

PITD Training course - 3-part journey to perfection of transport and logistic (Wrocław, Poland)

Course Outline

Course is 3-part journey to perfection

"Emotional Management in Logistics"

- Focus on recognizing and managing emotions related to logistics operations.
- Interactive sessions including case studies and a board game titled "Emotions in Logistics."

"Logistics in Practice: Build Your Own Company"

- Introduction to the logistics company operations through practical teamwork and building models with Lego blocks.
- Role-playing in logistics management, covering fleet management, documentation, and business development.

"Freight Rate Negotiation Workshops"

- Comprehensive training on negotiating freight rates including basics, negotiation techniques, and practical negotiation simulations.
- Introduction to the card game "Freight Negotiator" to reinforce negotiation skills interactively.

The aim of this course is to

- To equip logistics professionals with emotional management skills, practical logistics operations knowledge, and advanced negotiation techniques.
- Enhance participants' understanding of emotional impacts, logistics management, and the strategic aspects of freight negotiation.
- Provide tools and techniques for effective communication, problem-solving, and decision-making in high-stress logistics environments.

Activities

- **Emotional Recognition and Management Techniques:** Breathing exercises, interpersonal communication sessions, and practical role-playing scenarios.
- **Practical Logistics Management Tasks:** Using Lego blocks to build models representing logistics operations, promoting teamwork and creative problem-solving.
- **Negotiation Simulations and Games:** Conducting simulated negotiations and playing the "Freight Negotiator" card game to apply and discuss strategies in a competitive yet educational setting.

Outcomes

- Participants will learn to identify and manage emotions effectively to improve decision-making and interpersonal relations in logistics.
- Acquire hands-on experience in logistics planning and execution through collaborative tasks and role-specific challenges.
- Develop sophisticated negotiation skills, with an ability to adapt to and influence real-world logistics scenarios, enhancing both personal and organisational performance.
- Overall, the course aims to foster a comprehensive skill set that improves professional competence and confidence in the logistics industry.