Tel No:+97126654546 | Fax No:+97126654182 | Email: training@cmc-me.com | www.cmc-me.com



LM075:
Managing Freight and Logistics Management

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Training Description:

International trade has been conducted by many companies for many years- in more recent times however, the growth in international sourcing/importing has meant that many companies have found they do not have the appropriate knowledge and know how.

This course looks at the essentials of international trade and freight transport and logistics management. It will give a structured approach so you can analyses and then improve your international trade and freight operations.

Training Objectives:

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

- ✓ Gain the financial benefits that effective international supply chain management can bring
- ✓ Determine how time "secretly" builds up in supply chains and that time is cash
- ✓ Understand, recall and apply improvements after the course for work based application
- ✓ Become best in class practices
- ✓ Apply best practice
- ✓ Understand the role of forwarding agents in international trade
- ✓ Understand transport and shipping operations
- ✓ Examine operations for cost/service improvements
- ✓ Control operations effectively
- ✓ Apply models for ongoing improvement programs

Training Designed for:

This course is intended for those who have some responsibility for buying from overseas and for forwarding/import activities. Traffic Managers, Forwarding Managers, Shipping Managers, Logistics/Supply Chain Managers and Expeditors. Those existing managers/supervisors, who need a "confirmation" of their current operation. Supply, Buying, Purchase, Logistics, Materials and Supply Chain Managers. Those who are looking for business gains and benefits from managing their supply chains more effectively.

Training Requirement:

"Hand's 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:

- ❖ **Pre-Test**
- ❖ **The Supply Chain and Logistics Management**
  - Definitions of logistics and Supply Chain management
  - The interrelations and connections of Buying, Making, Moving, and Selling activities
  - History and the development

- A view of the future
- Key Aspects of Supply Chain Management
- The cost/service balance
- Customer service principles
- Lead times throughout the supply chain
- Adding value
- Production options/changes
- Trade off opportunities
- Rules for effective supply chain management
- The Benefits of adopting a Supply Chain approach
- Understanding the sub functional conflicts
- Benefits within and between functions
- Taking a supply chain view of total acquisition costs
- Accepting that competitive advantage comes from the Supply Chain

DAY TWO:

❖ International Trade

- Reasons for International Trade
- Why do people Buy/Sell overseas
- Features of International Trade
- Supply/Demand variables
- International Trade Terms of Sale and Delivery
- Incoterms
- Payments
- Documents
- Insurance
- Logistics viewpoints
- Customs and Excise in International Trade
- Systems and process and operational activity

DAY THREE:

❖ Legal Documentation Aspects

- Legal aspects and Liabilities
- Agent and principal relationships
- Agent and carrier liabilities
- Terms and conditions of trading
- Contract terms used in International Trade
- The Documentation Chain
- Shipping instructions
- Letters of credit
- Banking procedures
- Movement documents
- Consular
- Invoices

- Packing lists
- Import licenses and controls
- Rent and demurrage charges
- Processing for customs clearance

DAY FOUR:

❖ The Freight Forwarding

- Freight Transport Operations
- Mode characteristics and key features
- Full load movements to parcels and use of couriers
- Chartering, liner and Shared/Network services
- Freight calculations
- Costing operations
- Best practice
- Models for transport planning
- Service frequency
- Service provider variables

DAY FIVE:

❖ Improvements

- Understand the Freight Market
- Appreciate what influences this market
- Consider customs implications
- Select the Supplier
- Look for Added Value
- Monitor & Review
- A 5 step Model for Supplier and Supply Chain Development
- Should we?
- Benefits and Drawbacks
- Internal Issues
- Key Issues

❖ 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.

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:

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