MAWA EVENTS

Address: No. 857, Block A2. Leisure Commerce Square - No 9., 46150 Petaling Jaya, Selangor, Malaysia

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PRACTICAL PRACTICES IN LOGISTICS CONTRACTS

"Master the Legal, Commercial, and Operational Aspects of Logistics Contracts to Protect Interests and Ensure Performance."

Schedule

Venue (In-house)	Fees
At Your Organization Premises	Ask For The Quotation

Introduction

In today's global supply chain environment, logistics contracts form the backbone of every transportation, warehousing, and distribution agreement. Poorly structured contracts can lead to costly disputes, delays, and service failures — while well-designed ones ensure clarity, compliance, and strong business relationships.

The Practical Practices in Logistics Contracts course provides a hands-on understanding of how to draft, interpret, and manage logistics contracts effectively. Participants will explore contract essentials, risk allocation, liability issues, Incoterms, and dispute resolution methods commonly encountered in logistics and supply chain operations.

This training blends legal principles with practical case studies, offering tools and templates that can be applied immediately in daily operations. It equips logistics, procurement, and operations professionals with the knowledge to safeguard organizational interests while maintaining productive partnerships with logistics service providers.

Objectives

By the end of this course, participants will be able to:

- Understand the structure and key clauses of logistics and transport contracts.
- Draft and review logistics service agreements (LSAs) and transport contracts effectively.
- Apply Incoterms and international trade rules correctly.
- Identify potential risks, liabilities, and compliance requirements in logistics contracts.
- Negotiate fair and enforceable contractual terms with service providers.
- Manage contract performance and handle disputes professionally.
- Integrate sustainability, data protection, and insurance considerations into contracts.
- Align logistics contracting practices with corporate and legal frameworks.

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Why Attend

As logistics networks become more complex and globalized, the ability to understand and manage contracts effectively is essential for reducing risk and ensuring smooth operations.

This course bridges the gap between legal theory and practical logistics execution. You'll learn directly from real-world contract examples, discover how to avoid common pitfalls, and gain confidence in negotiating, managing, and enforcing logistics agreements.

Whether you are part of a logistics company, manufacturer, or trading organization, this masterclass ensures your contracts work for — not against — your business.

Target Audience

This course is designed for:

- Logistics, Supply Chain, and Operations Managers
- Procurement and Purchasing Professionals
- Contract and Commercial Managers
- Freight Forwarders and Shipping Executives
- Legal and Compliance Officers in Logistics Firms
- Warehouse and Distribution Supervisors
- Project Managers handling outsourced logistics services
- Anyone involved in negotiating or managing logistics agreements

Individual Benefits

- Gain confidence in drafting and managing logistics and transport contracts.
- Understand how to interpret key legal terms and clauses.
- Learn negotiation techniques for fair and balanced agreements.
- Improve problem-solving skills in contract disputes and performance issues.
- Strengthen career prospects in logistics, procurement, and contract management.
- Build awareness of global standards, Incoterms, and liability frameworks.

Organizational Benefits

- Reduce financial and legal risks in logistics and transport operations.
- Improve supplier and service provider relationships through clear contracts.
- Ensure compliance with international trade, insurance, and safety regulations.
- Minimize disputes and delays by setting measurable performance terms.
- Enhance cost control through efficient contract management practices.
- Promote transparency, accountability, and collaboration in logistics partnerships.

Instructional Methodology

The course emphasizes interactive, real-world learning through:

- Expert-led discussions on logistics contract structures and clauses
- Case studies from global logistics operations
- Practical exercises on contract drafting and risk assessment
- Group negotiations and role-playing simulations
- Review of sample LSAs, Incoterms applications, and service agreements
- Legal compliance checklists and best practice templates
- Continuous feedback and open Q&A sessions

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Course Outline

Module 1: Introduction to Logistics Contracts and Legal Frameworks

Module 2: Contract Structures, Terminology, and Key Clauses

Module 3: Understanding Incoterms and International Transport Regulations

Module 4: Service Level Agreements (SLAs) and Performance Indicators

Module 5: Risk Management, Liabilities, and Insurance Coverage

Module 6: Pricing Mechanisms and Cost Control in Logistics Contracts

Module 7: Negotiation Techniques for Successful Contracting

Module 8: Managing Contract Performance and Supplier Relationships

Module 9: Dispute Resolution, Arbitration, and Legal Remedies

Module 10: Sustainability, Data Protection, and Emerging Trends in Logistics Contracts

Module 11: Case Studies – Analyzing Real Logistics Contract Scenarios

Module 12: Capstone Exercise – Drafting a Comprehensive Logistics Service Agreement

Certification

Upon successful completion, participants will be awarded a Certificate of Competency in Practical Practices in Logistics Contracts, recognizing their expertise in drafting, negotiating, and managing logistics agreements effectively and ethically within global standards.

Why Choose MAWA Events

- **Global Expertise:** More than 17 years of experience in professional training and consulting.
- **Industry-Leading Faculty:** Courses delivered by seasoned professionals with hands-on experience.
- **Practical Insights:** Learn to turn theory into actionable strategies for real-world business impact.
- **Client-Focused Solutions:** Customized programs designed to achieve your organisation’s unique goals.

In-House / Customized Training Interested in running this course for your team? Please contact us:	TEL: **+601116373203**	EMAIL: **info@mawaevents.net**

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