

LAPT

LONDON ACADEMY OF PROFESSIONAL TRAINING

CERTIFICATE

ISO 44001 — Collaborative Business Relationships in Logistics

ISO Certification Programme



LAPT — London Academy of Professional Training

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Reference TR-LOG-44001 • ISO Transport

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AT A GLANCE

REFERENCE	TR-LOG-44001
AWARD	Certificate
ASSESSMENT	430 marks — 258 to pass (60%)
PREREQUISITES	None
VALIDITY	Lifetime
AWARDING BODY	LAPT — London Academy of Professional Training

CURRICULUM

1 Collaborative Models in Logistics 5 chapters · 30 classes 85 marks • 1 Principles of Collaborative Models in Logistics — 6 classes › 1.1 Identify Key Principles of Collaborative Logistics Models › 1.2 Analyze Benefits of Collaboration in Supply Chain Management › 1.3 Examine Stakeholder Roles in Collaborative Environments › 1.4 Explore Frameworks for Effective Collaboration in Logistics › 1.5 Assess Challenges and Barriers to Collaboration in Logistics › 1.6 Implement Best Practices for Building Collaborative Relationships • 2 Stakeholder Engagement and Relationship Building — 6 classes › 2.1 Identify Key Stakeholders in Logistics Operations › 2.2 Analyze Stakeholder Interests and Influence › 2.3 Develop Effective Communication Strategies for Stakeholder Engagement › 2.4 Build Trust and Rapport with Stakeholders › 2.5 Implement Collaborative Relationship Models in Logistics › 2.6 Evaluate the Impact of Stakeholder Engagement on Logistics Performance • 3 Data Sharing and Technology in Collaborative Logistics — 6 classes › 3.1 Explore Data Sharing Platforms in Collaborative Logistics › 3.2 Analyze the Role of Technology in Enhancing Logistics Partnerships › 3.3 Implement Data Governance Practices for Effective Collaboration › 3.4 Evaluate the Impact of Real-Time Data Sharing on Decision-Making › 3.5 Create Case Studies on Successful Technology-Driven Collaboration › 3.6 Design a Data Sharing Framework for Collaborative Logistics Projects • 4 Risk Management in Collaborative Logistics Partnerships — 6 classes › 4.1 Identify Key Risk Factors in Collaborative Logistics › 4.2 Analyze the Impact of Risks on Partnership Success › 4.3 Develop Risk Assessment Strategies for Logistics Partnerships › 4.4 Create Contingency Plans for Common Logistic Risks › 4.5 Implement Risk Mitigation Techniques in Collaborative Settings › 4.6 Evaluate the Effectiveness of Risk Management Practices in Logistics • 5 Measuring Success: Performance Indicators for Collaboration — 6 classes › 5.1 Define Key Performance Indicators for Collaboration › 5.2 Identify Stakeholder Expectations in Collaborative Metrics › 5.3 Analyze Quantitative vs Qualitative Performance Indicators › 5.4 Develop a Collaboration Success Scorecard › 5.5 Implement Regular Performance Reviews for Collaborative Efforts › 5.6 Evaluate and Adjust Indicators Based on Collaborative Outcomes

• 1 Understanding Negotiation Principles in Logistics — 6 classes

- › 1.1 Define Key Negotiation Terms and Concepts in Logistics
- › 1.2 Explore the Role of Collaborative Business Relationships in Negotiation
- › 1.3 Identify Common Negotiation Styles and Their Impact on Logistics
- › 1.4 Analyze Effective Communication Techniques in Negotiation Scenarios
- › 1.5 Develop Strategies for Conflict Resolution in Logistics Negotiations
- › 1.6 Create a Negotiation Action Plan for Real-World Logistics Challenges

• 2 Identifying Stakeholders and Their Interests — 6 classes

- › 2.1 Define Stakeholders in Logistics Negotiations
- › 2.2 Analyze the Interests of Key Stakeholders
- › 2.3 Map Stakeholder Relationships and Influence
- › 2.4 Identify Common Conflicts Among Stakeholders
- › 2.5 Develop Strategies for Addressing Stakeholder Interests
- › 2.6 Apply Negotiation Techniques to Harmonize Stakeholder Needs

• 3 Strategies for Effective Negotiation in Logistics — 6 classes

- › 3.1 Identify Key Negotiation Objectives in Logistics
- › 3.2 Analyze Stakeholder Interests and Positions
- › 3.3 Develop Effective Communication Strategies
- › 3.4 Apply Collaborative Problem-Solving Techniques
- › 3.5 Explore Win-Win Negotiation Tactics
- › 3.6 Evaluate Outcomes and Adapt Strategies for Future Negotiations

• 4 Conflict Recognition and Resolution Techniques — 6 classes

- › 4.1 Identify the Signs of Conflict in Collaborative Settings
- › 4.2 Analyze Root Causes of Conflicts in Logistics Partnerships
- › 4.3 Explore Effective Communication Techniques for Conflict Resolution
- › 4.4 Evaluate Conflict Resolution Strategies for Collaborative Leaders
- › 4.5 Role-Play Conflict Scenarios to Practice Resolution Techniques
- › 4.6 Develop a Personal Action Plan for Managing Future Conflicts

• 5 Building Collaborative Relationships Post-Negotiation