

# ECONOMY AND ORGANIZATION OF RAIL FREIGHT TRANSPORT



## TARGET AUDIENCE

Commercial executives or production managers.



## GOALS

- Allow each participant to integrate the global vision in its own perimeter
- Allow participants to identify innovative ideas achievable at their level.



## PREREQUISITES

Master the "freight " technique of selling .



## EDUCATIONAL MODALITIES

Case studies, video projection, role plays and scenarios followed by a group, debriefing, exchange of practices, reflections in group and debates.



## DURATION: 4,5 Days



## PROGRAM

### Organization

- Developments in rail sector organizations (England, Germany and France benchmark )
- Focus on the Freight Transport and Stakeholders part of the Goods transport (Logistics, Intermediaries...)

### Production section

- Goods and Freight transport production system
- The fundamentals of rail mode (axle loads, and implications for the productivity and performance of freight transport)

### Economy section of transport

- Components of the cost of transport (cost of depreciation, maintenance cycle, train slot cost, other charges)
- Rail freight transport pricing, Innovation in rail freight

### New transport solutions for Freight transport

- Innovation at the service of technical and economic performance.



• **Level 2 assessment:** Assessment of skills acquired at the end of training ➔ **Yes**