MERCURY

Oracle Transport Management (OTM) Training Communication and Negotiation

8 – 12 November 2026
Dubai (UAE)

Dubai - UAE: +971 4 450 5697
Istanbul - Türkiye: +90 539 599 1206
Amman - Jordan: +962 79 712 3347

Oracle Transport Management (OTM) Training Communication and Negotiation

Ref: 15522_313236 **Date:** 8 – 12 November 2026 **Location:** Dubai (UAE) **Fees:** 4600 Euro

Introduction:

This comprehensive Oracle transport management OTM communication and negotiation course will focus on communication and negotiation skills. It is tailored for professionals looking to deepen their understanding of the Oracle transport management system and enhance their communication and negotiation skills within the transportation management sector.

This Oracle transport management OTM communication and negotiation training will combine theory and case studies to cover various aspects of the Oracle transportation management system and its modules while emphasizing the importance of effective communication and negotiation in managing the transportation of global supply chain activities.

Participants in this Oracle transport management OTM communication and negotiation training course will focus on understanding the OTM introduction, OTM navigation, OTM preference, OTM themes, and adding and retrieving OTM data.

Targeted Groups:

- Managers of all managerial levels.
- Supervisors and team leaders.
- Sales and marketing professionals.
- Employees aiming for knowledge to advance their careers.
- Procurement Professionals.
- Logistic Professionals.
- Purchasing Professionals.
- Transportation Coordinators.
- Supply Chain Professionals.
- Warehouse and Store Managers.
- Inventory Managers.

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Training Objectives:

At the end of this Oracle transport management OTM communication and negotiation training, the participants will be able to:

- Covering concepts from the Basic to the advanced level of Oracle OTM.
- Customizable training course content.
- Learning how to implement, administer, and use OTM effectively.
- Managing transportation across global supply chains.
- Transportation planning, execution, freight payment, and automation with OTM.
- Covering all modes of transportation: road, air, ocean, and rail.
- Implementation and configuration level concepts.
- Understanding planning and scheduling fundamentals.
- Implementing key negotiation skills and styles.
- Adopting communication techniques for improved partnerships.
- Developing critical thinking for conflict resolution.
- Learning from industry experts.
- Developing job-relevant skills through hands-on projects.

Targeted Competencies:

Upon the end of this Oracle transport management OTM communication and negotiation training, the participant's competencies will be able to:

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- Maintenance Planning and Execution.
- Reliability and Integrity.
- Operation.
- Negotiation skills.
- Communication skills.
- Best practices for difficult situations.
- Dealing effectively with emotions and relationships.
- Negotiation strategies.

Course Content:

Unit 1: Build, Execute, and Settle a shipment:

- Simple Order.
- OTM Status.
- Explanation.
- Build Shipment.
- Shipment Modification Manual.
- Tendering Process.
- Shipment events.
- Visibility.

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Unit 2: Configure OTM, Build, Tender, and Settle a Multi-stop shipment:

- Locations and Corporations.
- Calendars.
- Commodities and Items.
- Contacts.
- Equipment
- Service Provider.
- Lanes and Itinerary.
- Contact Notification.
- Automation Agents.
- Financial Rules for Service Providers.
- Rate Manager and Rate Record.
- Rate Offering and Stop Off Charges.
- Rate Distance.
- Rate Quality and Preference.
- Rate Service.
- Rate Query.
- Less than the truckload rate.
- Order Bases.
- OTM Status.
- Bulk Planning.
- Shipment modification and Tendering.
- Verify the Match and Pay process and Voucher creation.

Unit 3: Creating and Tendering a Multi-leg Shipment:

- Public Location.
- Commodities and Items.
- Equipment.
- Truck Load Rates.
- Vessel Rates.
- Accessorial and Special Services.
- Rail Rate.
- Multi-leg Itinerary.
- Automatic assignment of data.
- Order Release.
- Audit Data.
- Workspaces.
- Multi-leg Shipment.

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Unit 4: Multi-leg Shipment Using Deconsolidation Pool, Appointment, and Provisional/European VAT:

- Configuration of Provisional VAT.
- Configuration of European VAT.
- Locations and Regions.
- Location Resources.
- Rate.
- Multi-stop Itinerary.
- Order Releases.
- Bulk Planning.
- Managing Dock Scheduling.
- Setting up Trips.
- Working with Trips.

Unit 5: Effective Communication in Negotiation and Structure of a Negotiation:

- Analysis of the negotiation dance.
- Managing negotiation rhythms.
- The role of emotions in negotiation.
- Developing emotional intelligence and social management skills.

Unit 6: Interests and Positions and Conflict Resolution:

- Classification of interests and defining objectives.
- Focusing on problems, not on people.
- Critical thinking and consensus-building.
- Managing the conflict spiral and stages.
- Reframing to control the negotiation process.