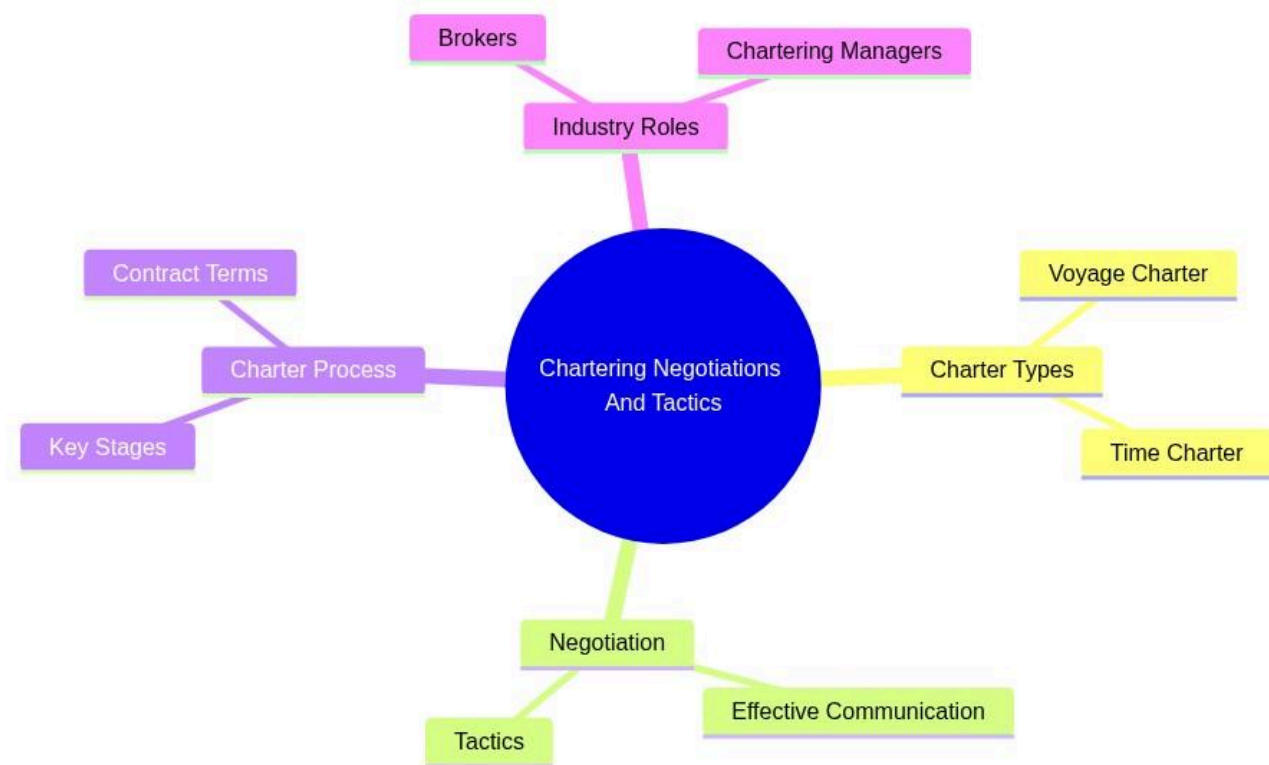


Executive Certificate in Dry Cargo Chartering

Chartering Negotiations And Tactics



mindmap

```
root((Chartering Negotiations And Tactics))
  Charter Types
    Voyage Charter
    Time Charter
  Negotiation
    Effective Communication
    Tactics
  Charter Process
    Key Stages
    Contract Terms
  Industry Roles
    Brokers
    Chartering Managers
```