



Transportation Operations and Sourcing

Overview

Acquire foundational understanding, learn common terminology, and discover methods to effectively manage and optimize transportation operations.

Learn how to analyze freight needs and competitively source carriers and third-party providers to improve service levels and reduce transportation costs.

Who Should Attend

This introductory program is for managers and directors who are new to the transportation field, new to managing transportation-related staff, or anyone looking to brush up on current transportation issues and strategies. Titles of participants have included:

- Purchasing and Inventory Manager
- Contracting Officer
- Strategic Sourcing Director
- S&OP Manager

Program Benefits

Improve your ability to:

- Discuss the importance of transportation in the supply chain
- Explain the dynamic environment of the transportation industry including economic and regulatory issues
- Decide what modal options make the most sense for your company and its products
- Explain how carriers price their service
- Negotiate and arrange for your freight needs to lower costs and increase service

At Penn State

2-Day Short Course

Location: University Park, PA

This course fulfills a requirement for the Professional Certificate in Supply Chain Operations.

Please see our Schedule on the web for current dates.

Value For You & Your Organization

Transportation is one of the costliest and most volatile pieces of your supply chain.

This course covers practical methods for best-practice management of your operations to:

- a) lower overall transportation costs or,
- b) maintain current rate levels in an increasing freight-cost environment.

“The strategies for doing RFP’s and general market conditions were both well explained and very useful for me.”

Matthew Smith
Logistics Manager
North American Hoganas

Program Content

This program is taught by the very best business faculty and experienced practitioners from top organizations who will help you tie critical new perspective, concepts, and techniques to immediate application in the workplace.



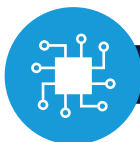
Transportation Trends

- Domestic transportation
- Economic trends and issues
- Legislative/regulatory trends and issues
- Global transportation



The RFI and RFP Processes

- Identification of potential providers
- What is a Request for Information (RFI) and what is included?
- What is a Request for Proposal (RFP) and what is included?
- Comparing “apples to apples” in responses and rates



Modes & Background

- Parcel and air
- Truckload (TL)
- Less-than-truckload (LTL)
- Railroad
- Ocean/International



Transportation Pricing

- Demystifying transportation pricing
- Components of transportation cost
- How carriers approach the bidding process

Pricing

- **\$2,150** covers tuition, materials, lunch, breaks, and the group dinner only (you are responsible for lodging, travel, and “on your own” dinners)
- **\$2,600** includes above plus meals and lodging at the Nittany Lion Inn or The Penn Stater (you are responsible for travel)

Discounts

A 20% discount is available for:

- DoD or government employees
- Penn State Alumni
- Teams of three or more attending this program from one company
- CSCR Corporate Sponsors & other affiliated groups

Earn a Professional Certificate

Grow your career and increase the value you bring to your organization. Earn a Professional Certificate in Strategy and Organizational Performance or Supply Chain by taking a series of three programs, in any order, over any period of time. Visit our website for full details.

Custom Learning Solutions

We work with organizations to create custom learning solutions focused on your unique goals, challenges, and performance needs. Your solution may be a single intervention, a virtual experience, or a multi-session program supporting long-term change initiatives. Please call us to learn more.

Our Learning Solutions Associates are ready to assist you with course reservations or additional details. For information on our full portfolio of offerings—including custom learning opportunities—call or visit us on the web.

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