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COURSE BROCHURE

# Advanced Freight Forwarding Techniques Training Course

22 August – 2 September 2027
Abu Dhabi

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Registered in the United Kingdom and Saudi Arabia

# Advanced Freight Forwarding Techniques Training Course

**Ref:** 1027_38820 **Date:** 22 August – 2 September 2027 **Location:** Abu Dhabi **Fees:** 9100 GBP

Advanced Freight Forwarding Techniques is a 2-week training course for senior freight forwarders, shipping managers and import-export leads, who build a Freight Routing and Risk Playbook covering lanes, documents, carriers and claims. Volatile ocean and air capacity, tighter customs scrutiny and shippers demanding door-to-door certainty now reward forwarders who control risk at every handover. Jupiter Prime Training delivers this course for practitioners who run international cargo flows.

## Why Freight Forwarding Techniques Matter Now

Three forces shape forwarding today: carriers adjusting capacity at short notice, shippers expecting live visibility and firm landed cost, and customs authorities checking classification, valuation and origin more closely. A forwarder that routes well, chooses the right Incoterms rule and keeps documents clean protects margin and keeps cargo moving; one that does not faces demurrage, rejected letters of credit and disputed claims. The course rests on the International Chamber of Commerce Incoterms rules, the International Maritime Dangerous Goods IMDG Code and the International Air Transport Association IATA Dangerous Goods Regulations.

## Who Gains Most from Freight Forwarding Techniques

- Forwarding leads who design routings and quote door-to-door moves
- Import-export managers who own Incoterms choices and trade documents
- Shipping managers who negotiate rates and allocate carrier volumes
- Customs and compliance coordinators who prepare clearance files
- Operations heads who handle cargo claims and hazardous shipments

A forwarding branch or a shipper's logistics desk that sends its pricing, operations and documentation leads together gains most, since routing, paperwork and carrier terms are then set as one chain.

## Freight Forwarding Techniques Capabilities

Participants leave able to price, route, document and defend a shipment from origin warehouse to consignee door.

- Design multimodal routings that balance transit time, landed cost and disruption risk — shipper service commitments
- Apply Incoterms rules and matching insurance cover to each trade contract — sales and purchasing teams
- Build consolidation plans that raise container fill and margin — branch profitability decisions
- Specify transport and customs document sets that clear first time — banks and customs brokers
- Assess carriers with scorecards and structure rate tenders — capacity allocation choices

- Test claim and dangerous goods procedures against liability limits — operations and insurers

## Key Freight Forwarding Techniques Terms

- Incoterms rules — standard trade terms from the International Chamber of Commerce that set where cost and risk pass from seller to buyer.
- House bill of lading — a transport document issued by a forwarder to its shipper, sitting beneath the carrier's master bill.
- LCL consolidation — grouping several shippers' less-than-container-load cargo into one container to share freight cost.
- Chargeable weight — the greater of actual and volumetric weight, used to price air freight.
- General average — a maritime principle where all cargo interests share losses from a sacrifice made to save the voyage.
- UN number — a four-digit identifier assigned to a dangerous substance for transport classification and labelling.

## Freight Forwarding Techniques Day by Day

### Day 1: Forces Reshaping the Forwarding Trade

- Trade Lane Volatility Mapping — Capacity Swings, Blank Sailings and Rate Exposure
- Shipper Expectation Shifts — Visibility, Lead Time Certainty and Cost Control
- Forwarder Business Models — Asset-Light Brokerage Versus Owned Capacity
- Freight Forwarder Liability Basics — Agent Versus Principal Carrier Role
- Service Portfolio Review — Which Lanes and Modes Deserve Focus

### Day 2: Multimodal Routing Design

- Sea-Air and Rail-Sea Combinations — Transit Time Against Landed Cost
- Transshipment Hub Selection — Dwell Risk and Connection Reliability
- Routing Decision Matrix — Weighing Speed, Cost, Carbon and Risk
- Door-to-Door Lead Time Modelling — Buffers for Each Handover Point
- Contingency Routing — Alternative Gateways When a Corridor Closes

### Day 3: Incoterms and Risk Transfer

- Incoterms Rule Selection — Where Cost and Risk Pass
- FCA Versus FOB for Containerised Cargo — Handover Control
- DAP, DPU and DDP Choices — Import Duty and Unloading Exposure
- Cargo Insurance Alignment — Matching Cover to the Agreed Rule
- Incoterm Dispute Scenarios — Resolving Who Pays for Delay

## Day 4: Consolidation and Groupage

- LCL Consolidation Planning — Cut-Off Times and Container Utilisation
- Buyer's Consolidation Schemes — Origin Hubs for Multiple Suppliers
- Air Freight Consolidation — Chargeable Weight and Density Ratios
- Deconsolidation and Cross-Dock Flow — Release Speed at Destination
- Consolidation Profitability Model — Margin per Cubic Metre Shipped

## Day 5: Bills of Lading and Transport Documents

- Bill of Lading Functions — Receipt, Contract Evidence and Title
- Master and House Bills — Forwarder Exposure Under Each Document
- Negotiable Versus Straight Bills — Release Rules for Cargo
- Air Waybill and Sea Waybill Use — When Title Is Not Needed
- Letter of Credit Document Checks — Avoiding Discrepancies at the Bank

## Day 6: Customs Documentation and Clearance

- Harmonised System Classification — Tariff Codes and Duty Outcomes
- Customs Valuation Methods — Transaction Value and Adjustments
- Rules of Origin and Certificates — Preferential Duty Eligibility
- Authorised Economic Operator Concepts — Faster Clearance Through Trusted Status
- Customs Audit Readiness — Records, Broker Instructions and Corrections

## Day 7: Freight Rate Negotiation and Procurement

- Rate Structure Anatomy — Base Freight, Surcharges and Local Charges
- Tender Design for Ocean and Air Contracts — Lanes and Volumes
- Index-Linked Rate Agreements — Sharing Market Movement Fairly
- Negotiation Planning — Walk-Away Points and Trade-Off Packages
- Quote Accuracy Controls — Protecting Margin on Spot Business

## Day 8: Carrier Selection and Performance

- Carrier Scorecard Design — Schedule Reliability, Damage and Responsiveness
- Allocation Strategy — Core, Secondary and Spot Carrier Mix
- Space Protection Agreements — Securing Capacity in Peak Season
- Carrier Quarterly Business Reviews — Corrective Actions and Incentives
- Subcontracted Haulier Vetting — Safety, Insurance and Tracking Standards

## Day 9: Claims and Dangerous Goods

- Cargo Claim Process — Notice Periods, Survey and Evidence Packs
- Limitation of Liability Regimes — Weight-Based Caps and Declared Value
- General Average Events — Securities, Adjusters and Cargo Release
- Dangerous Goods Classification — Classes, UN Numbers and Packing Groups
- Dangerous Goods Declarations — IMDG and IATA Acceptance Checks

## Day 10: Practising the Freight Routing and Risk Playbook

- Corridor Routing Exercise — Applying Multimodal Matrix to a Live Lane
- Incoterm and Document Set Selection — Applying Risk Transfer Choices
- Carrier and Rate Package Build — Applying Scorecards and Tender Results
- Claim and Dangerous Goods Drill — Applying Liability and Acceptance Checks
- Freight Routing and Risk Playbook — Finalising Lanes, Documents and Controls

## Applying Freight Forwarding Techniques After the Course

- Re-score the three busiest lanes with the routing matrix and carrier scorecard, then propose a revised allocation to the pricing desk.
- Audit ten recent shipment files against the Incoterms, bill of lading and customs checklists and correct the recurring errors.

## Freight Forwarding Techniques Questions FAQ

### What are Advanced Freight Forwarding Techniques and why do they matter now?

They are the methods forwarders use to route, document, price and protect international cargo. They matter now because volatile capacity, stricter customs checks and demanding shippers punish weak routing and paperwork with delay, cost and lost accounts.

### Which roles gain most from Advanced Freight Forwarding Techniques?

Senior forwarders, shipping managers and import-export leads gain most. You benefit if you quote door-to-door moves, choose trade terms, negotiate carrier rates or handle claims and hazardous cargo.

### How do Advanced Freight Forwarding Techniques differ from a general logistics management course?

They focus on the forwarder's own decisions on each consignment. A logistics management course covers warehousing, inventory and distribution networks broadly; this course goes deep on routing, Incoterms, transport documents, customs files, carrier terms and liability.

### What do you bring back from Advanced Freight Forwarding Techniques?

You bring back a routing and risk file for your own lanes. It sets routings, trade terms, document sets, carrier allocations, claim steps and dangerous goods checks, ready to share with pricing and operations colleagues.

## Freight Forwarding Techniques: The Way Forward

The Freight Routing and Risk Playbook first informs which routing and carrier mix each key lane uses next quarter. Pricing desks, operations supervisors and documentation staff use it to quote and ship consistently. After its first peak season, revisit carrier scores, claim records and customs holds, since these show where routings and document controls need tightening.