

**SKILLS FRAMEWORK FOR SEA TRANSPORT  
TECHNICAL SKILLS AND COMPETENCIES (TSC) REFERENCE**

<b>TSC Category</b>	Cargo Operations					
<b>TSC</b>	Bulk Cargo Administration					
<b>TSC Description</b>	Manage and administer transportation for unpacked commodity cargo (both liquid and dry) in large quantities					
<b>TSC Proficiency Description</b>	<b>Level 1</b>	<b>Level 2</b>	<b>Level 3</b>	<b>Level 4</b>	<b>Level 5</b>	<b>Level 6</b>
			<b>STP-SPM-3013-1.1</b>	<b>STP-SPM-4013-1.1</b>	<b>STP-SPM-5013-1.1</b>	
			Implement bulk cargo transportation management plans	Facilitate the development of bulk cargo transportation management plans	Formulate bulk cargo strategies to meet business requirements while elevating business profitability	
<b>Knowledge</b>			<ul style="list-style-type: none"> <li>Fundamental differences between dry bulk cargo ships, general purpose ships, liners and tankers</li> <li>Basic dimensions, design and construction details of cargo handling gear</li> <li>Terminology of measuring ships including dimensions, actual and pseudo tonnages</li> <li>Information contained in capacity, general arrangement and stowage plans</li> <li>Ship classification</li> <li>Safety Systems and Equipment</li> <li>Bills of Lading</li> <li>Voyage estimating</li> </ul>	<ul style="list-style-type: none"> <li>Bulk sector economics</li> <li>Relative importance of major market centres</li> <li>Freight Market Reports</li> <li>Freight Market Indices</li> <li>Terminal and ship-side operations in bulk cargo transfers</li> <li>Cargo laytime and demurrage</li> </ul>	<ul style="list-style-type: none"> <li>Bulk cargo management strategies</li> <li>Techniques to project bulk cargo demand</li> <li>Capacity planning strategies</li> <li>Impact of external factors on market practices</li> <li>Dispute resolution</li> </ul>	
<b>Abilities</b>			<ul style="list-style-type: none"> <li>Organise documents for pack and bulk shipments</li> <li>Maintain fulfilment of contract of</li> </ul>	<ul style="list-style-type: none"> <li>Facilitate appointment of vessel and cargo surveyors relating to shipment</li> </ul>	<ul style="list-style-type: none"> <li>Formulate future bulk cargo demand to determine capacity load of distribution networks</li> </ul>	

**SKILLS FRAMEWORK FOR SEA TRANSPORT  
TECHNICAL SKILLS AND COMPETENCIES (TSC) REFERENCE**

			<p>affreightment (COA) obligations</p> <ul style="list-style-type: none"> <li>• Maintain cargo operations</li> <li>• Implement chartering process for bulk cargo shipment</li> </ul>	<ul style="list-style-type: none"> <li>• Review market reports to predict market movements or trends</li> <li>• Develop strategies to handle bulk cargo transfers</li> <li>• Develop detailed plans for entire cargo cycle</li> </ul>	<ul style="list-style-type: none"> <li>• Drive new markets, new customers and new business opportunities</li> <li>• Drive dispute resolution arising from bulk cargo operations and chartering</li> </ul>	
--	--	--	--	---	---	--