

# Logistics Performance and Financial Impact Training Course

15 – 19 March 2027
Zoom

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**Ref:** 1793_234702 **Date:** 15 – 19 March 2027 **Location:** Zoom **Fees:** 1500 Euro

## Overview

Logistics Performance and Financial Impact Training Course is a one-week intermediate course for logistics, supply-chain, finance, operations, transport, warehouse, and performance teams who leave with a Logistics Performance Impact Pack. The course addresses disconnected measures and weak business cases through logistics KPI governance, logistics cost analysis, working capital impact, SCOR-aligned scorecards, variance diagnosis, and improvement evaluation. Agile Leaders Training Center delivers this course on logistics performance and financial impact.

## Who Should Attend

- Teams responsible for logistics strategy, service, cost, and performance reporting
- Functions responsible for transport, warehousing, inventory, and order fulfillment
- Teams responsible for budgeting, management accounting, working capital, and business cases
- Functions responsible for data, dashboards, process improvement, and operational reviews
- Teams responsible for supplier, customer, and cross-functional performance decisions

The course assumes participants work with logistics, cost, inventory, service, budget, or performance data, and leaves out statutory financial reporting, software configuration, and investment advice.

## Departments and Industries

The course supports logistics-performance decisions across product, service, and asset-intensive operations.

- Logistics, transport, distribution, warehousing, and fulfillment
- Supply chain, inventory, procurement, and customer operations
- Finance, management accounting, planning, and business performance
- Manufacturing, retail, food, healthcare, and technology
- Energy, construction, aviation, public services, and professional services

## Learning Objectives

By the end of this course, participants will be able to:

- Build a governed logistics metric dictionary and baseline.
- Apply balanced service, cost, and asset measures.
- Analyze transport, warehouse, inventory, and order variances.
- Evaluate cost, working-capital, and service tradeoffs.
- Use metric decomposition and root-cause evidence.

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- Build a Logistics Performance Impact Pack.

## Course Agenda

### Day 1: Govern Logistics Performance Measures

- Logistics Objective, Process, and Outcome Map
- SCOR Performance Attribute and Metric Hierarchy
- Metric Definition, Formula, Owner, and Frequency Dictionary
- Data Source, Quality, Cut-Off, and Reconciliation Matrix
- Baseline, Target, Threshold, and Review Calendar

### Day 2: Measure Service and Operational Productivity

- Perfect Order and Delivery Reliability Scorecard
- Order Fulfillment and Logistics Cycle-Time Tree
- Transport Utilization and Cost-per-Unit Measure Sheet
- Warehouse Throughput, Accuracy, and Productivity Dashboard
- Inventory Availability, Turns, and Days-of-Supply Panel

### Day 3: Analyze Logistics Cost and Variance

- Logistics Cost Pool and Cost-Driver Map
- Transport, Warehouse, Inventory, and Handling Cost Model
- Budget, Actual, Volume, Rate, and Mix Variance Bridge
- Customer, Channel, Product, and Route Cost-to-Serve View
- Logistics Cost Exception and Root-Cause Register

### Day 4: Link Performance to Financial Outcomes

- Inventory Investment and Working-Capital Impact Sheet
- Cash-to-Cash Cycle and Logistics Lever Map
- Service, Cost, Capacity, and Asset Tradeoff Matrix
- Improvement Benefit, Cost, Risk, and Timing Case
- Balanced Logistics Performance and Financial Dashboard

### Day 5: Logistics Performance Analysis Practice

- Exercise: Validate a Logistics Metric Dictionary
- Exercise: Diagnose Service and Productivity Variances
- Exercise: Build a Logistics Cost and Working-Capital Bridge
- Exercise: Evaluate and Prioritize Improvement Cases
- Capstone Exercise: Build the Logistics Performance Impact Pack

## Practical Exercises

The course uses suggested activities to connect operational logistics records with financial measures and improvement decisions.

- Suggested activity: define formulas, owners, sources, cut-offs, targets, and reconciliation rules for a logistics scorecard.
- Suggested activity: trace a service gap through transport, warehouse, inventory, order, and data measures.
- Suggested activity: bridge a logistics-cost variance by volume, rate, mix, process, and exception drivers.
- Suggested activity: compare improvement cases using benefit, cost, working-capital effect, risk, timing, and evidence.

## FAQs

### Who is logistics performance and financial impact training designed for?

Logistics performance and financial impact training suits teams responsible for logistics, finance, transport, warehouses, inventory, service, data, or improvement, and assumes access to operating or financial records.

### How does logistics performance measurement differ from general financial analysis training?

Logistics performance measurement starts with service, flow, cycle-time, capacity, inventory, and cost drivers, then connects them to financial outcomes, while general financial analysis focuses more broadly on statements, ratios, and enterprise results.

### What belongs in a Logistics Performance Impact Pack?

A Logistics Performance Impact Pack combines the objective map, metric dictionary, data matrix, baseline, service scorecard, productivity dashboard, cost model, variance bridge, working-capital sheet, tradeoff matrix, improvement cases, and review calendar.

### How are logistics KPIs linked to financial outcomes?

Logistics KPIs are linked to financial outcomes by defining a traceable driver chain from service and process measures to labor, transport, storage, inventory, capacity, working capital, cost, and approved improvement assumptions.

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## Conclusion

Participants take back a Logistics Performance Impact Pack. The pack connects metric governance, service, transport, warehouses, inventory, cost drivers, variance, working capital, tradeoffs, and improvement cases. It changes isolated logistics reports into an evidence-based performance review with definitions, owners, financial links, priorities, and decision points.