



LM185: Freight Market & Trading: Global Market Freight and International Trade Best Practices

Training Description:

This training course is an essential choice for any training and development professional who wants to keep up to date with the latest and vital competencies required in the rapidly changing freight, logistics, shipping, chartering and supply chain markets.

Freight trading is an important part of the global economy, as it helps to ensure that goods are transported efficiently and cost effectively around the world. It also plays a role in helping to manage risk in the shipping industry.

The training course will highlight:

- An overview of the different types and analysis of freight, transportation markets and international trade
- Freight market dynamics, global routes, supply, demand, relations to supply and value chain
- Freight contracts, pricing, and international commercial trade incoterms 2020
- Ship chartering, general cargo, break bulk and commodities markets
- Freight market risk management and legal concepts

Training Objectives:

By the end of the training, participants will be able to:

- ✓ Understand the key dynamics of the freight market
- ✓ Identify the different types of freight markets and the key players involved
- ✓ Negotiate and execute freight charters, Chartering markets
- ✓ Understand the different types of freight derivatives and how they are used to trade freight
- ✓ Analyze the freight market and develop trading strategies
- ✓ Identify and manage freight risks

Training Designed for:

This training course is intended for anyone who wants to learn more about the freight market and freight trading. It is suitable for beginners as well as experienced professionals who want to expand their knowledge and skills, including:

- Newcomers to the freight market who want to learn the basics of how it works, the different types of freight markets, how to price freight, and how to manage risk.
- Experienced freight market professionals can still benefit from a freight markets and trading course, learn about new trading strategies.
- Graduates who want to pursue a career in freight market trading are interested in a career in freight market trading, gaining the skills and knowledge needed to succeed.
- Ship owners, Ship operators, Shippers, Investors and Freight brokers.
- Professionals working in supply chain management, logistics, and transportation to gain a deeper understanding of how freight markets operate.

Training Requirement:

“Hands on practical sessions, equipment and software will be applied during the course if required and as per the client’s request.”

Contents can be adapted to your specific wishes. It is therefore possible to focus on specific modules of the training course as per client's learning needs and objectives. Further, it should be forwarded to us a month prior to the course dates.

Training Program:

DAY ONE:

- ❖ Introduction to the Freight Market
 - An overview of the different types of freight markets
 - Different modes of transportation used to move freight
 - Players involved in the freight market
 - Freight market analysis
 - Freight trading strategies
 - Freight market technology

DAY TWO:

- ❖ Freight Market Dynamics
 - Factors that influence freight rates
 - Global shipping routes and networks
 - Supply and demand, seasonal fluctuations, and geopolitical events
 - Difference between Liner and Tramp Freight
 - Overview of Air Freight
 - Freight Operations in the Supply Chain
 - Environmental regulations and Sustainability

DAY THREE:

- ❖ Freight Trading
 - Overview of the different types of freight contracts
 - How to price freight contracts
 - Freight Documentation, Bills of Lading
 - Export/ Import Procedures
 - Incoterms 2020
 - L/C in Trading
 - Air Freight Regulations

DAY FOUR:

- ❖ Freight Chartering
 - Introduction to chartering
 - Freight markets for specific commodities coal, iron ore, grain, or oil
 - The process of chartering a vessel to transport freight
 - The different types of charterparties
 - Negotiating a charter Terms and conditions included in charterparties
 - Charterparty execution

DAY FIVE:

- ❖ Freight Market Risk Management
 - Types of freight risks
 - Hedging against freight rate volatility
 - Managing fuel price risk, and how to manage credit risk

- Freight risk mitigation strategies
- Legal Issues and Freight insurance
- ❖ Course Conclusion
- ❖ POST-ASSESSMENT and EVALUATION

Training Methodology:

This interactive training course includes the following training methodologies as a percentage of the total tuition hours:

- 30% Lectures, Concepts, Role Play
- 70% Workshops & Work Presentations, Techniques, Based on Case Studies & Practical Exercises, Gamification, Software & General Discussions
- Pre and Post Test

Training

Certificate(s):

CMCT Internationally recognized certificate(s) will be issued to each participant who completed the course.

Training Fees:

TBA as per the course location - This rate includes participant's manual, hand-outs, buffet lunch, coffee/tea on arrival, morning & afternoon of each day.

Note: The 5% VAT (Value Added Tax), will be effective starting 01st of January 2018 as per the new regulation from the UAE Government. The VAT applies for all quotation both for local and abroad.

Group and Corporate Discounts:

- We offer group and corporate discounts on many courses. These discounts are available for clients who want to maximize their return on investment.

Individual Discounts:

- We offer individual discounts on many courses for people who are self-sponsored and make their payment in full and upfront at the time of registration

Training Timings:

Daily Timings:

07:45 - 08:00	Morning Coffee / Tea
08:00 - 10:00	First Session
10:00 - 10:20	Recess (Coffee/Tea/Snacks)
10:20 - 12:20	Second Session
12:20 - 13:00	Recess (Prayer Break & Lunch)
13:00 - 14:00	Last Session

For training registrations or in-house enquiries, please contact:

Aisha Relativo - Training & Career Development Manager

aisha@cmc-me.com / training@cmc-me.com

Tel.: +971 2 665 3945 or +971 2 643 6653 | Mob.: +971 52 2954615