



*Training Course:
Logistics & Transport Management*

*22 - 26 December 2025
Trabzon (Turkey)*

Training Course: Logistics & Transport Management

Training Course code: PU4097 From: 22 - 26 December 2025 Venue: Trabzon (Turkey) - Training Course Fees: 5775 € Euro

Introduction

Effective management of the flow of materials throughout an organization's supply chain is critical. This program focuses on modern purchasing management techniques, sharpening negotiation skills, improving inventory management, and enhancing control over warehouse and transportation operations.

Course Objectives

By the end of this program, participants will:

- Examine the most effective purchasing practices.
- Learn new trends in supplier management.
- Gain insight into the negotiation process and techniques.
- Develop strategies to better manage inventories and reduce them effectively.
- Explore new methods and technologies in warehousing.
- Analyze the function of transportation management.

Course Outline

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 and 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
- Benefits of standardization
- Utilizing ABC analysis
- Inventory management effectiveness measures

Day 4: Managing Warehouse Operations

- Warehouse functions and systems
- Warehouse layout and inventory accuracy
- Cycle counting and barcoding systems
- Radiofrequency identification systems
- Improving warehousing productivity
- Overcoming barriers to performance

Day 5: Managing Transportation Operations

- Correct application of Incoterms
- Air carrier and 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 Training Course: Logistics & Transport Management

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