

Scandinavian Academy
Training Center

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Riyadh - Al Khaleej District - Sheikh Abdul Aziz Bin Abdul Rahman Bin Bishr Street - 13223 - Office No. 5 | P.O.BOX : 13224

Course: Logistics & Transportation Management

Code	City	hotel	Start	End	price	Language - Hours
SC-658SA	Dammam	Hotel Meeting Room	2026-12-06	2026-12-10	9950 SR	En - 25

INTRODUCTION

Effective management of the flow of materials throughout an organization's supply chain is of critical importance. In this programme 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

WHO SHOULD ATTEND?

- All business professionals who work in purchasing, procurement, stock control, warehousing and materials management would find this training session extremely beneficial

PROGRAMME 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

TRAINING METHODOLOGY

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

PROGRAMME 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.

PROGRAMME 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
- 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
- Bar coding identification systems
- Radio frequency 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

The Scandinavian Academy for Training Center adopts the latest scientific and professional methodologies in training and human resource development, aiming to enhance the efficiency of individuals and organizations. Training programs are delivered through a comprehensive approach that includes:

- Theoretical lectures supported by PowerPoint presentations and visual materials (videos and short films).
- Scientific evaluation of participants before and after the program to measure progress and knowledge acquisition.
- Brainstorming sessions and practical role-playing to simulate real-life scenarios.
- Case studies tailored to align with the training content and participants work nature.
- Assessment tests conducted at the end of the program to evaluate the achievement of training objectives.

Each participant receives the training material (both theoretical and practical) in printed form and saved on a CD or flash drive. Detailed reports, including attendance records, final results, and overall program evaluations, are also provided.

Training materials are prepared professionally by a team of experts and specialists in various fields. At the end of the program, participants are awarded a professional attendance certificate, signed and accredited by the Scandinavian Academy for Training Center.

Program Timings: 9:00 AM to 2:00 PM

The program includes:

- A daily buffet provided during the sessions to ensure participants comfort.
- A closing ceremony on the final day to distribute certificates and celebrate participants achievements.
- **Note: All prices are exclusive of 15% Value Added Tax (VAT).**

Our Success Partners

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