Society rules and with the way to communicate with them

Skills – at the end of the module/unit the learner will have acquired the following skills:

a) communicate confidently with other maritime professionals;

b) Understand technical manuals and specifications and write basic technical texts correctly;

c) Use technical vocabulary and industry-specific lexis unique to the maritime sector;

d) Acquire adequate knowledge of the technical language to enable the officer to use charts and other nautical publications compliant with STCW Code;

e) Use the IMO Standard Marine Communication Phrases in written and oral form in a proper way;

Module-Specific Communication Skills

a) Orally communicate with foreigners using social and technical English;
b) Give oral presentations on specialized topics;

c) Writing formal academic reports in their field of specialization

d) Communicate clearly and appropriately with mastery of technical terms.

e) Manage relationships with suppliers.

Module-Specific Learner Skills

a) Read specialist nautical literature in order to update her/his knowledge;

b) Improve her/his knowledge and skills in order to deal with new yachting business at international level, understanding technical information coming from institutional, academic or professional reliable sources.

c) Undertake further studies to improve communications skills at academic and professional level.

Module-Specific Digital Skills and Competences

a) Create presentations using a presentation software

Total Contact Hours	20	Supervised Placement and Practice Hours	0
Self-Study Hours	60	Assessment Hours	20

12. Legal Concepts and Maritime Law - *7 ECTS – level 6 of the MQF and EQF for Lifelong Learning*

Learning Outcomes

Competences: – at the end of the module/unit the learner will have acquired the responsibility and autonomy to:

a) Deal with situation that might arrise legally and factually in yachting managing;

b) Advise or Cooperate with varius authorities in the maritime sector on legal matters;

c) Supervise the compliance of various proceduresin the employment of seaferers based on relevant legal requirements (MLC 2006)

d) Manage actions to take in the event of an emergency situation;

e) Supervise the improvements of the working environment for the seafarers based on MLC 2006 requirements;

f) Ensure competent, creative and innovative solutions, both individually and cooperatively, to ongoing and future Maritime legal problems;

g) Apply legal-maritime theory and interdisciplinary knowledge in providing creative solutions to legal problems;

h) Supervise and guide a team in complying with legal procedures and framweworks related to Maritime law;

Skills – at the end of the module/unit the learner will have acquired the following skills:

a) Analyze the differences between civil and criminal law in maritime real situation giveing examples of civil wrongs and criminal offencs in the context of yacht operations;

b) Apply the concepts of negligenc, duty of care non delegable responsability and vicarious liability to maritime realities;

c) Analyze situations in order to apply Merchant Shipping Laws and The Large Comercial Yacht Code;

d) apply an effective MLC management aboard and ashore and evalute the connection of MLC with ISM & STCW in order to apply properly

e) Operate international navigation applying complete knowledge of teritorial waters, inland water and high seas as defined in UNCLOS and of the nature of inncoent passage and when this may be denied;

f) Asses in broad terms the definitions contained in the International Convention on Slavage including SCOPIC;

g) Determine the elements of a valid claim for Salvage in Admirality Law in the absence of any contractual obligation to pay for the services involved;

h) Distinguish between bareboat and standard time yacht charter party agreements;

Judgment Skills and Critical Abilities

a) Analyze and critically asses the consequenquecs of charter party agreements in terms of responsabilities, liabilities and degree of operational control;

b) engage in critical analysis and make a reasoned choice among alternatives, and think creatively in approaching legal issues and generating appropriate responses;

c) make decisions within the legal limits for specific activities;

d) Evaluate who has the legal right to control the acceptance or rejection of assistance to yachts;

Module-Specific Communication Skills

13. research and analyse legal problems and communicate this analysis effectively in proper oral and written formats

14. Draft clear, effective, and well-organized objective written documents realated to maritime law;

15. Correctly apply legal language and terminology within the maritime sector communicate, in line with their roles and responsibilities, withshipowners, ship managers, ships' masters, ships' officers, flag and port state officials, and welfare organisations

Module-Specific Learner Skills

a) a)undertake further studies on international maritime legal aspects for professional purpose as well as for academic research.

b) b)Use cases, treatises, secondary materials and classroom studies to extract and synthesize legal rules and evaluate key rules, standards, and policies

c) c)Gather information from legal and reliable sources;

Total Contact Hours [11]	40	Supervised Placement and Practice Hours	0
Self-Study Hours	120	Assessment Hours (Examinations/ presentatio group work/ projects etc.)	40

16. Maritime Economics - *8 ECTS – level 10 of the MQF and EQF for Lifelong Learning)*

Learning Outcomes

Competences: – at the end of the module/unit the learner will have acquired the responsibility and autonomy to:

a) Manage or advise a leading team evaluating drivers of demand and supply in the main shipping markets;

b) Deal with the shipping markets applying theories and models from micro- and macroeconomics in autonomous way;

b) c)Supervise a team analyzing how the shipping market evolves, its main drivers and which changes are expected in the near future;

c) Advise for economic situations analysis interpreting and using economic models, diagrams and tables related to the shipping market in a critical way

d) e) Deal with port security in a critical way in order to support a managerial team as well as making autonomous decision as a maritime entrepreneur

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Skills – at the end of the module/unit the learner will have acquired the following skills:

a) Evaluate key influences on supply and demand in the shipping market model in order elaborate business strategies

b) Design business goals considering the four shipping markets (shipbuilding, freight, sale & purchase, demolition)

c) Plan a Return on Shipping Investmentanalyzing a shipping company microeconomic model;

d) Analyze and apply the elements to be considered in modern port management;

e) Discuss port management basics including the role and function of port management and its trend in terms of ownership, funding, operations and planning

f) Create a port reform recognizing the different port governance models andthier necessity

a) Apply general economic principles to the maritime transport sector;

Judgment Skills and Critical Abilities

a) evaluate the chance of a correct prediction studying shipping market cycles.

b) critically assess economic models and the behaviors of different shipping markets;

c) To collect and critically assess market data and in different shipping markets;

d) analyse modern economic phenomena and events and link them with the shipping sector;

e) Understand the environment into which shipping business operate, and the types of risks faced by market participants;

f) Critically asses the evolution of container terminals and their equipment in conjunction with global terminal operators;

g) Examine contemporary issues in ports, particularly in terms of security in a critical way

Module-Specific Communication Skills

a) communicate effectively and fluently in both written and spoken forms using the technical language of maritime economics;
b) manage professional activities communicating to a specialist and non-specialist audiences using data and reports;

Module-Specific Learner Skills

a) undertake further studies to defining, analysing and solving new problems that might come in a changing maritime economy.

b) Be familiar with current developments in the shipping industry in a continuous self-enhancement of knowledge way

| Total Contact Hours [12] | 40 | Supervised Placement and Practice Hours | 0 |
| Self-Study Hours | 120 | Assessment Hours | 40 |

17. Information and Technology Management - *5 ECTS – level 6 of the MQF and EQF for Lifelong Learning*

Learning Outcomes

Competences: – at the end of the module/unit the learner will have acquired the responsibility and autonomy to:

a) Manage Maritime Information Systems in business processes such as in the managerial, operational and strategic area of interest;

b) Manage Information Systems in maritime business decisions through the forefront available technologies;

c) Be responsible for IT Governance or supervise Data Management in an yachting organization with international scope;

d) Deal with Cybersecurity issues and related ethical problems as well as Social/Ecology Responsibility;

e) Advise Information Systems knowing forefront actual trends;

Skills – at the end of the module/unit the learner will have acquired the following skills:

a) Arrange the business information flow of a project, a process or a product;

b) Plan an ICT Department work, assessing Information Security issues;

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c) Use Information Systems to help in making business decisions or to improve business process

d) Use Information Systems for entrepreneurship purpose in all of its sides;

Judgment Skills and Critical Abilities

a) Use Information System as a tool providing elements for critical evaluation and judgment on maritime business issues;

b) Critically assess an actual Information System or a designed one, from an ethical viewpoint too;

c) Evaluate pros and cons of an IT strategy or analyze an IT governance structure;

Module-Specific Communication Skills

a) Effectively interact with Information System experts (e.g. the Information and Technology Department within a company);

b) Communicate about Information Systems with non-experts, e.g. in a yachting multidisciplinary international working team situation;

c) Use network communication strategies and mobile infrastructures up to the international level;

Module-Specific Learner Skills

a) Be updated about information system trends and new related technologies, business oriented from reliable source;

b) Be continuously trained on cybersecurity and risk management;

Module-Specific Digital Skills and Competences

a) Use digital systems to improve business processes and business decisions and projects as well as relationship inside and outside a company or team;

b) Improve digital communication through new Information System Infrastructure;

c) Master digital issues related to cybersecurity and ethics;

d) Deal with Business Intelligence e-commerce and e-business at a basic level;

e) Innovate a maritime organization or process from the digital information and technological perspective

Total Contact Hours [13]	25	Supervised Placement and Practice Hours	0
Self-Study Hours	75	Assessment Hours	25

18. Project and Operation Management - *7 ECTS – level 6 of the MQF and EQF for Lifelong Learning*

Learning Outcomes

Competences: – at the end of the module/unit the learner will have acquired the responsibility and autonomy to:

a) Deal with basic concept of operations management viewing a ship as a complex system;

b) Interact with the different operational resources supervising their contribution in the business process;

c) Plan operations strategies for a business project and supervise in order to ensures that projects and requests are a productive use of the team's time that brings them closer to company-wide objective

d) Manage a Maritime Business Project and make decisions on Locations, Capacity and Demand or Make-or-buy issues;

Skills – at the end of the module/unit the learner will have acquired the following skills:

a) Operate as Project Manager focused on maritime processes and/or products.

b) Elaborate effective yachting operation strategies in order to reach a clear goal or target;

c) Make location decisions in order to work in a productive way;

d) Elaborate capacity strategies to respond to customer demand;

e) Design a Job position within a project in order to reach planned results;

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f) arrange the economic management of the yacht in its phases: production, repair, use;

g) manage internal and external resources;

Judgment Skills and Critical Abilities

a) Estimate time and cost of a maritime project highlighting its crashing points as well as techniques for reducing the expected duration;

b) Evaluate fluctuation in customer demand and estimate forecast accuracy;

Module-Specific Communication Skills

a) Interact with every operation supplier as a single unit as well as a member of an organism to orchestrate;

b) Use a goal-oriented communication even in network environment;

Module-Specific Learner Skills

a) Improve process, product and job design learning new methods and approach suitable for a particular business;

b) Learn new analytical method for demand forecasting;

c) Update Technological knowledge in order to improve project timing and goal success;

d) have mastery of economic matters with the main players in the process: shipowners, shipyards, suppliers, ports, authorities

Total Contact Hours [14]	35	Supervised Placement and Practice Hours	0
Self-Study Hours	105	Assessment Hours	35

19. People Management - *5 ECTS – level 6 of the MQF and EQF for Lifelong Learning*

Learning Outcome

Competences: – at the end of the module/unit the learner will have acquired the responsibility and autonomy to:

1) Supervise the people management side of a maritime organization and/or work in a HR department;

2) Understand the people management challenges and manage relationship between people and executives or officials;

3) Deal with HR metrics and analytics and evaluate people performance within small or big organization;

4) Manage remuneration criteria according to internal rules as well as external competitors' behavior;

Skills – at the end of the module/unit the learner will have acquired the following skills:

Applying knowledge and understanding

a) Elaborate an HR strategy or improve an existing one in order to maximize a maritime organization potential;

b) Elaborate worker training lines and career development paths as a win-to-win model;

c) Negotiate between workers or between executive and workers and address relationship issues;

d) Arrange how to deal with people leaving organization, both workers and executives in a luxury and yachting environment;

e) Arrange how to react to people involved in management problems in order to figure them out;

f) Understand fundamentals of individual and group process and how they relate to management and organizational behaviour

Judgment Skills and Critical Abilities

a) Analyze global HR governance in a critical way, finding strengths and weaknesses in order to improve it;

b) Evaluate remuneration level compared to internal peers and external competitor organizations;

Module-Specific Communication Skills

a) Mediate for conflict resolution and negotiate among peers and between executives and other workers in a leisure and luxury environment;

b) Manage communications with people about their career within a maritime organization

c) Communicate with people coming in or leaving the organization (or the team);

Module-Specific Learner Skills

a) Improve relationship skills undertaking further studies on psychological, sociological and behavioral science topics

b) Deepen HR metrics and analytics knowledge approaching proper source of information;

Total Contact Hours [15]	30	Supervised Placement and Practice Hours	0
Self-Study Hours	60	Assessment Hours	30

20. Safety and Security Management in the maritime sector part 1 -11 *ECTS – level 6 of the MQF and EQF for Lifelong Learning*

Learning Outcomes

Competences: – at the end of the module/unit the learner will have acquired the responsibility and autonomy to:

a) supervise any environment aspects in shipping;

b) b)Manage technical and operational measures to reduce the environmental impact of ships;

c) Guide on the principles constraints of MARPOL convention related to yachts and yachting operations;

d) Master the structure and functions of SOPEP;

e) Comply with the STCW requriements and obligations;

f) f) Advise on the structure of SOLAS and related regulations as well as on the importance of LSA (life-saving appliances) and MES (marine evacuation systems) from a regulatory, commercial and manufacturing perspective;

Skills – at the end of the module/unit the learner will have acquired the following skills:

Applying knowledge and understanding:

a) Apply safety and environmental protection rules promulgated by the International Maritime Organization and other international organizations;

b) operate suitable technical and operational measures to reduce the environmental impact of ships;

c) arrange practical challenges in implementing global environmental safety measures;

d) describe the circumstance in which certain discharges of substances may be permitted according to MARPOL annex 1;

e) supervise the maintenance of a garbage record book and have a Garbage management plan when the needed;

f) Apply the norms of: MARPOL, SOLAS, MLC, UNCLOS;

g) Master the IMO's approach towards the "Human Element" and elaborate on the main legal instruments (conventions, codes, etc.) that provide the necessary support;

h) Compare how changes to the SOLAS convention are accomplished and determine relevant exemptions;

i) establish and maintain effective forces to respond to various accidents along their coastline according to the legal obligations of coastal states;

Judgment Skills and Critical Abilities

a) Monitor and control compliance with legislative requirements and measures to ensure the protection of the marine environment;

b) Have insight into method challenges and be able to critical evaluate reports, publications and environmental data.

c) Evaluate emergencies related to safety and security measures and procedures;

d) Organize and apply safety and security management principles, concepts and terms within the maritime context.

e) apply theories and methods for accident and risks as approaches to safety and security improvement in the maritime industry;

Module-Specific Communication Skills

a) Analyze company SMS policy document and assess specific information on saftey measures for different activities;

b) Note specific informations correctly by aknowledging the importance of listening to a descreption of hazards in the environmental saftey sector;

c) Disscus aspects of saftey management with various stakeholders from the sector;

Module-Specific Learner Skills

a) Improve safe practices in ship operation and working environment applying forefront relevant knowledge coming from reliable source;

b) Undertake further studies in the field of Maritime Saftey and Security sector for academic research purpose or professional improvement.

c) Be update on forefront international conventions to promote safety of life at sea and the protection of the environment;

d) Be aware of the relevant conventions, norms and research literature on Safety Management and Environmental Pollution and know how to access it when needed;

Total Contact Hours [16]	55	Supervised Placement and Practice Hours	0
Self-Study Hours	165	Assessment Hours	55

21. Safety and Security in the Maritime Sector part 2 - 6 ECTS – level 6 of the MQF and EQF for Lifelong Learning

Learning Outcomes

Competences: – at the end of the module/unit the learner will have acquired the responsibility and autonomy to:

a) Supervise the compliance with the requirements of the Ship Security Plan as per the security level set;

b) Collaborate on ISM Code implementation issues;

c) Supervise the main ISPS implementation issues;

d) Deal with current security threats and patterns;

e) Address Cyber Security threats and "soft" maritime crimes;

f) Manage sensitive security-related information and communications in proper legal way;

g) Analyse and manage the conditions under the ISPS code where security drills are to be conducted;

Skills – at the end of the module/unit the learner will have acquired the following skills:

Applying knowledge and understanding

a))Assess maritime behaviours according to the maritime security terms, including elements that may relate to piracy and armed robbery

b) b)Apply threats to the maritime transport industry, such as: piracy and armed attacks, terrorism, contraband smuggling, etc

c) Analyze the relation between SOLAS and the ISPS Code;

d) report as required in case of a security incident, including protocols for reporting attacks and attempted attacks by pirates and armed robbers;

e) Assess the conditions under the ISPS code where security drills are to be conducted;

f) Apply Cyber Security risk knowledge in order to manage possible issue;

g) Evaluate maritime security levels and their impact on security measures and procedures aboard ship and in the port facilities

h) operate with the various types of security equipment and systems that can be used aboard ships and in facilities;

i) Employ the forms of security documentation, including the Declaration of Security such as: documents that shall be available on board at all times ; activities for which records shall be kept on board and the duration for which they should be retained and will be able to discuss the Declaration of Security and what it addresses

j) l)Apply procedures for conducting inspections and surveys and for the control and monitoring of security activities specified in a ship security plan;

Judgment Skills and Critical Abilities

a) Develop a critical awareness of contemporary security challenges, particularly how the domain of security is legally framed, analyzed and managed;

b) Assess factual issues relating to ship security management;

c) Propose the inspection, control, and monitoring techniques when the case;

d) Critically evaluatemeasures to be introduced within the shipboard safety management system (SMS) to ensure that vessels are operationally resilient to cyber risks;

e) Asses requirements for testing, calibrating, and maintaining security systems and equipment, particularly whilst at sea;

f) Evaluate the procedures for conducting inspections and surveys and for the control and monitoring of security activities specified in a ship security plan;

g) Compare relevant international conventions and instruments in the fields of security and the interrelation with other conventions and instruments

Module-Specific Communication Skills

a) Interact with the Recognized Security Organization when needed in line with its scope;

b) Communicate clearly with people within the yachitng sector and athorities on subjetcs related to saftey and security;

c) interact with any part of a company having a "big picture" perspective on secuirty related issues;

Module-Specific Learner Skills

a) be updated on relevant international conventions, codes, and recommendations in full autonomy;

b) b)study innovative cyber security risk management approach although non-prescriptive being a natural extension of existing safety and security management practices;

c) Deepen Maritime Security related knowledge and management procedures from official reliable sources;

d) d) Undertake further studies in the Maritime Saftey and Secuirty related sectors in institutional or academic settings:

Module-Specific Digital Skills and Competences

a) Deal with cyber-security in maritime environment

Total Contact Hours [17]

| 30 |

Supervised Placement and Practice Hours

| 0 |

Self-Study Hours

| 90 |

Assessment Hours

| 30 |

22. Search and Rescue - *5 ECTS – level 6 of the MQF and EQF for Lifelong Learning*

Learning Outcomes

Competences: – at the end of the module/unit the learner will have acquired the responsibility and autonomy to:

a) Master the transmission and receptionof SOS distress signals via electronic device and also with ALDIS lamp according to the SAR manual

b) Coordinate possible SAR operations according to the International Legislation;

c) Evaluate, recognize and respond any warning signs at see;

d) respond and conduct , in the proper manner , a SAR activity and /or give collaboration during a SAR activity under the control of the Maritime Administration /Coast Guard

e) Deal with the different types of search and rescue resources that respond to an incident.

Skills – at the end of the module/unit the learner will have acquired the following skills:

Applying knowledge and understanding

a) Apply or coordinate appropriate SAR procedure when the case;

b) Analyse the different search and rescue incidents and their causes

c) Employ the International Code of Signals and the IMO Standard Marine Communication Phrases for SAR purpose

d) take action in case of SAR activity or support the SAR operation if needed according to the International Legislation and the request of the MRCC(Maritime Rescue Coordination Centre)

e) Investigate and obtain information about an incident to initiate response to a SAR activity which will be vital for the success of the operations;

Judgment Skills and Critical Abilities

a) Evaluate SAR activities at sea with the responsibility in terms of Save the Human life according to the International Conventions .

b) Assess means for preventing the transmission of false distress signals and procedures for mitigating the effects of these false alarms;

c) Analyze a sea incident in a critical way assessing correctness of subsequent SAR procedures

Module-Specific Communication Skills

a) Communicate using the sub-systems and equipment of the GMDSS meeting its functional requirements

b) Manage proper communications before and during Search & Rescue activities.

c) Interpret and use SOS distress signals with ALDIS lamp (as specified in Annex IV of COLREG 1972, as amended and Appendix 1 of the International Signal Code and the visual signaling of single letter signals as also specified in the International Signal Code)

a) be able to organize and lead constructive debriefing discussions

Module-Specific Learner Skills

a) improve her/his SAR knowledge attending reliable Institutions and Organizations;

b) perform research activity on SAR at institutional or academic level in order to improve search and rescue technologies, operations and procedures.

Module-Specific Digital Skills and Competences

a) Correctly use of Search and Rescue Planning Software (Search and Rescue Optimal Planning System, SAROPS) to enhance SAR missions.

b) Use Radio communications in search and rescue, including procedures of the International Areonautical and Marittime Search

Total Contact Hours [18]	25	Supervised Placement and Practice Hours	0
Self-Study Hours	75	Assessment Hours	25

YEAR 3

23. General Data Protection - GDPR - *8 ECTS – level 6 of the MQF and EQF for Lifelong Learning*

Learning Outcomes

Competences: – at the end of the module/unit the learner will have acquired the responsibility and autonomy to:

a) a)Manage the process or the team in order to take proper steps for complying with the GDPR;

b) b)Deal with enforcement and compliance mechanisms and international data transfers under the GDPR;

c) c)Supervise the management of rights of data subjects and their relevance in daily life;

d) Supervise data subjects legal handling, building a culture of integrity and compliance within an organization, e.g. a yachting company;

e) e) contribute in keeping data safe at the workplace or in a business;

<u>Skills – at the end of the module/unit the learner will have acquired the following skills:</u>

Applying knowledge and understanding

a) a)apply the principles of data regulation which resulted in the GDPR in an international organization or a business;

b) b)apply the legal bases for processing personal data, including performance of contracts and how consent is obtained to a local or international business;

c) Analyze the ways in which the GDPR can help to avoid confidentiality breaches within an organization;

d) Analyze implications of GDPR for you and your workplace, maritime oriented;

e) Design actions a company or an employer can take to mitigate risks;

f) describe the role and responsibilities of data protection officers in particular in a maritime organization;

Judgment Skills and Critical Abilities

a) a)evaluate compliance issues related to data protection in a local or international environment

b) assess the duties, obligations and responsibilities of data controllers and data processors;

c) c) assess the application of the main positions of the GDPR, including key concepts, principles and data protection roles to an organization or a business;

Module-Specific Communication Skills

a) a)Apply the GDPR prescriptions in anyrelatedpublic and interpersonal settings ;

b) navigate and approach technical conversations on GDPR with experts and non-experts;

Module-Specific Learner Skills

a. Be updated on possible GDPR revision or improvements

b. approach legal frameworks related to other countries outside UE

Module-Specific Digital Skills and Competences

a), plan, develop and manage a digital market strategy;

Total Contact Hours [19]	15	Supervised Placement and Practice Hours	0
Self-Study Hours	45	Assessment Hours	15

24. Business Process and Management Techniques for Operation - *6 ECTS – level 6 of the MQF and EQF for Lifelong Learning*

Learning Outcomes

Competences: – at the end of the module/unit the learner will have acquired the responsibility and autonomy to:

a) Manage the main topics and issues related to maritime business process models including their evolution, challenges and consequences;

b) Deal with each stage of a supply chain and its dynamics as well as possible integrative modules;

c) Advise pros and cons for Lean System and Just-in-Time strategies and their yachting operations possible applications;

d) Create and guide a performance measurement system, including a benchmarking framework and other modern intervention methods;

e) Advise a total quality management system related to a business process in the maritime field;

f) Manage supply chain operational risk in effective way;

Skills – at the end of the module/unit the learner will have acquired the following skills:

Applying knowledge and understanding

a) Design an efficient Supply Chain Management program in order to address a maritime business necessity.

b) Arrange performance measures such as inventory or financial measures and use standard assessments benchmarking

c) Perform a maritime business process scheduling, following a designed strategy

d) Design lean system layouts according to the adopted business strategy, the market and the environment, yachting oriented

e) apply techniques and approaches of business process management to solve practical management problems;

f) contribute solutions to the transformation of business processes in pursuit of greater efficiency applying within maritime problem contexts

Judgment Skills and Critical Abilities

a) Assess proper indicators for performance evaluation of a maritime business process suggesting possible re-engineering approaches

b) Design a benchmark or a performance measurement system in order to evaluate a business process hence to suggest yachting operations improvements

c) critically analyze and evaluate the advantage and disadvantage of different techniques and approaches of Supply Chain management

Module-Specific Communication Skills

a) Interact with internal or external resources involved in the different parts of a business process in a team-working framework

b) develop written and oral communication skills through case report presentation, yachting management oriented;

Module-Specific Learner Skills

a) Approach the study of new or unknown business processes adapting the proper management system;

b) Adapt and specialize her/his knowledge and skills learning how to apply general topics to a specific maritime environment;

Total Contact Hours [20]	30	Supervised Placement and Practice Hours	0
Self-Study Hours	90	Assessment Hours	30

Learning Outcomes

Competences: – at the end of the module/unit the learner will have acquired the responsibility and autonomy to:

a) Create, suggest and manage problem solving techniques in a real workplace on operational logistics related to ship yards and yachting;

b) Facing daily challenges related to yacht maximizing critical and creative thinking to support the management by indicating solutions and recommendations;

c) Design, plan and mange interdependently and effectively within a team setting at the place of work;

d) Develop effective working relations in the workplace while dealing with sectors or issues related to yacthing;

e) Plan, organise and montior the necessary resources for the production/mantainance of the means of transportation and infrastructures in accordance with the relevant legislation;

f) Handle mantainance services/processes of means of transportation and related infrastructures according to business plan

g) Supervise the supporting activities of mantainance/productions of the means of transportations and related infrastructures;

h) Prepare detailed cost estimates and commercial offers for boat/refit mantainance;

Skills – at the end of the module/unit the learner will have acquired the following skills:

Applying knowledge and understanding

a) Assist in preparing projects and plans of action in non-routine conditions;

b) Utilise and evaluate information from ship yard to on board positions;

c) production of naval and nautical means of transportations and their related infrastructure;

d) Apply planning tools for the preparation of activities and of the costs;

e) Develop a commercial relationship with the client from the offer stage;

f) Know how to schedule various activities based on the available space and on needs related to supply chain;

g) Prepare detailed cost estimates for issues related to yacht, from ship yard to navigation;

h) Prepare a commercial offer for boat/refit mantainance;

i) Perform on board roles in autonomous way

j) Work as a charter officer or a yacht/ship agent;

Judgment Skills and Critical Abilities

a) Evaluate the best suppliers offer in time, quality and costs congenial to the customers needs;

b) crtically assess the costs and the economic profitability in the mainaninace/production sector;

c) Choose the best negotiation techniques when dealing with a client and or supplier;

d) Assess the need of mainantance and or restyling of the boat;

e) Assess the level of progress in the mainatance/production service of the nautical and naval means of transportation and related infrastructures;

f) Propose on feasible solutions related to a contextual problem at the place of work

Module-Specific Communication Skills

a) Present project proposals to a targeted audience using effective digital tools;

b) Actively participate in team meetings at the place of work and contributing to facilitating the dialogue among professionals;

c) Report effectively to his/her manager at the place of work

d) Communicate effectively at the place of work on a complex thematic which normally require different technical background

Module-Specific Learner Skills

a) Work interdependently in a team setting

b) Seek valid sources of information related to the workplace

c) Consider further studies in the sector of Ship yards and suppky chain logistics;

Module-Specific Digital Skills and Competences

a) Use various tools and methodologies related to specific experiemental research for the application of technologies of the refference area:

Total Contact Hours [21]	0	Supervised Placement and Practice Hours	85
Self-Study Hours	335	Assessment Hours	5

26. Academic Research Methods- 5 *ECTS –optional - level 6 of the MQF and EQF for Lifelong Learning*

Learning Outcome

Competences: – at the end of the module/unit the learner will have acquired the responsibility and autonomy to:

a) Manage a research team or a project supervising each process step;

b) Deal with business an managerial issues using research outcomes form reliable international academic sources;

c) Manage oriented researches both in an academic or in an executive

Skills – at the end of the module/unit the learner will have acquired the following skills:

Applying knowledge and understanding

a) Translate business questions into possible research projects to develop;

b) Design the roadmap for a business research in order to answer an unknown given issue;

c) Prove or deny an assumption using actual research knowledge

Judgment Skills and Critical Abilities

a) Critically evaluate the reliability of a research paper, both an academic work or a professional report;

b) Build a balanced and convincing argument based on her/his research;

c) Evaluate a research both from the economical and ethical perspective in a critical way;

Module-Specific Communication Skills

a) Constructively and eloquently communicate the knowledge and understanding acquired through their research to academic and non-academic audiences, experts and non-experts;

b) Report research data and outcomes using proper communication standards and technical language;

Module-Specific Learner Skills

a) Learn innovative business results approaching actual forefront research knowledge;

b) Undertake further studies to run a research career in an academic or private organization environment

Module-Specific Digital Skills and Competences

a) Proper Use of Search Engines and perform online searches on various subjects for research (e.g. online library);

Total Contact Hours [22]	20	Supervised Placement and Practice Hours	0
Self-Study Hours	60	Assessment Hours	20

27. Dissertation– 30 *ECTS –level 6 of the MQF and EQF for Lifelong Learning*

Learning Outcomes

Competences: – at the end of the module/unit the learner will have acquired the responsibility and autonomy to:

a) plan and manage an original research project;

b) design methodologies to test or validate hypothesis and supervise their implementation as well as outcomes discussion;

c) deal with results, outcomes and conclusions that are applicable in real contexts;

d) research extensively and critically on a chosen academic or practical topic and demonstrate application of the underlying discipline concepts and/or research processes

<u>Skills – at the end of the module/unit the learner will have acquired the following skills:</u>

Applying knowledge and understanding

a) applying knowledge to takle a business problem or an applied research question;

b) applying research outcomes communication skills to various written reports for international consideration;

c) leverage leadership skills, the management of field research and/or interacting with businesses;

d) use appropriate information, research and data resources and apply broader discipline knowledge to the specific research project;

e) present research in a clear and academic format;

Judgment Skills and Critical Abilities

a) support thesis with analysis leverage the scientific method in business related topics
b) Critically analyze published research;
c) assess findings in a manner consistent with the scientific convention the subject area;
d) work independently seeking and applying advice from the supervisor;
e) take responsibility for the direction and management of a research project through to completion and submission

Module-Specific Communication Skills

a) structure complex works in proper structured written formats;
b) use tables, sources, references and annexes according to scientific recommended style;

Module-Specific Learner Skills

a) reserach literature

b) develop hypothesis

c) design hypothesis testing

d) validate hypothesis though litterature, fild research or qualitative approaches

e) write a comprehensive piece of research about a business key question;

Module-Specific Digital Skills and Competences

a) leverage academic research databases;

b) use world processing tools

c) design a clear presentation.

d) Utilize computer and Internet technology in the research process

Total Contact Hours [23] | 2 | Supervised Placement and Practice Hours | 54 |

Self-Study Hours | 692 | Assessment Hours | 2 |