



CITLP

Certified International Trade, Shipping & Logistics Professional

PROGRAM INTRODUCTION

IPSCMI is offering professionals the very best with industry-focused, well-structured course material and internationally experienced trainers. This is the first-ever comprehensive certification program covering different aspects of Logistics/supply chain management. New state-of-the-art teaching methods are being deployed where professionals/students can enhance their skills in a conducive and discerning environment.

This professional certification program will match the expanding needs of the logistics industry in India, Middle East, Asia Pacific and the Northern Africa region. For those interested in an in-depth knowledge and understanding of supply chain, international trade, use of information technology to enable supply chains, this is an excellent opportunity to learn and hone their skills.

International supply chain trends will be analyzed and the latest educational tools utilized to give students valuable insight and hands-on training in the world of supply chain management and the lucrative careers that they can build on from there.

This is not just a certification program. The faculty panel is well-trained to take students through real-life and practical analysis of market forces that will underpin their ability to optimize the entire supply chain process and improve the bottom line.

OBJECTIVES

To train and certify a new genre of dynamic shipping and logistics professionals, who know the latest trends and are capable of handling new challenges. While millions of new jobs are being created, most multinationals and conglomerates are finding it difficult to head-hunt for key positions in the Shipping and logistics industry.

Education and certification is the key to success and the time is ripe for imparting training to shipping and logistics professionals so that they can effectively take-on the challenges in the future.

This certification program is aimed at honing the skills of officers, junior managers, as well as experienced executives without formal training. A large number of professionals



in India, Asia Pacific and the Middle East are associated with international trade and shipping process in different industries. What they lack is a formal training about international trade and shipping that will give them a competitive edge in their chosen field of specialization.

STRUCTURE

The curriculum is designed to help participants develop a thorough knowledge of international trade, shipping, logistics and distribution management in both theoretical and applied dimensions. The management sessions help us to consolidate learning with on-the-job application. Case studies, group presentations, discussions and sometimes field visits are used to facilitate learning.

PROGRAM MODULES

Module 1 : Logistics and Supply Chain History & Concepts

- 1 History
- 2 World Shipping
- 3 Flows in the Supply chain : Physical & Information
- 4 Past, Present and Future of Supply Chains
- 5 Importance of SCM
- 6 Logistics Value Engineering

Module 2 : International Trade

- 1 Trade & Marketing Environment (Domestic & Overseas).
- 2 Entry into overseas Markets /Strategies for development.
- 3 Dynamics of Protectionism & Trade Barriers.
- 4 International Economic Institutions - GATT - WTO, UNCTAD, IMF
- 5 World Bank Groups

Module 3 : Forecasting

- 1 Service Levels / Fill Rates / KPIs
- 2 Demand Based Forecasting Techniques
- 3 Analyzing the DEMAND PATTERNS
- 4 Forecast errors
- 5 Time Series Analysis & Exponential Smoothing in Forecasting
- 6 Seasonality
- 7 OPSI
- 8 Order Quantity Matrix and Logics

Module 4 : Inventory Management

- 1 Pareto Analysis
- 2 Inventory provisioning
- 3 EOQ, Coverage Analysis
- 4 Understanding the role of Stocks in Supply Chain
- 5 Buffer Stock
- 6 ABC, VED, XYZ Analysis
- 7 Role of Normal Distribution and Standard deviation in the demand pattern

Module 5 : Purchasing, Negotiating skills

- 1 Defining Negotiation
- 2 Approaches to Negotiation
- 3 The Limits of Negotiation
- 4 MASLOWS NEED HIERARCHY / MOTIVATION THEORY
- 5 Principled negotiation
- 6 Planning & Preparing for Negotiation
- 7 Communication in Negotiation
- 8 Negotiation Strategies
- 9 Tactics & Counter Tactics
- 10 Negotiation Across Cultures
- 11 Stages of negotiation

Module 6 : Production and Distribution Game / Beer Game

- 1 Concept from MIT , USA
- 2 Real life simulation
- 3 Understanding the Bull Whip effect
- 4 Importance of Information flow in Supply Chains
- 5 Learnings.....

Module 7 : ERP, MRP, Project Management

- 1 Understanding ERP
- 2 Drivers of ERP
- 3 Evolution of MRP, MRP II and ERP
- 4 Components of ERP
- 5 ERP Implementation Guide
- 6 Extended ERP
- 7 System Landscaping
- 8 Basics of SAP

Module 8 : Supply Chain Management Drivers

- 1 Key Concepts
- 2 Supply Chain evolution
- 3 Logistics concepts, drivers, issues
- 4 Purchasing and Procurement
- 5 Warehousing & Distribution
- 6 Warehousing Objectives, Layout and Design
- 7 Material Handling
- 8 Inventory Accuracy

Module 9 : Quality and Supply Chain Management

- 1 Data Driven Approach to SCM
- 2 Quality and Metrics
- 3 Data warehousing, Data mining
- 4 Six Sigma in SCM
- 5 Critical to Quality (CTQ)
- 6 Learning Charts : Run Charts, Pareto, Histograms, C&E
- 7 Funnel effect
- 8 Process mapping
- 9 Statistical Process Control (SPC)

Module 10 : Shipping Documentation

- 1 Ocean Bill of Lading (B/L), Airway Bill (AWB)
- 2 Import and Export Documentation
- 3 Commercial, Customs & Transportation Documentation
- 4 Export-Import clearance of break bulk & containerized cargo
- 5 Customs & EXIM policies
- 6 Shipping company & Port formalities

Module 11 : Incoterms

- 1 Introduction to Incoterms
- 2 Incoterms 2011
- 3 Risk management spectrum
- 4 ICC & Incoterms
- 5 INCO terms & Carriage risk analysis
- 6 Carrier liabilities
- 7 Insurance
- 8 Buyer & Seller responsibilities

Module 12 : Documentary Credits

- 1 Documentary Credits: What & Why?
- 2 Settlement of International Trade transactions
- 3 Settlement of International Payment instruments
- 4 Clean payment vs Documentary collections
- 5 Analysis of risks and uncertainties in payment
- 6 UCP 600 and Documentary Credit undertaking of banks
- 7 Analysis of costs borne by seller and buyer
- 8 Letter of Credit Operations
- 9 Types of LCs
- 10 Terms of payments in LCs
- 11 Role of Bank, Company and Customer
- 12 Issuing, Advising and Negotiations
- 13 Financial, Transport and other documentation
- 14 Straight Credits, Clean Credits
- 15 Discrepancies & Resolution

Module 13 : Shipping Law and Marine Insurance

- 1 Law of the Sea & Ships.
- 2 Law of the carriage of Goods by Sea
- 3 Adoption & Enactment of International Law in Shipping (UNCLOS).
- 4 Contract of Affreightment - Bill of Ladings & Charter Parties.
- 5 Risks, Responsibilities and Immunities of the Carrier under the Law.
- 6 Rights & Privileges of the Charterer / Shipper.
- 7 Hague-Visby Rules & Hamburg Rules.
- 8 Marine Insurance
- 9 Aim, Objectives, Policy Types & Coverage.
- 10 Insurable Interests & Warranties.
- 11 Insurance of Hull & Machinery & Cargo.
- 12 General Average - Particular Average, Total Loss
- 13 Settlement of Marine claims
- 14 Lawful marine adventure & Abandonment.

Module 14 : Containerization, Port Operations, Shipping and Logistics

- 1 Economics of Containerization
- 2 Types of Containers
- 3 Numbering and identification of containers
- 4 Container operators - MLO vs NVOCC.
- 5 Cargo handling at the Port & Port
- 6 Other Logistics Providers & Multi-modal Operators.



- 7 Liner & Chartered Shipments - Comparative economics.
- 8 VLCCs and Bulk Carriers - Operation & Logistics.

Module 15 : Ship-Shore Interface, Electronics Commerce, EDI

- 1 Basic concepts related to handling and shipment
- 2 Dry-bulk Cargo, Containers, Tankers, Large Bulk Carriers
- 3 Dangerous Goods Notifications
- 4 Common Shipping Terminologies
- 5 Electronic Bills of Lading & Functional Equivalence.
- 6 Electronic Data Interchange (EDI) - "Swift"
- 7 The UNCITRAL Model Law on Legal aspects of EDI
- 8 Electronic Data Messages - Legal Recognition.
- 9 Document of Title and Negotiability.
- 10 International Chamber of Commerce (ICC) - Bills of Lading

Module 16: The Management Practices & Office Administration

- 1 Managers and Their Roles
- 2 Management Functions
- 3 Planning, Organizing, Directing and Controlling

Module 17: Human Resource Management & Organizational Behavior

- 1 Motivation , Satisfying and Leadership
- 2 Managing Human Resource and Labor Relations
- 3 Leadership, Management, and Empowerment
- 4 Team Building

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