



# Oracle Transport Management (OTM) Training Communication and Negotiation

07 - 20 Apr 2025  
Vienna (Austria)





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**Ref.:** 15522\_313272 **Date:** 07 - 20 Apr 2025 **Location:** Vienna (Austria) **Fees:** 4900 Euro

## Introductions:

- OTM Introduction.
- OTM Navigation.
- OTM Preference.
- OTM Themes.
- ADD and Retrieve OTM Data.

Welcome to our Oracle Transport Management OTM Training Communication and Negotiation Course! In this comprehensive program, we delve into the intricate dynamics of effective communication and negotiation within the realm of transport management.

Through a blend of theoretical insights and practical applications, participants will gain invaluable skills to navigate the complexities of the transportation industry with finesse. Join us as we unlock the secrets to successful communication strategies and masterful negotiation techniques tailored specifically for OTM professionals. Embark on this journey with us and elevate your proficiency in Oracle Transport Management to new heights.

## Targeted Groups:

- Managers of all managerial levels.
- Supervisors and team leaders.
- Sales and marketing professionals.
- Employees who aim to get excellent knowledge to improve their careers.
- Procurement Professionals.
- Logistic Professionals.
- Purchasing Professionals.
- Transportation Coordinators.
- Supply Chain Professionals.
- Warehouse & Store Managers.
- Inventory Managers.

## Training Objectives:

At the end of this training, the participants will be able to:

- Oracle OTM training covers concepts from the Basic level to the advanced level.
- Whether you are an individual or corporate client we can customize training course content as per your requirements.
- And can arrange this Oracle OTM training at your pace.
- This Oracle Transport Management OTM Training will show you how to implement, administer, and effectively use the application to meet your business needs.
- OTM is used for managing transportation of all global supply chain activity.
- Shippers and logistic providers extensively use Oracle Transportation Management OTM.
- OTM helps them with transportation planning and execution capabilities and integrates transportation planning, execution, freight payment, and business process automation on a single application across all modes of transportation.
- Mode of transportation could be road, air, ocean, and rail shipments.
- This course will cover all concepts up to the implementation and configuration level.
- Some of the key topics that will be covered in Oracle Transportation Management OTM.
- To explain the fundamentals of planning and scheduling, such as concepts, processes, tools, techniques, and methodologies.
- Implement the key negotiation skills and styles to carry out effective negotiations and reach satisfactory agreements.
- Adopt communication techniques that improve relationships and stimulate cooperation between the parties involved.
- Develop critical thinking to manage emotions and constructively resolve conflicts.
- Learn new concepts from industry experts.
- Develop job-relevant skills with hands-on projects.

## Targeted Competencies:

- Maintenance Planning Planners, Schedulers, Engineers, Leaders, and Managers
- Maintenance Engineers, Supervisors, Section Leaders, Team Leaders, and managers
- Reliability Engineers, Section Leaders, Team Leaders, and Managers
- Integrity Engineers, Section Leaders, Team Leaders, and Managers
- Operation Engineers, Section Leaders, Team Leaders, and Managers Course Content.
- 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.

### 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 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.

### **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:**

- Negotiation Analysis: the negotiation dance. BATNA and ZOPA.
- Skill to develop: Managing the rhythm of negotiation by interpreting anchors, managing time, and the magnitude of offers.
- The role of emotions in negotiation.
- Emotional intelligence, self-awareness, self-control, and social management skills development.

### **Unit 6: Interests and Positions and Conflict Resolution:**

- Classification of interests and definition of objectives.
- Focus on the problem, not on the person.
- Critical thinking and the generation of alternatives to achieve consensus.
- The conflict spiral and its stages: The thin red line.
- Changing the frame of reference, "Framing," to avoid the conflict getting out of control in the negotiation process.



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**Registration form on the :  
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