



Logistics & Transportation Management



10 - 14 March 2025



Munich (Germany)

# Logistics & Transportation Management

course code: C8122 From: 10 - 14 March 2025 Venue: Munich (Germany) - course Fees: 4500 Euro

## INTRODUCTION

Effective management of the flow of materials throughout an organization's supply chain is of critical importance. In this **conference** you will learn how to:

- Utilize modern purchasing management techniques
- Sharpen your negotiation skills
- Manage inventories in a more productive manner
- Improve control over warehouse and transportation operations

## CONFERENCE OBJECTIVES

- 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

## CONFERENCE METHODOLOGY

Participants will learn by active participation during the programme through the presentation of conference material, exercises, training videos and discussions of "real life" issues in their organizations.

## CONFERENCE SUMMARY

The quality of operations in the logistics function has a direct impact on the operating performance of an organization. This programme is focused on the most modern techniques for the improved management of the flow of materials into and through the organization. It is concerned with all the areas responsible in the logistics process including procurement, inventory management, warehousing and transportation. The seminar also covers the negotiation skills necessary to obtain your requirements in all of these areas.

## CONFERENCE OUTLINE

### 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

### **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

### **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

### **Managing Warehouse Operations**

- Warehouse functions
- Utilizing warehouse systems
- Warehouse layout
- Inventory accuracy and cycle counting
- Bar coding identification systems
- Radio frequency identification systems
- Improving warehousing productivity
- Overcoming barriers to performance

### **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

