**81. Costas Grammenos, professor, Cass Business School**

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Prof Grammenos has shaped the minds of some of shipping’s finest

ONE might expect Costas Grammenos’ office to mirror the clean modern lines of London’s Cass Business school and his razor sharp intellect, but instead you will find it full of antique collectables, photos of key events in his life and mementos from his travels around the world.

After all, the founder of International Centre for Shipping is a prize collector. In the 28 years since Prof Grammenos introduced the MSc in Shipping, Trade and Finance — the world’s first university-level course in ship finance — he has put created a group of some of the sharpest minds in the maritime industry.

And he has naturally picked up some accolades for his efforts along the way, an OBE, a CBE and even a Lloyd’s List award for achievement in education. As someone who has shaped the education of nearly 3,000 members of the shipping and offshore industries, Prof Grammenos is also well-placed to comment on the characteristics that a shipowner requires.

“You need someone with knowledge and experience; someone who follows what is happening in the world economy and in trade, as well as political developments,” says Prof Grammenos.

“The person needs to be a keen observer but at the same time they need to roll up their sleeves and not be afraid of hard work. I always tell my students that there are three key ingredients for success: the first one is to work hard, the second one is to work hard and the third one is to work hard.”

The father of ship finance himself is clearly not afraid of hard work as the author of several important publications, including the Handbook of Maritime Economics and Business and Revising Credit Risk, Analysis and Policy in Bank Shipping Finance.

He has also been a driving force behind the introduction of three Onassis prizes for shipping, trade and finance that recognise academic success in these key areas and this September, he launched the Chairman’s Forum, a think-tank bringing together global experts from academia, politics and the corporate world on a biennial basis.

This year’s inaugural event was “a resounding success”, says Prof Grammenos, but as you would expect, the attendees was handpicked like the treasures that surround this discerning academic’s desk.