



*Conference:
Logistics & Transport Management*

*15 - 19 September 2025
Trabzon (Turkey)*

Conference: Logistics & Transport Management

Conference code: CO8169 From: 15 - 19 September 2025 Venue: Trabzon (Turkey) - Conference Fees: 6000 € Euro

Introduction

Effective logistics and transport management ensures the seamless flow of materials across the supply chain. This program equips you with essential skills to optimize purchasing, enhance negotiation tactics, and improve inventory productivity. You will learn to streamline warehouse and transportation operations, using modern techniques for maximum efficiency. By mastering these areas, you can significantly boost supply chain performance.

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

Methodology

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

Summary

The quality of operations in the logistics function has a direct impact on the operating performance of an organization. This program 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 for 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.

Outlines

Day 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

Day 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

Day 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

Day 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

Day 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

Registration form on the Conference: Logistics & Transport Management

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