| | |
|---|---|
| **Programme** | AEDP B.Com Logistics |
| **Semester** | 3 |
| **Course** | Liner Logistics |
| **Unit** | 1 |
| **Lesson** | 1 - Introduction to Liner Trades |
| **Duration** | 60 minutes |

## Last Updated

Dec 12, 2025

## Disclaimer

This material is for authorised educational use only and must not be copied, adapted or distributed without prior written permission of 21CC Vishwa Sarvagana Pvt. Ltd. Unauthorised use is strictly prohibited and may lead to legal action.

## Learning Outcomes

- Define liner trades and describe their scope in maritime transport.
- Differentiate between liner trades and tramp trades using key characteristics.
- Explain the role of liner shipping in supporting international trade.

## Resources

- Handout: Liner Shipping Industry, Dr Venus Lun, 2016
- Handout: Liner Shipping: The Backbone of World Trade, White Paper, World Shipping Council, 2023
- Article: https://www.ttspl.in/liner-vs-tramp-service/
- Article: https://sell.amazon.in/grow-your-business/amazon-global-selling/blogs/liner-shipping

## Materials Needed

Whiteboard, markers, A4 sheets, pens, and projector.

## Lesson Structure

| Session Name and Duration | Tasks and Activities |
|---|---|
| **Connect** (5 min) | Start with two simple icebreaker questions based on everyday experiences. Ask, “Have you ever ordered something online and been told the delivery date in advance?”<br>Expected responses: Yes, they give a fixed delivery date. Sometimes it arrives on the same day every week.<br><br>Then ask, “Do you think all ships move whenever they find cargo, or do some ships follow fixed schedules like buses or trains?”<br>Expected responses: Some ships probably have fixed routes. Big companies plan their trips. They may go on set days. |
| **Learn** (30 min) | Use these responses to introduce the idea that liner shipping operates on planned routes and schedules, which makes global trade predictable and reliable.<br><br>Liner Shipping & Trade<br>Explain that liner shipping is a service that operates on a fixed route and follows a publicly announced schedule of departure and arrival times. Emphasise that it is the backbone of international trade and global supply chains. It refers to the operation of merchant ships on fixed routes and schedules between designated ports, providing regular and predictable services for shippers.<br><br>Differences Between Liner and Tramp Trades<br>Introduce tramp trades and explain that tramp vessels do not follow fixed routes or schedules. Clarify that tramp ships are hired based on demand and usually carry bulk cargo such as coal, grain, or oil. Differentiate between liner and tramp trades by focusing on scheduling, type of cargo, customer base, and predictability.<br><br>Role of Liners in International Trade<br>Explain the role of liner shipping in international trade, stressing that reliable schedules help businesses plan production, manage inventories, and meet customer delivery |

| | |
|---|---|
| | commitments. Conclude by reinforcing that liner shipping is the backbone of global supply chains. |
| **Reflect**<br>(15 min) | Activity: Identifying Liner and Tramp Services<br><br>Instructions<br>Distribute a short worksheet containing 6 simple shipping scenarios, such as:<br>1. A container ship sails every Friday from Chennai to Singapore and then to Shanghai, carrying cargo for many different companies. The schedule is published in advance and remains the same every week.<br>2. A bulk carrier is hired by a coal company to transport coal from Australia to India only when cargo is available, with no fixed route or departure date.<br>3. A shipping company operates a service between Mumbai, Dubai, and Rotterdam on a fixed rotation, even if the ship is not fully loaded.<br>4. A vessel waits at a port until a customer books it to carry grain to any destination where demand exists, and the route changes for every voyage.<br>5. A refrigerated container ship regularly transports fruits and vegetables between South America and Europe on a planned weekly schedule.<br>6. A tanker ship is chartered for a single trip to transport crude oil from one port to another based on a one-time contract.<br><br>Ask students first to identify individually whether each scenario describes a liner trade or a tramp trade. Then, ask them to compare their answers with a partner and discuss any differences.<br><br>Discussion<br>Invite a few students to share their answers with the class.<br><br>Expected Response<br>● Liner trade scenarios: 1, 3, 5<br>● Tramp trade scenarios: 2, 4, 6 |

| | |
|---|---|
| **Relate**<br>(5 min) | Relate the lesson to real-world shipping and logistics roles. Explain that professionals working in shipping lines, freight forwarding companies, ports, and logistics firms rely heavily on liner services to plan cargo movement. Emphasise that understanding liner trades is essential for careers in maritime transport, international trade, and supply chain management. |
| **Recap**<br>(5 min) | Summarise the key takeaways of the session. Reinforce that liner trades operate on fixed routes and schedules, differ significantly from tramp trades, and play a vital role in enabling reliable international trade. Highlight that predictability and regularity are the main strengths of liner shipping. |