Management Qualification

The CPC Manager Programme

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Management Qualification –
The CPC Manager programme

Enhancing professional skills
The architect of the Manager CPC

Barbara Castle – UK Transport Minister 1965 - 1968
"Quality licensing" legislation supported by:

- Harmonised standards
- Harmonised vehicle weights and dimensions
- International conventions
- Strong enforcement
EU CPC Manager Programme

- Worked towards common standards of implementation
- Provided a benchmark on which to build
- Included all the main aspects of road transport management
- Provided a common syllabus across 27+ Countries
- Currently offered through Vocational schools for those seeking access to the profession
EU Regulation 1071/2009
The three main objectives

Safety

Legislation and Enforcement

Professionalism

Environment
Objectives of the IDB-AULT- IRU Project

- Safety
- Attitude & Cooperation
- Professionalism
- Trade Facilitation

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• Follows the framework of the EU CPC Programme

• Recognises the importance of international conventions

• Includes all the main aspects of road transport management

• Provides all concepts of “Best practice” (Risk assessment)

• Aimed at delivery by accredited Vocational schools for those seeking access to the profession
The 5 key areas of transport management responsibilities:

- Human resources management
- Financial management
- Fleet management
- Supply chain management
- Sales and marketing management
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Human resources management responsibilities

• Staff recruitment
• Contracts of employment
• Staff induction, assessment and training
• Working conditions
• Health and safety
• Salary scales and adjustments
• Termination of employment
Financial management responsibilities

- Financial accountability
- Basic bookkeeping
- Credit control and cashflow
- Payment of creditors
- Payment of salaries
- Company audits
Fleet management responsibilities

- Vehicle procurement
- Parts and fuel procurement
- Service procurement or own workshop management
- Workshop scheduling
- Own workshop profitability
- Maximising fleet availability
Supply chain management responsibilities

- Day to day customer contact
- Driver and subcontractor instructions
- Driver control
- Daily health and safety
- Vehicle operations and control
- Monitoring profitability
Sales and marketing management responsibilities

- Market appraisal
- Marketing opportunities
- Sales targets
- Profitability
- New business requirements
- Customer satisfaction/feedback
“Knowledge is of two kinds. We know a subject ourselves, or we know where we can find information on it.”
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"What you must know and where to find what you need to know"
Thank you!
Examples of CPC Manager training material

An interactive simulation showing cashflow scenarios depending on different situations
Interactive vehicle costing simulation

Operating costs of typical 40-ton truck

Fixed costs - +/- 65% of total costs
Theme A2: Negotiation of a fully valid transport contract, notably with regard to conditions of carriage

Main parties in a transport contract - Who’s who?

Client → Transporter

Collection point ← Driver ← Delivery point

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Theme G9: The carriage of perishable foodstuffs

G9.3: Normal transport temperatures

- **+5°C**
  - REFRIGERATED EGGS

- **+6°C**
  - Usually +6°C or temperature defined by the manufacturer (ATP +4°C)
  - PASTEURISED MILK, BUTTER

- **+2°C**
  - MINCED MEAT

- **+7°C**
  - BUTCHERS’ MEAT

- **0°C - +3°C**
  - MEALS DELIVERED WITHIN THE COLD CHAIN

- **-18°C**
  - DEEP-FROZEN PRODUCTS AND ICE-CREAMS
    - (ice-creams ATP -20°C)
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since 1948

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