Datastat Research
Building Capacity in Training and Research

DATASTAT TRAINING IN

OFFICIAL COURSE PROSPECTUS

Center for Advanced Research & Professional Development

Nairobi Training Center • Global Virtual Academy • Corporate On-Site

BLUE ECONOMY

Port Revenue Management Training Course

Comprehensive Course Syllabus, Practical Modules & Upcoming Schedules

PROGRAM SPECIFICATIONS & HIGHLIGHTS

DURATION
10 Days Practical Hands-on

DELIVERY MODES
In-Person Class & Live Virtual

CERTIFICATION
Accredited Certificate of Completion

INTAKES / DATES
Multiple Cohort Schedules Included

PREPARED FOR:

Valued Participant

Email: training@datastatresearch.org | Issued: November 25, 2026

Academic & Professional Training Year: 2026

DATASTAT TRAINING INSTITUTE

P.O. Box 102802-00101, Nairobi, Kenya

Training Centers: Nairobi • Mombasa • Kigali • Dubai • Live Virtual Academy

Tel: +254 724 527 104 | +254 734 969 612

Email: training@datastatresearch.org

www.datastatresearch.org

Port Revenue Management Training Course

Blue economy • 10 Days Intensive • Accredited Certification

Course Overview

Port Revenue Management Training Course covers port tariff structures, cargo handling charges, vessel dues, berth fees, storage charges, concession revenues, lease agreements, billing systems, revenue forecasting, and financial performance analysis.

Key Skills & Software Tools Covered

Microsoft Excel • Microsoft Power BI • Microsoft Dynamics 365 Finance • SAP S/4HANA Finance • Oracle NetSuite

Upcoming Training Schedules

Confirmed cohort intakes and venues. Both physical in-person classroom and live virtual online seats are available.

TRAINING DATES	LOCATION / VENUE	FORMAT / DURATION	INVESTMENT (FEE)
30 Nov 2026 – 11 Dec 2026	Nairobi	Classroom / 10d	**$3,000 USD / KES 220,000**
30 Nov 2026 – 11 Dec 2026	Kigali	Classroom / 10d	**$6,000 USD / KES 220,000**
30 Nov 2026 – 11 Dec 2026	Dubai	Classroom / 10d	**$10,000 USD / KES 220,000**
30 Nov 2026 – 11 Dec 2026	Cape Town	Classroom / 10d	**$9,000 USD / KES 220,000**
30 Nov 2026 – 11 Dec 2026	Addis Ababa	Classroom / 10d	**$6,000 USD / KES 220,000**
30 Nov 2026 – 11 Dec 2026	Singapore	Classroom / 10d	**$10,000 USD / KES 220,000**
30 Nov 2026 – 11 Dec 2026	Istanbul	Classroom / 10d	**$10,000 USD / KES 220,000**
30 Nov 2026 – 11 Dec 2026	Bangkok	Classroom / 10d	**$10,000 USD / KES 220,000**
30 Nov 2026 – 11 Dec 2026	Accra	Classroom / 10d	**$8,000 USD / KES 220,000**
14 Dec 2026 – 25 Dec 2026	Nairobi	Classroom / 10d	**$3,000 USD / KES 220,000**
14 Dec 2026 – 25 Dec 2026	Kigali	Classroom / 10d	**$6,000 USD / KES 220,000**
14 Dec 2026 – 25 Dec 2026	Dubai	Classroom / 10d	**$10,000 USD / KES 220,000**
14 Dec 2026 – 25 Dec 2026	Cape Town	Classroom / 10d	**$9,000 USD / KES 220,000**
14 Dec 2026 – 25 Dec 2026	Addis Ababa	Classroom / 10d	**$6,000 USD / KES 220,000**
14 Dec 2026 – 25 Dec 2026	Singapore	Classroom / 10d	**$10,000 USD / KES 220,000**
14 Dec 2026 – 25 Dec 2026	Istanbul	Classroom / 10d	**$10,000 USD / KES 220,000**
14 Dec 2026 – 25 Dec 2026	Bangkok	Classroom / 10d	**$10,000 USD / KES 220,000**
14 Dec 2026 – 25 Dec 2026	Accra	Classroom / 10d	**$8,000 USD / KES 220,000**
28 Dec 2026 – 8 Jan 2027	Nairobi	Classroom / 10d	**$3,000 USD / KES 220,000**
28 Dec 2026 – 8 Jan 2027	Kigali	Classroom / 10d	**$6,000 USD / KES 220,000**
28 Dec 2026 – 8 Jan 2027	Dubai	Classroom / 10d	**$10,000 USD / KES 220,000**
28 Dec 2026 – 8 Jan 2027	Cape Town	Classroom / 10d	**$9,000 USD / KES 220,000**
28 Dec 2026 – 8 Jan 2027	Addis Ababa	Classroom / 10d	**$6,000 USD / KES 220,000**

28 Dec 2026 – 8 Jan 2027	Singapore	Classroom / 10d	**$10,000 USD / KES 220,000**
28 Dec 2026 – 8 Jan 2027	Istanbul	Classroom / 10d	**$10,000 USD / KES 220,000**
28 Dec 2026 – 8 Jan 2027	Bangkok	Classroom / 10d	**$10,000 USD / KES 220,000**
28 Dec 2026 – 8 Jan 2027	Accra	Classroom / 10d	**$8,000 USD / KES 220,000**
11 Jan 2027 – 22 Jan 2027	Nairobi	Classroom / 10d	**$3,000 USD / KES 220,000**
11 Jan 2027 – 22 Jan 2027	Kigali	Classroom / 10d	**$6,000 USD / KES 220,000**
11 Jan 2027 – 22 Jan 2027	Dubai	Classroom / 10d	**$10,000 USD / KES 220,000**
11 Jan 2027 – 22 Jan 2027	Cape Town	Classroom / 10d	**$9,000 USD / KES 220,000**
11 Jan 2027 – 22 Jan 2027	Addis Ababa	Classroom / 10d	**$6,000 USD / KES 220,000**
11 Jan 2027 – 22 Jan 2027	Singapore	Classroom / 10d	**$10,000 USD / KES 220,000**
11 Jan 2027 – 22 Jan 2027	Istanbul	Classroom / 10d	**$10,000 USD / KES 220,000**
11 Jan 2027 – 22 Jan 2027	Bangkok	Classroom / 10d	**$10,000 USD / KES 220,000**
11 Jan 2027 – 22 Jan 2027	Accra	Classroom / 10d	**$8,000 USD / KES 220,000**
25 Jan 2027 – 5 Feb 2027	Nairobi	Classroom / 10d	**$3,000 USD / KES 220,000**
25 Jan 2027 – 5 Feb 2027	Kigali	Classroom / 10d	**$6,000 USD / KES 220,000**
25 Jan 2027 – 5 Feb 2027	Dubai	Classroom / 10d	**$10,000 USD / KES 220,000**
25 Jan 2027 – 5 Feb 2027	Cape Town	Classroom / 10d	**$9,000 USD / KES 220,000**
25 Jan 2027 – 5 Feb 2027	Addis Ababa	Classroom / 10d	**$6,000 USD / KES 220,000**
25 Jan 2027 – 5 Feb 2027	Singapore	Classroom / 10d	**$10,000 USD / KES 220,000**
25 Jan 2027 – 5 Feb 2027	Istanbul	Classroom / 10d	**$10,000 USD / KES 220,000**
25 Jan 2027 – 5 Feb 2027	Bangkok	Classroom / 10d	**$10,000 USD / KES 220,000**
25 Jan 2027 – 5 Feb 2027	Accra	Classroom / 10d	**$8,000 USD / KES 220,000**
8 Feb 2027 – 19 Feb 2027	Nairobi	Classroom / 10d	**$3,000 USD / KES 220,000**
8 Feb 2027 – 19 Feb 2027	Kigali	Classroom / 10d	**$6,000 USD / KES 220,000**
8 Feb 2027 – 19 Feb 2027	Dubai	Classroom / 10d	**$10,000 USD / KES 220,000**
8 Feb 2027 – 19 Feb 2027	Cape Town	Classroom / 10d	**$9,000 USD / KES 220,000**
8 Feb 2027 – 19 Feb 2027	Addis Ababa	Classroom / 10d	**$6,000 USD / KES 220,000**
8 Feb 2027 – 19 Feb 2027	Singapore	Classroom / 10d	**$10,000 USD / KES 220,000**
8 Feb 2027 – 19 Feb 2027	Istanbul	Classroom / 10d	**$10,000 USD / KES 220,000**
8 Feb 2027 – 19 Feb 2027	Bangkok	Classroom / 10d	**$10,000 USD / KES 220,000**
8 Feb 2027 – 19 Feb 2027	Accra	Classroom / 10d	**$8,000 USD / KES 220,000**
22 Feb 2027 – 5 Mar 2027	Nairobi	Classroom / 10d	**$3,000 USD / KES 220,000**

22 Feb 2027 – 5 Mar 2027	Kigali	Classroom / 10d	**$6,000 USD / KES 220,000**
22 Feb 2027 – 5 Mar 2027	Dubai	Classroom / 10d	**$10,000 USD / KES 220,000**
22 Feb 2027 – 5 Mar 2027	Cape Town	Classroom / 10d	**$9,000 USD / KES 220,000**
22 Feb 2027 – 5 Mar 2027	Addis Ababa	Classroom / 10d	**$6,000 USD / KES 220,000**
22 Feb 2027 – 5 Mar 2027	Singapore	Classroom / 10d	**$10,000 USD / KES 220,000**
22 Feb 2027 – 5 Mar 2027	Istanbul	Classroom / 10d	**$10,000 USD / KES 220,000**
22 Feb 2027 – 5 Mar 2027	Bangkok	Classroom / 10d	**$10,000 USD / KES 220,000**
22 Feb 2027 – 5 Mar 2027	Accra	Classroom / 10d	**$8,000 USD / KES 220,000**
8 Mar 2027 – 19 Mar 2027	Nairobi	Classroom / 10d	**$3,000 USD / KES 220,000**
8 Mar 2027 – 19 Mar 2027	Kigali	Classroom / 10d	**$6,000 USD / KES 220,000**
8 Mar 2027 – 19 Mar 2027	Dubai	Classroom / 10d	**$10,000 USD / KES 220,000**
8 Mar 2027 – 19 Mar 2027	Cape Town	Classroom / 10d	**$9,000 USD / KES 220,000**
8 Mar 2027 – 19 Mar 2027	Addis Ababa	Classroom / 10d	**$6,000 USD / KES 220,000**
8 Mar 2027 – 19 Mar 2027	Singapore	Classroom / 10d	**$10,000 USD / KES 220,000**
8 Mar 2027 – 19 Mar 2027	Istanbul	Classroom / 10d	**$10,000 USD / KES 220,000**
8 Mar 2027 – 19 Mar 2027	Bangkok	Classroom / 10d	**$10,000 USD / KES 220,000**
8 Mar 2027 – 19 Mar 2027	Accra	Classroom / 10d	**$8,000 USD / KES 220,000**
22 Mar 2027 – 2 Apr 2027	Nairobi	Classroom / 10d	**$3,000 USD / KES 220,000**
22 Mar 2027 – 2 Apr 2027	Kigali	Classroom / 10d	**$6,000 USD / KES 220,000**
22 Mar 2027 – 2 Apr 2027	Dubai	Classroom / 10d	**$10,000 USD / KES 220,000**
22 Mar 2027 – 2 Apr 2027	Cape Town	Classroom / 10d	**$9,000 USD / KES 220,000**
22 Mar 2027 – 2 Apr 2027	Addis Ababa	Classroom / 10d	**$6,000 USD / KES 220,000**
22 Mar 2027 – 2 Apr 2027	Singapore	Classroom / 10d	**$10,000 USD / KES 220,000**
22 Mar 2027 – 2 Apr 2027	Istanbul	Classroom / 10d	**$10,000 USD / KES 220,000**
22 Mar 2027 – 2 Apr 2027	Bangkok	Classroom / 10d	**$10,000 USD / KES 220,000**
22 Mar 2027 – 2 Apr 2027	Accra	Classroom / 10d	**$8,000 USD / KES 220,000**
5 Apr 2027 – 16 Apr 2027	Nairobi	Classroom / 10d	**$3,000 USD / KES 220,000**
5 Apr 2027 – 16 Apr 2027	Kigali	Classroom / 10d	**$6,000 USD / KES 220,000**
5 Apr 2027 – 16 Apr 2027	Dubai	Classroom / 10d	**$10,000 USD / KES 220,000**
5 Apr 2027 – 16 Apr 2027	Cape Town	Classroom / 10d	**$9,000 USD / KES 220,000**
5 Apr 2027 – 16 Apr 2027	Addis Ababa	Classroom / 10d	**$6,000 USD / KES 220,000**
5 Apr 2027 – 16 Apr 2027	Singapore	Classroom / 10d	**$10,000 USD / KES 220,000**

5 Apr 2027 – 16 Apr 2027	Istanbul	Classroom / 10d	**$10,000 USD / KES 220,000**
5 Apr 2027 – 16 Apr 2027	Bangkok	Classroom / 10d	**$10,000 USD / KES 220,000**
5 Apr 2027 – 16 Apr 2027	Accra	Classroom / 10d	**$8,000 USD / KES 220,000**
19 Apr 2027 – 30 Apr 2027	Nairobi	Classroom / 10d	**$3,000 USD / KES 220,000**
19 Apr 2027 – 30 Apr 2027	Kigali	Classroom / 10d	**$6,000 USD / KES 220,000**
19 Apr 2027 – 30 Apr 2027	Dubai	Classroom / 10d	**$10,000 USD / KES 220,000**
19 Apr 2027 – 30 Apr 2027	Cape Town	Classroom / 10d	**$9,000 USD / KES 220,000**
19 Apr 2027 – 30 Apr 2027	Addis Ababa	Classroom / 10d	**$6,000 USD / KES 220,000**
19 Apr 2027 – 30 Apr 2027	Singapore	Classroom / 10d	**$10,000 USD / KES 220,000**
19 Apr 2027 – 30 Apr 2027	Istanbul	Classroom / 10d	**$10,000 USD / KES 220,000**
19 Apr 2027 – 30 Apr 2027	Bangkok	Classroom / 10d	**$10,000 USD / KES 220,000**
19 Apr 2027 – 30 Apr 2027	Accra	Classroom / 10d	**$8,000 USD / KES 220,000**
3 May 2027 – 14 May 2027	Nairobi	Classroom / 10d	**$3,000 USD / KES 220,000**
3 May 2027 – 14 May 2027	Kigali	Classroom / 10d	**$6,000 USD / KES 220,000**
3 May 2027 – 14 May 2027	Dubai	Classroom / 10d	**$10,000 USD / KES 220,000**
3 May 2027 – 14 May 2027	Cape Town	Classroom / 10d	**$9,000 USD / KES 220,000**
3 May 2027 – 14 May 2027	Addis Ababa	Classroom / 10d	**$6,000 USD / KES 220,000**
3 May 2027 – 14 May 2027	Singapore	Classroom / 10d	**$10,000 USD / KES 220,000**
3 May 2027 – 14 May 2027	Istanbul	Classroom / 10d	**$10,000 USD / KES 220,000**
3 May 2027 – 14 May 2027	Bangkok	Classroom / 10d	**$10,000 USD / KES 220,000**
3 May 2027 – 14 May 2027	Accra	Classroom / 10d	**$8,000 USD / KES 220,000**
17 May 2027 – 28 May 2027	Nairobi	Classroom / 10d	**$3,000 USD / KES 220,000**
17 May 2027 – 28 May 2027	Kigali	Classroom / 10d	**$6,000 USD / KES 220,000**
17 May 2027 – 28 May 2027	Dubai	Classroom / 10d	**$10,000 USD / KES 220,000**
17 May 2027 – 28 May 2027	Cape Town	Classroom / 10d	**$9,000 USD / KES 220,000**
17 May 2027 – 28 May 2027	Addis Ababa	Classroom / 10d	**$6,000 USD / KES 220,000**
17 May 2027 – 28 May 2027	Singapore	Classroom / 10d	**$10,000 USD / KES 220,000**
17 May 2027 – 28 May 2027	Istanbul	Classroom / 10d	**$10,000 USD / KES 220,000**
17 May 2027 – 28 May 2027	Bangkok	Classroom / 10d	**$10,000 USD / KES 220,000**
17 May 2027 – 28 May 2027	Accra	Classroom / 10d	**$8,000 USD / KES 220,000**
31 May 2027 – 11 Jun 2027	Nairobi	Classroom / 10d	**$3,000 USD / KES 220,000**
31 May 2027 – 11 Jun 2027	Kigali	Classroom / 10d	**$6,000 USD / KES 220,000**

31 May 2027 – 11 Jun 2027	Dubai	Classroom / 10d	**$10,000 USD / KES 220,000**
31 May 2027 – 11 Jun 2027	Cape Town	Classroom / 10d	**$9,000 USD / KES 220,000**
31 May 2027 – 11 Jun 2027	Addis Ababa	Classroom / 10d	**$6,000 USD / KES 220,000**
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14 Jun 2027 – 25 Jun 2027	Nairobi	Classroom / 10d	**$3,000 USD / KES 220,000**
14 Jun 2027 – 25 Jun 2027	Kigali	Classroom / 10d	**$6,000 USD / KES 220,000**
14 Jun 2027 – 25 Jun 2027	Dubai	Classroom / 10d	**$10,000 USD / KES 220,000**
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14 Jun 2027 – 25 Jun 2027	Singapore	Classroom / 10d	**$10,000 USD / KES 220,000**
14 Jun 2027 – 25 Jun 2027	Istanbul	Classroom / 10d	**$10,000 USD / KES 220,000**
14 Jun 2027 – 25 Jun 2027	Bangkok	Classroom / 10d	**$10,000 USD / KES 220,000**
14 Jun 2027 – 25 Jun 2027	Accra	Classroom / 10d	**$8,000 USD / KES 220,000**
28 Jun 2027 – 9 Jul 2027	Nairobi	Classroom / 10d	**$3,000 USD / KES 220,000**
28 Jun 2027 – 9 Jul 2027	Kigali	Classroom / 10d	**$6,000 USD / KES 220,000**
28 Jun 2027 – 9 Jul 2027	Dubai	Classroom / 10d	**$10,000 USD / KES 220,000**
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28 Jun 2027 – 9 Jul 2027	Accra	Classroom / 10d	**$8,000 USD / KES 220,000**
12 Jul 2027 – 23 Jul 2027	Nairobi	Classroom / 10d	**$3,000 USD / KES 220,000**
12 Jul 2027 – 23 Jul 2027	Kigali	Classroom / 10d	**$6,000 USD / KES 220,000**
12 Jul 2027 – 23 Jul 2027	Dubai	Classroom / 10d	**$10,000 USD / KES 220,000**
12 Jul 2027 – 23 Jul 2027	Cape Town	Classroom / 10d	**$9,000 USD / KES 220,000**
12 Jul 2027 – 23 Jul 2027	Addis Ababa	Classroom / 10d	**$6,000 USD / KES 220,000**
12 Jul 2027 – 23 Jul 2027	Singapore	Classroom / 10d	**$10,000 USD / KES 220,000**
12 Jul 2027 – 23 Jul 2027	Istanbul	Classroom / 10d	**$10,000 USD / KES 220,000**

12 Jul 2027 – 23 Jul 2027	Bangkok	Classroom / 10d	**$10,000 USD / KES 220,000**
12 Jul 2027 – 23 Jul 2027	Accra	Classroom / 10d	**$8,000 USD / KES 220,000**
26 Jul 2027 – 6 Aug 2027	Nairobi	Classroom / 10d	**$3,000 USD / KES 220,000**
26 Jul 2027 – 6 Aug 2027	Kigali	Classroom / 10d	**$6,000 USD / KES 220,000**
26 Jul 2027 – 6 Aug 2027	Dubai	Classroom / 10d	**$10,000 USD / KES 220,000**
26 Jul 2027 – 6 Aug 2027	Cape Town	Classroom / 10d	**$9,000 USD / KES 220,000**
26 Jul 2027 – 6 Aug 2027	Addis Ababa	Classroom / 10d	**$6,000 USD / KES 220,000**
26 Jul 2027 – 6 Aug 2027	Singapore	Classroom / 10d	**$10,000 USD / KES 220,000**
26 Jul 2027 – 6 Aug 2027	Istanbul	Classroom / 10d	**$10,000 USD / KES 220,000**
26 Jul 2027 – 6 Aug 2027	Bangkok	Classroom / 10d	**$10,000 USD / KES 220,000**
26 Jul 2027 – 6 Aug 2027	Accra	Classroom / 10d	**$8,000 USD / KES 220,000**
9 Aug 2027 – 20 Aug 2027	Nairobi	Classroom / 10d	**$3,000 USD / KES 220,000**
9 Aug 2027 – 20 Aug 2027	Kigali	Classroom / 10d	**$6,000 USD / KES 220,000**
9 Aug 2027 – 20 Aug 2027	Dubai	Classroom / 10d	**$10,000 USD / KES 220,000**
9 Aug 2027 – 20 Aug 2027	Cape Town	Classroom / 10d	**$9,000 USD / KES 220,000**
9 Aug 2027 – 20 Aug 2027	Addis Ababa	Classroom / 10d	**$6,000 USD / KES 220,000**
9 Aug 2027 – 20 Aug 2027	Singapore	Classroom / 10d	**$10,000 USD / KES 220,000**
9 Aug 2027 – 20 Aug 2027	Istanbul	Classroom / 10d	**$10,000 USD / KES 220,000**
9 Aug 2027 – 20 Aug 2027	Bangkok	Classroom / 10d	**$10,000 USD / KES 220,000**
9 Aug 2027 – 20 Aug 2027	Accra	Classroom / 10d	**$8,000 USD / KES 220,000**
23 Aug 2027 – 3 Sep 2027	Nairobi	Classroom / 10d	**$3,000 USD / KES 220,000**
23 Aug 2027 – 3 Sep 2027	Kigali	Classroom / 10d	**$6,000 USD / KES 220,000**
23 Aug 2027 – 3 Sep 2027	Dubai	Classroom / 10d	**$10,000 USD / KES 220,000**
23 Aug 2027 – 3 Sep 2027	Cape Town	Classroom / 10d	**$9,000 USD / KES 220,000**
23 Aug 2027 – 3 Sep 2027	Addis Ababa	Classroom / 10d	**$6,000 USD / KES 220,000**
23 Aug 2027 – 3 Sep 2027	Singapore	Classroom / 10d	**$10,000 USD / KES 220,000**
23 Aug 2027 – 3 Sep 2027	Istanbul	Classroom / 10d	**$10,000 USD / KES 220,000**
23 Aug 2027 – 3 Sep 2027	Bangkok	Classroom / 10d	**$10,000 USD / KES 220,000**
23 Aug 2027 – 3 Sep 2027	Accra	Classroom / 10d	**$8,000 USD / KES 220,000**
6 Sep 2027 – 17 Sep 2027	Nairobi	Classroom / 10d	**$3,000 USD / KES 220,000**
6 Sep 2027 – 17 Sep 2027	Kigali	Classroom / 10d	**$6,000 USD / KES 220,000**
6 Sep 2027 – 17 Sep 2027	Dubai	Classroom / 10d	**$10,000 USD / KES 220,000**

6 Sep 2027 – 17 Sep 2027	Cape Town	Classroom / 10d	**$9,000 USD / KES 220,000**
6 Sep 2027 – 17 Sep 2027	Addis Ababa	Classroom / 10d	**$6,000 USD / KES 220,000**
6 Sep 2027 – 17 Sep 2027	Singapore	Classroom / 10d	**$10,000 USD / KES 220,000**
6 Sep 2027 – 17 Sep 2027	Istanbul	Classroom / 10d	**$10,000 USD / KES 220,000**
6 Sep 2027 – 17 Sep 2027	Bangkok	Classroom / 10d	**$10,000 USD / KES 220,000**
6 Sep 2027 – 17 Sep 2027	Accra	Classroom / 10d	**$8,000 USD / KES 220,000**
20 Sep 2027 – 1 Oct 2027	Kigali	Classroom / 10d	**$6,000 USD / KES 220,000**
20 Sep 2027 – 1 Oct 2027	Dubai	Classroom / 10d	**$10,000 USD / KES 220,000**
20 Sep 2027 – 1 Oct 2027	Cape Town	Classroom / 10d	**$9,000 USD / KES 220,000**
20 Sep 2027 – 1 Oct 2027	Addis Ababa	Classroom / 10d	**$6,000 USD / KES 220,000**
20 Sep 2027 – 1 Oct 2027	Singapore	Classroom / 10d	**$10,000 USD / KES 220,000**
20 Sep 2027 – 1 Oct 2027	Istanbul	Classroom / 10d	**$10,000 USD / KES 220,000**
20 Sep 2027 – 1 Oct 2027	Bangkok	Classroom / 10d	**$10,000 USD / KES 220,000**
20 Sep 2027 – 1 Oct 2027	Accra	Classroom / 10d	**$8,000 USD / KES 220,000**
20 Sep 2027 – 1 Oct 2027	Nairobi	Classroom / 10d	**$3,000 USD / KES 220,000**
4 Oct 2027 – 15 Oct 2027	Nairobi	Classroom / 10d	**$3,000 USD / KES 220,000**
4 Oct 2027 – 15 Oct 2027	Kigali	Classroom / 10d	**$6,000 USD / KES 220,000**
4 Oct 2027 – 15 Oct 2027	Dubai	Classroom / 10d	**$10,000 USD / KES 220,000**
4 Oct 2027 – 15 Oct 2027	Cape Town	Classroom / 10d	**$9,000 USD / KES 220,000**
4 Oct 2027 – 15 Oct 2027	Addis Ababa	Classroom / 10d	**$6,000 USD / KES 220,000**
4 Oct 2027 – 15 Oct 2027	Singapore	Classroom / 10d	**$10,000 USD / KES 220,000**
4 Oct 2027 – 15 Oct 2027	Istanbul	Classroom / 10d	**$10,000 USD / KES 220,000**
4 Oct 2027 – 15 Oct 2027	Bangkok	Classroom / 10d	**$10,000 USD / KES 220,000**
4 Oct 2027 – 15 Oct 2027	Accra	Classroom / 10d	**$8,000 USD / KES 220,000**
18 Oct 2027 – 29 Oct 2027	Nairobi	Classroom / 10d	**$3,000 USD / KES 220,000**
18 Oct 2027 – 29 Oct 2027	Kigali	Classroom / 10d	**$6,000 USD / KES 220,000**
18 Oct 2027 – 29 Oct 2027	Dubai	Classroom / 10d	**$10,000 USD / KES 220,000**
18 Oct 2027 – 29 Oct 2027	Cape Town	Classroom / 10d	**$9,000 USD / KES 220,000**
18 Oct 2027 – 29 Oct 2027	Addis Ababa	Classroom / 10d	**$6,000 USD / KES 220,000**
18 Oct 2027 – 29 Oct 2027	Singapore	Classroom / 10d	**$10,000 USD / KES 220,000**
18 Oct 2027 – 29 Oct 2027	Istanbul	Classroom / 10d	**$10,000 USD / KES 220,000**
18 Oct 2027 – 29 Oct 2027	Bangkok	Classroom / 10d	**$10,000 USD / KES 220,000**

18 Oct 2027 – 29 Oct 2027	Accra	Classroom / 10d	**$8,000 USD / KES 220,000**
1 Nov 2027 – 12 Nov 2027	Nairobi	Classroom / 10d	**$3,000 USD / KES 220,000**
1 Nov 2027 – 12 Nov 2027	Kigali	Classroom / 10d	**$6,000 USD / KES 220,000**
1 Nov 2027 – 12 Nov 2027	Dubai	Classroom / 10d	**$10,000 USD / KES 220,000**
1 Nov 2027 – 12 Nov 2027	Cape Town	Classroom / 10d	**$9,000 USD / KES 220,000**
1 Nov 2027 – 12 Nov 2027	Addis Ababa	Classroom / 10d	**$6,000 USD / KES 220,000**
1 Nov 2027 – 12 Nov 2027	Singapore	Classroom / 10d	**$10,000 USD / KES 220,000**
1 Nov 2027 – 12 Nov 2027	Istanbul	Classroom / 10d	**$10,000 USD / KES 220,000**
1 Nov 2027 – 12 Nov 2027	Bangkok	Classroom / 10d	**$10,000 USD / KES 220,000**
1 Nov 2027 – 12 Nov 2027	Accra	Classroom / 10d	**$8,000 USD / KES 220,000**
15 Nov 2027 – 26 Nov 2027	Nairobi	Classroom / 10d	**$3,000 USD / KES 220,000**
15 Nov 2027 – 26 Nov 2027	Kigali	Classroom / 10d	**$6,000 USD / KES 220,000**
15 Nov 2027 – 26 Nov 2027	Dubai	Classroom / 10d	**$10,000 USD / KES 220,000**
15 Nov 2027 – 26 Nov 2027	Cape Town	Classroom / 10d	**$9,000 USD / KES 220,000**
15 Nov 2027 – 26 Nov 2027	Addis Ababa	Classroom / 10d	**$6,000 USD / KES 220,000**
15 Nov 2027 – 26 Nov 2027	Singapore	Classroom / 10d	**$10,000 USD / KES 220,000**
15 Nov 2027 – 26 Nov 2027	Istanbul	Classroom / 10d	**$10,000 USD / KES 220,000**
15 Nov 2027 – 26 Nov 2027	Bangkok	Classroom / 10d	**$10,000 USD / KES 220,000**
15 Nov 2027 – 26 Nov 2027	Accra	Classroom / 10d	**$8,000 USD / KES 220,000**
29 Nov 2027 – 10 Dec 2027	Nairobi	Classroom / 10d	**$3,000 USD / KES 220,000**
29 Nov 2027 – 10 Dec 2027	Kigali	Classroom / 10d	**$6,000 USD / KES 220,000**
29 Nov 2027 – 10 Dec 2027	Dubai	Classroom / 10d	**$10,000 USD / KES 220,000**
29 Nov 2027 – 10 Dec 2027	Cape Town	Classroom / 10d	**$9,000 USD / KES 220,000**
29 Nov 2027 – 10 Dec 2027	Addis Ababa	Classroom / 10d	**$6,000 USD / KES 220,000**
29 Nov 2027 – 10 Dec 2027	Singapore	Classroom / 10d	**$10,000 USD / KES 220,000**
29 Nov 2027 – 10 Dec 2027	Istanbul	Classroom / 10d	**$10,000 USD / KES 220,000**
29 Nov 2027 – 10 Dec 2027	Bangkok	Classroom / 10d	**$10,000 USD / KES 220,000**
29 Nov 2027 – 10 Dec 2027	Accra	Classroom / 10d	**$8,000 USD / KES 220,000**
13 Dec 2027 – 24 Dec 2027	Nairobi	Classroom / 10d	**$3,000 USD / KES 220,000**
13 Dec 2027 – 24 Dec 2027	Kigali	Classroom / 10d	**$6,000 USD / KES 220,000**
13 Dec 2027 – 24 Dec 2027	Dubai	Classroom / 10d	**$10,000 USD / KES 220,000**
13 Dec 2027 – 24 Dec 2027	Cape Town	Classroom / 10d	**$9,000 USD / KES 220,000**

13 Dec 2027 – 24 Dec 2027	Addis Ababa	Classroom / 10d	**$6,000 USD / KES 220,000**
13 Dec 2027 – 24 Dec 2027	Singapore	Classroom / 10d	**$10,000 USD / KES 220,000**
13 Dec 2027 – 24 Dec 2027	Istanbul	Classroom / 10d	**$10,000 USD / KES 220,000**
13 Dec 2027 – 24 Dec 2027	Bangkok	Classroom / 10d	**$10,000 USD / KES 220,000**
13 Dec 2027 – 24 Dec 2027	Accra	Classroom / 10d	**$8,000 USD / KES 220,000**

* Corporate discounts and customized cohort scheduling are available for teams of 3 or more participants.

Course Curriculum & Modules

Port Revenue Management Training Course

Introduction

The Port Revenue Management Training Course is a comprehensive professional development programme designed to equip participants with the financial, analytical, and strategic skills required to maximize revenue generation and improve financial sustainability in seaports, container terminals, inland ports, and maritime logistics facilities. As ports face increasing competition, rising infrastructure costs, fluctuating cargo volumes, and changing international trade patterns, effective port revenue management is essential for strengthening profitability, improving resource utilization, and supporting long-term infrastructure investment. Port Revenue Management Training Course covers port tariff structures, cargo handling charges, vessel dues, berth fees, storage charges, concession revenues, lease agreements, billing systems, revenue forecasting, and financial performance analysis. Participants will explore how port authorities and terminal operators can develop competitive pricing strategies, improve revenue collection, reduce billing errors, and align port charges with operational costs and customer expectations.

The course also examines advanced port pricing strategies, financial modelling, digital revenue management systems, contract management, and data-driven decision-making for maritime businesses. Participants will learn how to analyse revenue streams, develop port tariff models, evaluate customer profitability, forecast cargo-related income, monitor outstanding receivables, and identify opportunities to diversify port revenue. Through practical exercises and industry-based case studies, the Port Revenue Management Training Course provides actionable approaches to financial planning, revenue assurance, performance measurement, risk management, and commercial strategy development. The programme is suitable for port finance professionals, commercial managers, revenue officers, terminal operators, maritime consultants, and policymakers seeking to improve port financial performance, operational efficiency, and sustainable commercial growth.

Learning Objectives

- **Explain the principles and strategic importance of port revenue management in maritime transport and logistics.**
- **Identify and evaluate major port revenue streams, including vessel dues, cargo handling charges, storage fees, leases, and concessions.**
- **Develop port tariff structures and pricing strategies that balance competitiveness, cost recovery, and profitability.**
- **Apply financial modelling and revenue forecasting techniques to estimate port income under different operational scenarios.**
- **Analyse port operating costs, profitability, customer segments, and the financial performance of port services.**
- **Implement revenue assurance procedures to identify billing errors, undercharging, revenue leakage, and outstanding payments.**
- **Evaluate concession agreements, leases, service contracts, and commercial arrangements affecting port revenue.**
- **Use digital financial systems and data analytics to improve invoicing, collections, reporting, and revenue monitoring.**
- **Assess financial risks, regulatory requirements, and market conditions that influence port revenue generation.**
- **Develop strategic revenue improvement plans that support port competitiveness, financial sustainability, and long-term investment.**

Target Audience

- **Port authority executives and senior management teams.**
- **Port finance managers, accountants, and financial controllers.**
- **Port commercial managers and business development officers.**
- **Port revenue officers, billing specialists, and revenue assurance teams.**
- **Container terminal and cargo terminal managers.**
- **Maritime economists, financial analysts, and management accountants.**
- **Port tariff specialists and pricing strategy professionals.**
- **Concession managers, contract administrators, and infrastructure investment officers.**
- **Shipping line representatives, freight forwarders, and maritime logistics professionals.**
- **Government officials, port regulators, consultants, and policymakers involved in port finance and commercial strategy.**

Course Duration: 10 Days

Course Modules

Module 1: Fundamentals of Port Revenue Management

- Concepts, principles, and objectives of port revenue management.
- The relationship between port operations, commercial strategy, and financial performance.
- Roles of port authorities, terminal operators, shipping lines, and service providers.
- Overview of public ports, landlord ports, service ports, and privately operated terminals.
- Port revenue management within maritime logistics and international trade.
- Key challenges affecting port income, financial sustainability, and commercial competitiveness.

Case Study: Participants assess a port authority experiencing declining revenue despite rising cargo volumes and identify potential operational and commercial causes.

Module 2: Port Revenue Streams and Income Diversification

- Revenue sources from vessel dues, berth charges, and marine services.
- Cargo handling charges for containers, bulk cargo, and general cargo.
- Storage fees, warehousing charges, and container demurrage-related income where applicable.
- Lease income from port land, warehouses, offices, and commercial facilities.
- Concession fees, royalties, utility charges, and service agreements.
- Revenue diversification through logistics parks, value-added services, and digital port services.

Case Study: A port depends heavily on vessel dues and container handling fees, requiring participants to identify additional revenue streams that reduce dependence on a few services.

Module 3: Port Tariff Structures and Pricing Strategy

- Principles of port tariff design and commercial pricing.
- Development of vessel, cargo, berth, pilotage, towage, and storage tariffs.
- Fixed charges, variable charges, volume-based pricing, and service-based fees.
- Cost-reflective pricing and benchmarking against competing ports.
- Discounts, incentives, rebates, and volume-based commercial agreements.
- Balancing port competitiveness, customer affordability, and cost recovery.

Case Study: Participants redesign a port tariff schedule to improve cost recovery while remaining competitive with neighbouring regional ports.

Module 4: Port Financial Planning, Budgeting, and Revenue Forecasting

- Preparation of annual port revenue budgets and financial plans.
- Cargo volume forecasting and its relationship with port income.
- Forecasting revenue from vessel calls, container throughput, and bulk cargo movements.
- Scenario analysis for changes in trade volumes, tariffs, and operating costs.
- Seasonal demand patterns and sensitivity analysis.
- Budget variance analysis and corrective financial planning.

Case Study: Participants prepare a revenue forecast for a port facing uncertain cargo demand and compare optimistic, baseline, and downside scenarios.

Module 5: Port Cost Analysis, Profitability, and Financial Performance

- Classification of fixed, variable, direct, and indirect port costs.
- Cost allocation across cargo handling, marine services, storage, and terminal operations.
- Contribution margin and profitability analysis by service line.
- Operating expenditure, capital expenditure, and infrastructure lifecycle costs.
- Break-even analysis and cost recovery assessment.
- Financial performance indicators for ports and terminal operators.

Case Study: Participants analyse the profitability of three port service lines and recommend adjustments to pricing, resource allocation, or operating processes.

Module 6: Revenue Assurance, Billing Accuracy, and Revenue Leakage Prevention

- Principles and importance of port revenue assurance.
- Verification of vessel calls, cargo volumes, storage periods, and chargeable services.
- Identification of underbilling, duplicate invoices, unauthorized discounts, and missed charges.

- Reconciliation of operational records with billing and financial systems.
- Internal controls, audit trails, and segregation of financial responsibilities.
- Revenue assurance reporting and corrective action procedures.

Case Study: A port discovers discrepancies between cargo handling records and issued invoices, requiring participants to design a reconciliation and revenue assurance framework.

Module 7: Port Billing, Invoicing, Collections, and Receivables Management

- Port billing workflows and invoice generation procedures.
- Integration of operational data with financial and accounting systems.
- Management of customer accounts, credit terms, and payment conditions.
- Monitoring accounts receivable, overdue balances, and payment patterns.
- Dispute resolution, credit control, and debt recovery procedures.
- Cash flow forecasting and improving collection efficiency.

Case Study: Participants develop a receivables recovery strategy for a port with increasing overdue payments from shipping agents and cargo handling customers.

Module 8: Port Concessions, Leases, and Commercial Contract Management

- Commercial models for port concessions and terminal operating agreements.
- Port land leases, warehouse rentals, and facility use agreements.
- Concession fees, minimum guarantees, royalties, and revenue-sharing mechanisms.
- Contract pricing, escalation clauses, and tariff adjustment provisions.
- Performance obligations, service standards, and contractual compliance.
- Monitoring concessionaire payments and managing commercial disputes.

Case Study: Participants review a terminal concession agreement to determine whether its fee structure adequately reflects throughput growth, inflation, and infrastructure usage.

Module 9: Financial Modelling and Investment Appraisal for Port Projects

- Fundamentals of port financial modelling and project evaluation.
- Forecasting capital expenditure, operating costs, and project revenues.
- Cash flow projections and long-term financial planning.
- Net present value, internal rate of return, and payback period analysis.
- Financial sensitivity analysis for cargo demand, tariffs, and interest rates.
- Investment prioritization and funding strategies for port infrastructure.

Case Study: Participants evaluate a proposed container terminal expansion using projected cargo volumes, capital costs, expected revenue, and alternative financing assumptions.

Module 10: Port Revenue Management Systems and Digital Transformation

- Overview of port management, billing, and financial information systems.
- Integration of Terminal Operating Systems with invoicing and accounting platforms.
- Electronic invoicing, digital payments, and automated revenue reconciliation.
- Data analytics for revenue monitoring and commercial decision-making.
- Financial dashboards, reporting automation, and exception alerts.
- Data governance, access controls, cybersecurity, and system reliability.

Case Study: A port experiences delayed invoicing because its operational and accounting systems are disconnected, requiring participants to propose a more integrated digital revenue management solution.

Module 11: Customer Segmentation, Demand Analysis, and Commercial Optimization

- Segmentation of shipping lines, cargo owners, freight forwarders, and terminal customers.
- Analysis of customer revenue contributions and service usage patterns.
- Demand elasticity and customer responses to changes in port tariffs.
- Customer profitability assessment and service-level costing.
- Commercial incentives, strategic accounts, and customer retention.
- Revenue opportunities from emerging cargo markets and logistics services.

Case Study: Participants analyse customer revenue data to identify high-value market segments and develop a pricing strategy that improves revenue without unnecessarily losing customers.

Module 12: Port Performance Indicators, Benchmarking, and Management Reporting

- Key financial and commercial performance indicators for port revenue management.
- Revenue per vessel call, revenue per tonne, and revenue per container.
- Revenue growth, collection rates, operating margins, and budget variance.
- Comparison of port performance across periods, services, and peer facilities.
- Development of executive dashboards and management reports.
- Using performance data to support accountability and continuous improvement.

Case Study: Participants create a port revenue performance dashboard to investigate why income per container has declined despite increasing container throughput.

Module 13: Regulatory Compliance, Governance, and Financial Risk Management

- Port tariff regulations and relevant legal and contractual requirements.
- Financial governance, accountability, and transparency in port revenue collection.
- Internal audit, external audit, and financial reporting controls.
- Risk management for currency fluctuations, inflation, credit exposure, and cargo volatility.
- Fraud prevention, conflict of interest, and anti-corruption controls.
- Compliance monitoring and risk-based revenue management.

Case Study: Participants assess financial control weaknesses identified during a port audit and prepare a corrective action plan to strengthen accountability and reduce revenue risk.

Module 14: Port Revenue Management in Public-Private Partnerships

- Public-private partnership structures in port infrastructure and operations.
- Allocation of financial and commercial responsibilities between public and private partners.
- Revenue-sharing models, concession payments, and performance-linked fees.
- Contractual risk allocation and demand risk management.
- Government oversight, service obligations, and financial transparency.
- Evaluating the long-term fiscal and commercial implications of port partnerships.

Case Study: Participants compare two concession proposals for a port terminal and recommend the model that offers an appropriate balance of public revenue, private investment, and operational performance.

Module 15: Strategic Port Revenue Growth and Long-Term Financial Sustainability

- Development of port revenue enhancement and financial sustainability strategies.
- Aligning commercial plans with port master plans and infrastructure investment priorities.
- Revenue diversification through logistics parks, warehousing, and value-added services.
- Green port initiatives, renewable energy, and potential efficiency-related cost savings.
- Scenario planning for trade disruptions, competition, and changing shipping patterns.
- Development of revenue improvement roadmaps, implementation plans, and monitoring frameworks.

Case Study: Participants prepare a five-year revenue growth strategy for a port facing regional competition, rising operating expenses, and the need to finance infrastructure modernization.

Training Methodology

- Interactive lectures with real-world insights
- Case study analysis from leading SOEs globally
- Group discussions to encourage peer learning
- Hands-on exercises for practical application
- Simulations and role-playing for decision-making practice
- Action planning to apply learning in participants' workplaces

Register as a group from 3 participants for a Discount

Send us an email: info@datastatresearch.org or call +254724527104

Certification

Upon successful completion of this training, participants will be issued with a globally- recognized certificate.

Tailor-Made Course

We also offer tailor-made courses based on your needs.

Key Notes

a. The participant must be conversant with English.

b. Upon completion of training the participant will be issued with an Authorized Training Certificate

c. Course duration is flexible and the contents can be modified to fit any number of days.

d. The course fee includes facilitation training materials, 2 coffee breaks, buffet lunch and A Certificate upon successful completion of Training.

e. One-year post-training support Consultation and Coaching provided after the course.

f. Payment should be done at least a week before commence of the training, to DATASTAT CONSULTANCY LTD account, as indicated in the invoice so as to enable us prepare better for you.

Certification & Learning Methodology

- Hands-on practical delivery with real-world datasets, case studies, and lab exercises.
- Post-training mentorship, access to class resources, and customized follow-up support.
- Participants who successfully complete the course receive an accredited Datastat Certificate of Completion.

How to Enroll & Reserve Your Seat

1. Online Registration: Visit https://datastatresearch.org/courses/port-revenue-management-training-course to register online.
2. Email Booking: Send participant details to training@datastatresearch.org for official invoice & reservation.
3. Support & Assistance: Inquire via phone +254 724 527 104 | +254 734 969 612.