

# € TRAINING

Logistics & Transport Management





## Logistics & Transport Management

### Introduction:

Effective management of the flow of materials throughout an organization's supply chain is of critical importance. This conference brings you up to date with the latest logistics models and practices. The conference main focus is on the optimization of transport, warehouse, and inventory management activities.

### Conference Objectives:

At the end of this conference the participants will be able to:

- Utilize modern purchasing management techniques
- Sharpen your negotiation skills
- Manage inventories in a more productive manner
- Improve control over warehouse and transportation operations
- Examine the most effective purchasing practices
- Learn new trends in supplier management
- Gain greater insight into the negotiation process
- Study the use of negotiation techniques
- Develop a strategy to better manage inventories
- Examine inventory reduction techniques
- Explore new methods and technologies in warehousing
- Analyze the function of transportation management

### Targeted Audience:

- Procurement Professionals
- Logistic Professionals
- Purchasing Professionals
- Transportation Coordinators
- Supply Chain Professionals
- Warehouse & Store Managers
- Inventory Managers

### Conference Outlines:

#### Unit 1: Managing The Purchasing Function:

- The 10 steps of purchasing
- Buyer skills development
- Objectives of supply chain management
- Supplier location and selection
- Types of contracts and purchase orders
- Supplier management
- Quality assurance
- Remedies for non-performance

## Unit 2: Negotiation Skills Development:

- Foundations of successful negotiations
- Overcoming difficulties in negotiations
- The impact of ethics
- Sharpening your skills
- Establishing negotiating goals
- Effective negotiating strategies
- Effective negotiating techniques
- Moving from confrontation to cooperation

## Unit 3: Inventory Management:

- Inventory management systems
- Establishing inventory levels
- Supplier managed inventory
- Consignment inventory
- Just in time inventory management
- Obtaining the benefits of standardization
- Utilizing ABC analysis
- Inventory management effectiveness measures

## Unit 4: Managing Warehouse Operations:

- Warehouse functions
- Utilizing warehouse systems
- Warehouse layout
- Inventory accuracy and cycle counting
- Barcoding identification systems
- Radiofrequency identification systems
- Improving warehousing productivity
- Overcoming barriers to performance

## Unit 5: Managing Transportation Operations:

- Correct application of Incoterms
- Air carrier selection criteria
- Ocean carrier selection criteria
- Obtaining insurance coverage
- Managing truck delivery operations
- Utilizing modern tracking technology
- Effective use of consolidation
- Measuring transportation performance