

OPERATIONS & SUPPLY CHAIN | COURSE BROCHURE

Freight Procurement and Carrier Management

5 days | Classroom training | English

SMART HORIZON

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Course content

Why attend

Freight costs are volatile and carrier performance directly affects customer service. This course covers buying and managing freight: understanding freight markets, tendering road, sea and air freight, rate structures and surcharges, carrier selection, contracts, performance management and freight audit.

Smarter freight procurement can save significant costs while improving service. You will learn how professional shippers buy and manage transport.

Professional Problems This Course Is Designed to Solve

• Difficulty translating subject knowledge into practical workplace decisions.
• Inconsistent approaches to the activities covered in the course outline.
• Lack of a structured plan for applying and reviewing new skills.

Course methodology

Tender design exercises, rate analysis, carrier scorecards and case studies.

Course objectives

By the end of this course, participants will be able to:
• Understand freight markets and pricing
• Prepare and run freight tenders
• Analyse rates, surcharges and accessorials
• Select and contract carriers
• Monitor carrier performance
• Audit freight invoices

Target audience

This course is suitable for:
• Logistics and transport managers
• Freight procurement specialists
• Supply chain managers
• Procurement professionals
• Export and import managers



Course content

Target competencies

Participants will develop competencies in:

- Freight tendering
- Rate analysis
- Carrier selection
- Performance management
- Freight audit

Course outline

Day 1: Freight Markets

09:00–10:08	Road, sea and air markets
10:08–11:00	Market dynamics
11:00–11:30	**Coffee break**
11:30–11:45	Market dynamics (continued)
11:45–12:53	Pricing drivers
12:53–14:00	Exercise

Day 2: Tendering

09:00–10:08	Lane data
10:08–11:00	Tender design
11:00–11:30	**Coffee break**
11:30–11:45	Tender design (continued)
11:45–12:53	Bid evaluation
12:53–14:00	Workshop

Day 3: Rates and Contracts

09:00–10:08	Rate structures
10:08–11:00	Surcharges
11:00–11:30	**Coffee break**



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11:30–11:45	Surcharges (continued)
11:45–12:53	Contract terms
12:53–14:00	Exercise

Day 4: Carrier Management

09:00–10:08	Scorecards
10:08–11:00	Reviews
11:00–11:30	**Coffee break**
11:30–11:45	Reviews (continued)
11:45–12:53	Capacity management
12:53–14:00	Case study

Day 5: Freight Audit

09:00–10:08	Invoice audit
10:08–11:00	Claims
11:00–11:30	**Coffee break**
11:30–11:45	Claims (continued)
11:45–12:53	Cost reporting
12:53–14:00	Action plan

The timings provided are estimates and may vary depending on the number of participants and the discussions taking place during the sessions. They are indicative only and do not constitute a binding commitment.



Course content

Dates, venues and fees

Current published course plans. Fees are per participant in EUR, excluding unconfirmed taxes.

Venue	Start date	End date	Fee (EUR)
Cape Town Confirmed dates	23 Nov 2026	27 Nov 2026	**€1,890.–**
Online Confirmed dates	23 Nov 2026	27 Nov 2026	**€1,250.–**
Vienna Confirmed dates	14 Dec 2026	18 Dec 2026	**€2,940.–**
Online Confirmed dates	14 Dec 2026	18 Dec 2026	**€1,250.–**
Cape Town Confirmed dates	18 Jan 2027	22 Jan 2027	**€1,890.–**
Online Confirmed dates	18 Jan 2027	22 Jan 2027	**€1,250.–**
Dubai Confirmed dates	8 Feb 2027	12 Feb 2027	**€3,150.–**
Online Confirmed dates	8 Feb 2027	12 Feb 2027	**€1,250.–**
Vienna Confirmed dates	22 Feb 2027	26 Feb 2027	**€2,940.–**



Course content

Dates, venues and fees (continued)

Venue	Start date	End date	Fee (EUR)
Online Confirmed dates	22 Feb 2027	26 Feb 2027	**€1,250.–**
Amsterdam Confirmed dates	15 Mar 2027	19 Mar 2027	**€2,540.–**
Online Confirmed dates	15 Mar 2027	19 Mar 2027	**€1,250.–**
Dubai Confirmed dates	5 Apr 2027	9 Apr 2027	**€3,150.–**
Online Confirmed dates	5 Apr 2027	9 Apr 2027	**€1,250.–**
Rome Confirmed dates	26 Apr 2027	30 Apr 2027	**€2,450.–**
Online Confirmed dates	26 Apr 2027	30 Apr 2027	**€1,250.–**
Barcelona Confirmed dates	17 May 2027	21 May 2027	**€2,840.–**
Online Confirmed dates	17 May 2027	21 May 2027	**€1,250.–**



Course content

Dates, venues and fees (continued)

Venue	Start date	End date	Fee (EUR)
Rome Confirmed dates	31 May 2027	4 Jun 2027	**€2,450.-**
Online Confirmed dates	31 May 2027	4 Jun 2027	**€1,250.-**
Istanbul Confirmed dates	21 Jun 2027	25 Jun 2027	**€2,650.-**
Online Confirmed dates	21 Jun 2027	25 Jun 2027	**€1,250.-**
London Confirmed dates	12 Jul 2027	16 Jul 2027	**€2,450.-**
Online Confirmed dates	12 Jul 2027	16 Jul 2027	**€1,250.-**
Cape Town Confirmed dates	2 Aug 2027	6 Aug 2027	**€1,890.-**
Online Confirmed dates	2 Aug 2027	6 Aug 2027	**€1,250.-**
Kuala Lumpur Confirmed dates	23 Aug 2027	27 Aug 2027	**€1,450.-**



Course content

Dates, venues and fees (continued)

Venue	Start date	End date	Fee (EUR)
Online Confirmed dates	23 Aug 2027	27 Aug 2027	**€1,250.-**
Dubai Confirmed dates	6 Sept 2027	10 Sept 2027	**€3,150.-**
Online Confirmed dates	6 Sept 2027	10 Sept 2027	**€1,250.-**
London Confirmed dates	27 Sept 2027	1 Oct 2027	**€2,450.-**
Online Confirmed dates	27 Sept 2027	1 Oct 2027	**€1,250.-**
Rome Confirmed dates	18 Oct 2027	22 Oct 2027	**€2,450.-**
Online Confirmed dates	18 Oct 2027	22 Oct 2027	**€1,250.-**
Barcelona Confirmed dates	8 Nov 2027	12 Nov 2027	**€2,840.-**
Online Confirmed dates	8 Nov 2027	12 Nov 2027	**€1,250.-**



Course content

Dates, venues and fees (continued)

Venue	Start date	End date	Fee (EUR)
Paris Confirmed dates	29 Nov 2027	3 Dec 2027	**€2,860.-**
Online Confirmed dates	29 Nov 2027	3 Dec 2027	**€1,250.-**
Frankfurt Confirmed dates	13 Dec 2027	17 Dec 2027	**€2,650.-**
Online Confirmed dates	13 Dec 2027	17 Dec 2027	**€1,250.-**

Plan your next step

Dates, availability, exact venue, taxes, inclusions and payment terms require written confirmation. This brochure is not a quotation, registration, booking confirmation or visa invitation. Participants receive a Smart Horizon certificate of attendance; programmes are not externally accredited and do not award a professional qualification or designation. Confirm arrangements before booking travel.

For group or in-house training, contact our learning team to discuss your objectives and delivery arrangements.

Contact Smart Horizon

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View the latest course details online