



Learning Outcome

Assessment Criteria

Indicative Content

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1 9 Questions	Understand the business environment of shipping and world trade.	1.1	Describe the world import and export business including the parties involved and identify emerging risks.	1.1.1	World trade in goods for example, imports and exports, production and transportation.
				1.1.2	Effect on the demand for marine insurance.
				1.1.3	Changes in the UK marine insurance market.
				1.1.4	Parties involved in the carriage of goods and their roles.
				1.1.5	Emerging risks, for example cyber risks and carriage by drones.
		1.2	Describe the principal trading countries and trade routes, including risks.	1.2.1	Worldwide trading routes and manufacturing bases.
		1.3	Describe different types of goods, including their main origins, destinations and methods of transportation.	1.3.1	Goods in bulk, powder or liquid form, e.g., agricultural, oils, gases and chemicals, minerals, fertilisers, timber, flexitank containers and other bulk cargoes.
				1.3.2	Goods in non-bulk form, e.g., clothing, machinery and motor vehicles, frozen seafood, tinned foods, domestic goods and electronic computer chips.
				1.3.3	Containerisation of goods.
		1.4	Describe the main terms of trade used in buying and selling goods internationally.	1.4.1	The definition and use of standard Incoterms® 2020.
1.5	Describe documents used in the international carriage of goods.	1.5.1	Transportation documents.		



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2 7 Questions	Understand the legal and regulatory environment of cargo and goods in transit risks.	2.1	Describe the legal and regulatory environment of carriage of goods by sea, road, rail and air.	2.1.1	The main features of the Marine Insurance Act 1906.
				2.1.2	The main features of the Marine Insurance (Gambling Policies) Act 1909.
				2.1.3	The main features of the Insurance Act 2015.
				2.1.4	The main feature of the Enterprise Act 2016.
				2.1.5	The main features of the Carriage of Goods By Sea Act 1971 (COGSA), including the Hague-Visby Rules.
				2.1.6	Special Drawing Rights.
				2.1.7	The main features of the Hamburg Rules.
				2.1.8	The main features of the US Carriage of Goods By Sea Act 1936 (US COGSA).
				2.1.9	The main features of the CMR Convention.
				2.1.10	The main features of the CIM Convention.
				2.1.11	The legal and regulatory environment in relation to Multimodal Transport.
				2.1.12	The main features of the conditions of trade of UK freight, haulage and warehousing trade associations.
		2.2	Apply the relevant laws and regulations to carriage of goods scenarios within the UK and global context.	2.2.1	Apply the relevant laws and regulations listed in 2.1.

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3 12 Questions	Understand the scope of cover for cargo.	3.1 Explain the cover provided by Institute Cargo Clauses and other clauses, and their appropriateness in different circumstances.	3.1.1	Coverage features of the Institute Cargo Clauses (A) 1/1/09.
			3.1.2	Coverage features of the Institute Cargo Clauses (B) 1/1/09.
			3.1.3	Coverage features of the Institute Cargo Clauses (C) 1/1/09.
			3.1.4	Comparison of cover between (A), (B) and (C) Clauses.
			3.1.5	Institute Cargo Clauses (Air) 1/1/09.
			3.1.6	Coverage features of the Institute Cargo Clauses for specific trades.
			3.1.7	Coverage features of Institute Container Clauses.
			3.1.8	Other Cover Clauses.
			3.1.9	Coverage features of the Institute War and Strikes Clauses 1/1/09.
			3.1.10	Coverage features of the LSW 1130 War on Land Clauses.
			3.1.11	Institute Cyber Attack Exclusion Clause CL380.
			3.1.12	Appropriateness of Institute Clauses.
		3.2 Apply the cover provided by Institute Cargo Clauses and other clauses to various scenarios in a global context.	3.2.1	Apply the relevant clauses listed in 3.1.
		3.3 Explain the cover provided by Project Cargo and Delay in Start Up Insurance.	3.3.1	The scope of Project Cargo insurance.
		3.4 Explain the cover provided by Stockthroughput insurance.	3.4.1	The scope of Stockthroughput insurance.
3.5 Explain the types of Charterparties.	3.5.1	The different types of Charterparties, Voyage, Time and Bareboat or Demise charters.		



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4 5 Questions	Understand the scope of cover for haulage contractors liability.	4.1	Explain the tripartite nature of haulage contractor's liability cover.	4.1.1	Haulage Contractor's Liability-compared to cargo risks.
				4.1.2	Typical policy construction and content, including duties of the insured and types of mis-delivery.
		4.2	Explain the importance of custody and control.	4.2.1	The implication of Custody and Control attachment on the haulage contractor's liability for goods.
				4.3	Explain the legal liabilities, duties under conditions of carriage and the relationship between haulage contractors and other parties.
		4.3.2	Duties of the Haulage Contractor under conditions of carriage - CMR Convention, Road Haulage Association (RHA), British International Freight Association (BIFA) and United Kingdom Warehousing Association (UKWA).		
		4.3.3	Relationship of Haulage Contractor's Liability to the Liability of other parties involved in the movement of goods.		
5 10 Questions	Understand the underwriting of cargo and goods in transit insurance.	5.1	Explain the risk profile of different cargoes.	5.1.1	Risk profiles of typically traded goods.
				5.1.2	Risk profiles of specific goods.
		5.2	Evaluate geographic and physical aspects of risk in different countries and by different trade routes.	5.2.1	Risk perception and evaluation of natural and man-made perils.
				5.2.2	Geographic implications for risks in different countries and by different routes.
		5.3	Explain typical approaches to premium rating and valuation including premium adjustments for marine cargo.	5.3.1	Underwriting considerations for policy types and extent of cover.
				5.3.2	Basis of valuation relating to specific Incoterms® 2020.
		5.4	Describe the methods used in loss prevention.	5.4.1	Loss prevention by owners and bailees of goods.
				5.4.2	Types and use of surveys.
		5.5	Explain how risk accumulates and the importance of its control.	5.5.1	Risk accumulation and how it is controlled.
		5.6	Explain rating practices of haulage contractor's liability.	5.6.1	Haulage contractor's liability rating and premium adjusting practices.
5.7	Explain rating practices of freight forwarder's and warehouse keeper's liability.	5.7.1	Freight forwarder's and warehouse keeper's liability rating and premium adjusting practices.		



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		5.8	Describe a typical approach to rating premiums and the physical aspects of risk in Stockthroughput insurance.	5.8.1	Constructing the premium and physical aspects of risk in Stockthroughput insurance.
6 7 Questions	Understand claims considerations and procedures for cargo and goods in transit.	6.1	Describe the claims handling process and the documentation used.	6.1.1	Claims handling process.
				6.1.2	Declining claims.
				6.1.3	Repercussions of late payment of claims.
				6.1.4	Claims notification documents and procedures.
				6.1.5	Documents relating to carriage, quantum and recovery.
				6.1.6	Survey reports.
				6.1.7	Bills of lading.
				6.1.8	Sea and air waybills.
				6.1.9	Other documents relating to claims.
		6.2	Describe the role of specialists in the settlement of claims.	6.2.1	Surveyors, average adjusters, recovery agents, insurance brokers and lawyers and their role in all aspects of investigation, adjustment and settlement of claims, and exercising recovery rights.
		6.3	Adjust cargo claims for partial or total loss in given scenarios.	6.3.1	Sample claims adjusted under Institute Cargo Clauses.
				6.3.2	Sample claims adjusted for partial damage, actual total loss and constructive total loss.
		6.4	Calculate cargo claims in a variety of particular scenarios.	6.4.1	Calculate the sums involved in claims for general average, salvage and other charges.
6.4.2	Calculate settlement amounts for valued and unvalued policies.				
6.5	Calculate recovery prospects under typical terms and conditions of carriage.	6.5.1	Calculate recovery prospects under RHA, CMR, CIM, UKWA and BIFA, terms and conditions of carriage.		