



C A M P U S
Zeal to teach

ISO 9001:2015 CERTIFIED

Truck Dispatching Course

2 Month Course

Mobile :

+91 9878 300 209

+91 8360 116 967

Address :

F-209, Industrial area Phase 8-B,
1st Floor, Sector 74, Mohali, 160074

Mail Id:

hello@b2bcampus.com

Truck Dispatching Course

Section 1 – Introduction

- Why dispatch business?
- Required skills
- Course overview

Section 2 – Parties Involved

- Role of a dispatcher
- Benefits of dispatcher services
- Owner operators and Small fleet owner

Section 4 – Clients

- Setting up with your client – Contract
- Requesting documents from your client
- Download – Sample Carrier profile form
- Download – Sample of documents you will be requesting
- Verbal agreement – Scope of booking decisions

Section 5 – Equipment and Freight

- Truck types
- Trailer types
- Weight
- Commodity

Section 6 – Logistics

- Pick-up and delivery times and their importance

- Extra stops (multiple deliveries)

Section 7 – Finding Freight

- Load boards – electronic marketplace
 - DAT
 - Internet Truck Stop
 - Private 3PL boards
 - Posting trucks
- **BONUS MANUAL – Posting trucks**

Section 8 – Booking your First Load

- Getting the right information
- Acceptable rates and negotiation
- Negotiation tips
- Checking broker's credit
- Getting set up with broker

Practice completing Broker-Carrier packets

Broker-Carrier packets for exercise

- Rate confirmation and what to look for
 - Example of typical “booking” conversation – review of transcript
 - Dispatching to a load
 - Download – Script and/or Audio recordings of conversations during booking process
- **PRACTICAL EXERCISE – Try to select the best load for your client**

New – Dispatcher Conversations Module

Listen to various load booking conversations between Independent Truck Dispatchers and Freight Brokers followed by instructor's review of each conversation.