

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

TSC Category	Ship Broking and Chartering					
TSC	Ship Sale and Purchase					
TSC Description	Execute the sale and purchase of ships in the organisation and ensure adherence to legislative requirements and organisation procedures					
TSC Proficiency Description	Level 1	Level 2	Level 3	Level 4	Level 5	Level 6
			STP-SBR-3003-1.1	STP-SBR-4003-1.1	STP-SBR-5003-1.1	
			Assist in the sale and purchase of ships	Oversee the sale and purchase of ships by ensuring adherence to legislative requirements	Formulate the organisation's ship sale and purchase strategies and key performance indicators	
Knowledge			<ul style="list-style-type: none"> Ship design and construction Registration and classification of ships Role of ship brokers in ship sale and purchase markets Ship sale and purchase procedures Ship valuation and financing Procedures in closing sale and purchase deals Ship valuation procedures and types Contents of ship valuation reports Foreseeable disputes that may arise in sales and purchase transactions Contracts and documentation Legal aspects of sales and purchase of ships Principles of financing ships 	<ul style="list-style-type: none"> Ship design and construction Registration and classification of ships Role of ship brokers in ship sale and purchase markets Ship sale and purchase procedures Ship valuation and financing Procedures in closing a sale and purchase deals Ship valuation procedures and types Contents of ship valuation reports Foreseeable disputes that may arise in sales and purchase transactions Contracts and documentation Legal aspects of sales and purchase of ships Principles of financing ships Methods to confirm buyers' credibility Negotiation principles 	<ul style="list-style-type: none"> Ship design and construction Registration and classification of ships Role of ship brokers in ship sale and purchase markets Ship sale and purchase procedures Ship valuation and financing Types of key performance indicators related to ship sales and purchase Methods to track key performance indicators Organisation's procedures and requirements relating to ship sales and purchases 	

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<p>Abilities</p>			<ul style="list-style-type: none"> • Check buyers credibility before commencing sale and purchase deals • Ensure all offers have time limits and specify the time zone • Ensure ships are free from encumbrances and maritime liens • Draft contracts based on terms and conditions stipulated by parties • Register ships upon completion of sale • Ensure ships meet regulations and standards 	<ul style="list-style-type: none"> • Confirm buyers' credibility • Participate in negotiations of sales and purchases of ships • Keep abreast of trends in ship development • Advise complex sales and purchases of ships • Close the sales and purchases of ships • Confirm draft contracts adhere to legislative requirements and terms and conditions of sales 	<ul style="list-style-type: none"> • Formulate business plans for the sales and purchases of ships • Review the key performance indicators in ship sales and purchases • Initiate improvements in the organisation's ship sale and purchase procedures • Establish the organisation's terms and conditions for sales and purchases of ships • Keep abreast of changes in legislative requirements which impact ship sales and purchases 	
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