

Management Qualification

The CPC Manager Programme

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Enhancing professional skills



The architect of the Manager CPC



Barbara Castle – UK Transport Minister 1965 - 1968

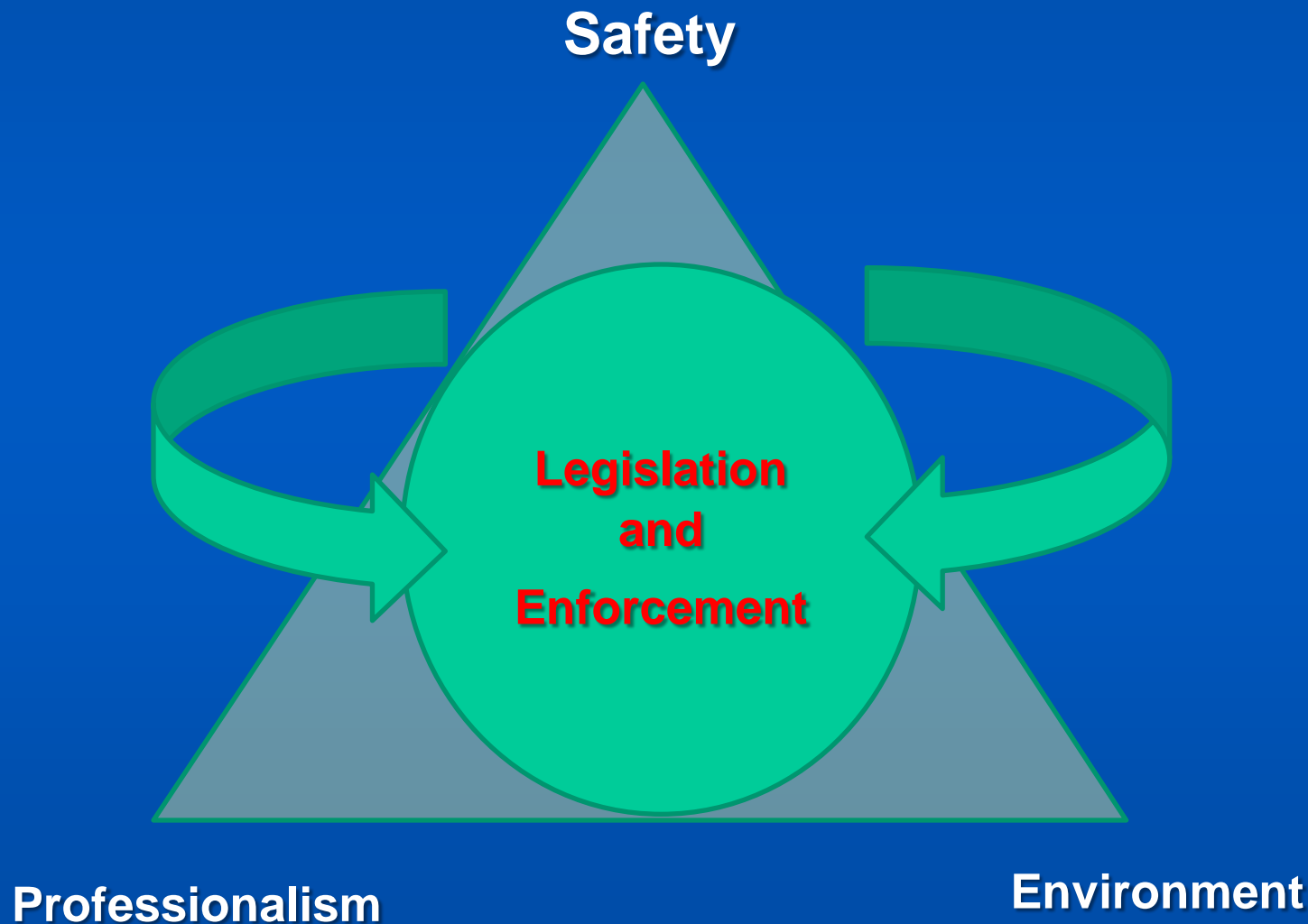
“Quality licensing” legislation supported by:

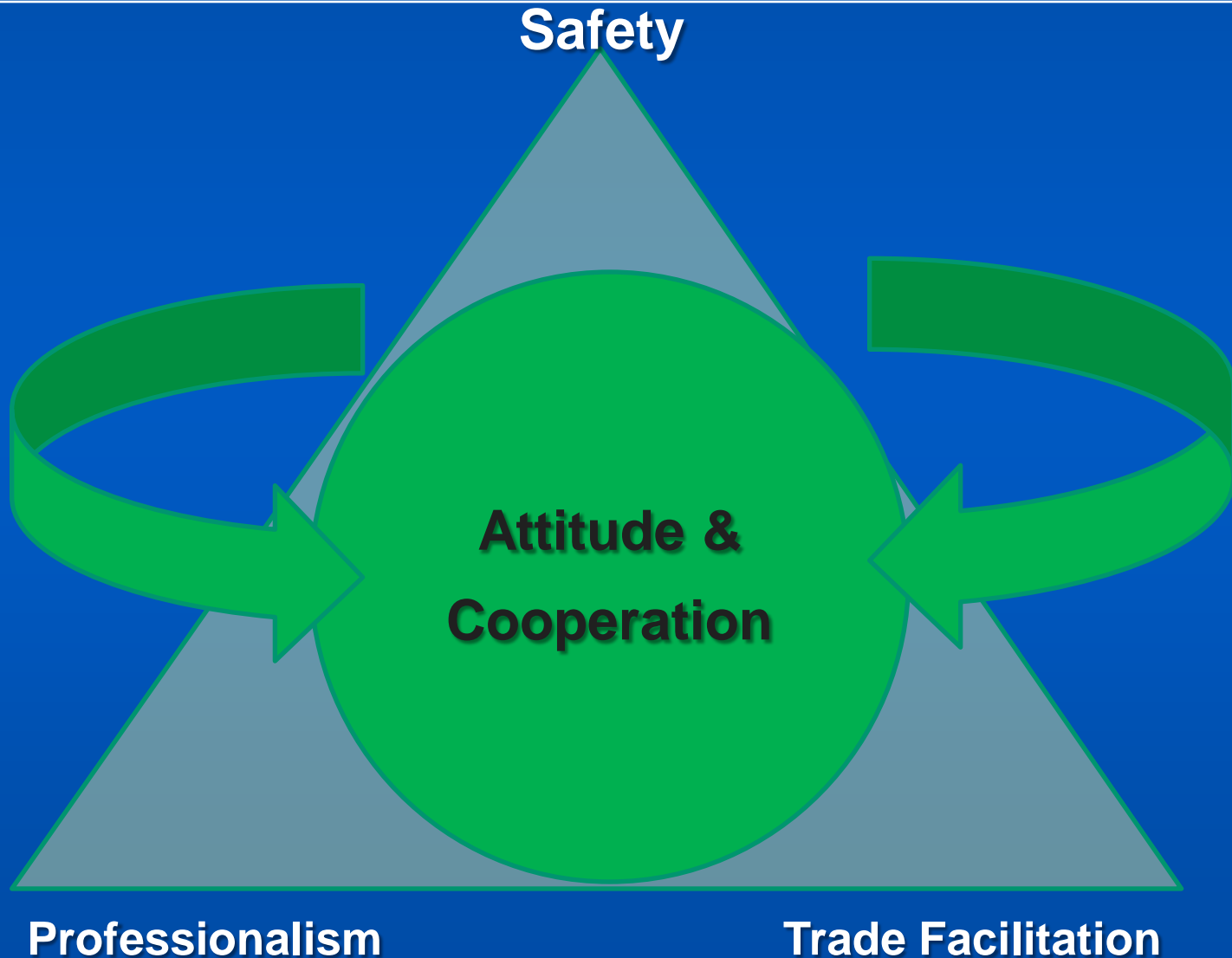
- **Harmonised standards**
- **Harmonised vehicle weights and dimensions**
- **International conventions**
- **Strong enforcement**

- 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





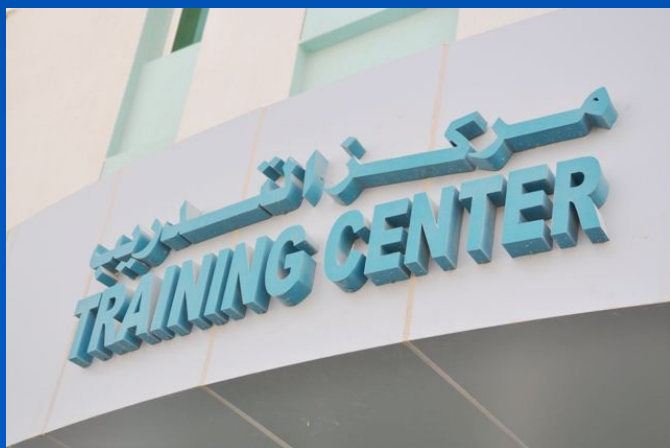
- Follows the framework of the EU CPC Programme
- Recognises the importance of international conventions
- Includes all the main aspects of road transport management
- Provides all concepts of “Best practice” (Risk assessment”
- Aimed at delivery by accredited Vocational schools for those seeking access 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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CPC Manager Lesson Plan

The IRU Academy CPC Manager Lesson Plan has been developed in line with requirements regulation 1071/2009/EC of the European Parliament and of the Council.

CPC Manager Lesson Plan

Section C: Social Law

Theme C.4: Drivers' hours and tachographs

Topic C4.1: Drive and Rest Time Regulations

Objective: To apply the rules concerning driving and rest time period and to understand the key provisions on the use of recording equipment and the attached obligations

References

- IRU tachograph programming manual
- AETR Agreement
- Regulation (EC) 561/2006 on harmonisation of social legislation
- Directive 2003/42/EC on working time

Use of this Lesson Plan:

This manual is organised into Sections, Themes, and Throughout the manual the following symbols are enhance its efficient use:

- Indicates the IRU Academy's recommended d for training on a theme Training Tool(s) to use
- Indicates the IRU Academy's recommended T Tool(s)
- Indicates space for personal note-taking
- Indicates cross-references within this lesson

Teaching Tools

✓ Success 42 - 51

Theme E5: Profitability and Financial Ratios

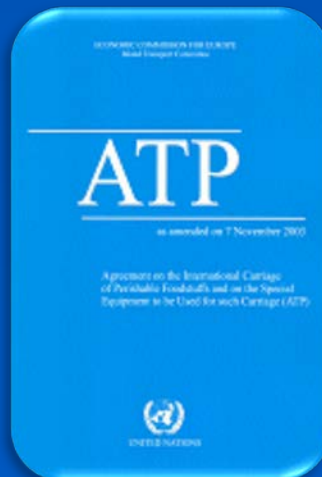
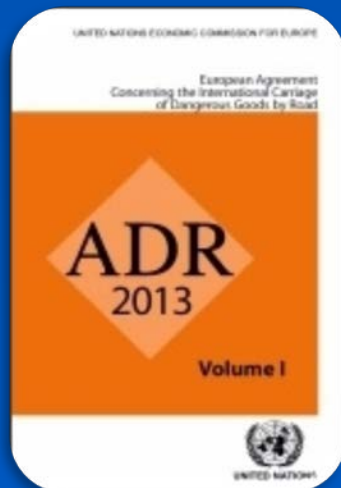
E5.6: Cash flow simulation

If the income are delayed, the impact of this is critical for the enterprise. Therefore it is capital to take all possible steps to get the payments performed in time (e.g. Terms and conditions in the contract).

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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



Samuel Johnson (English writer 1709 – 1784)

“Knowledge is of two kinds. We know a subject ourselves, or we know where we can find information on it.”

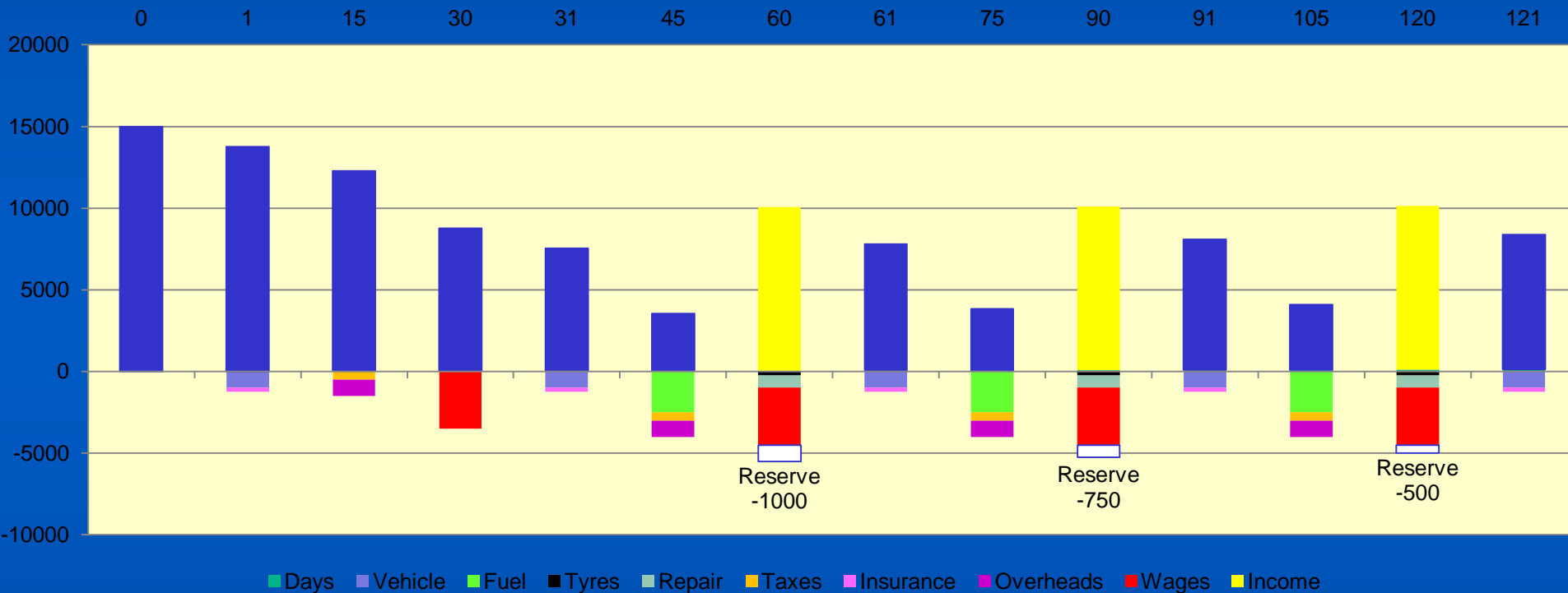
Management Qualification – The CPC Manager programme



“ What you must know and where to find what you need to know”

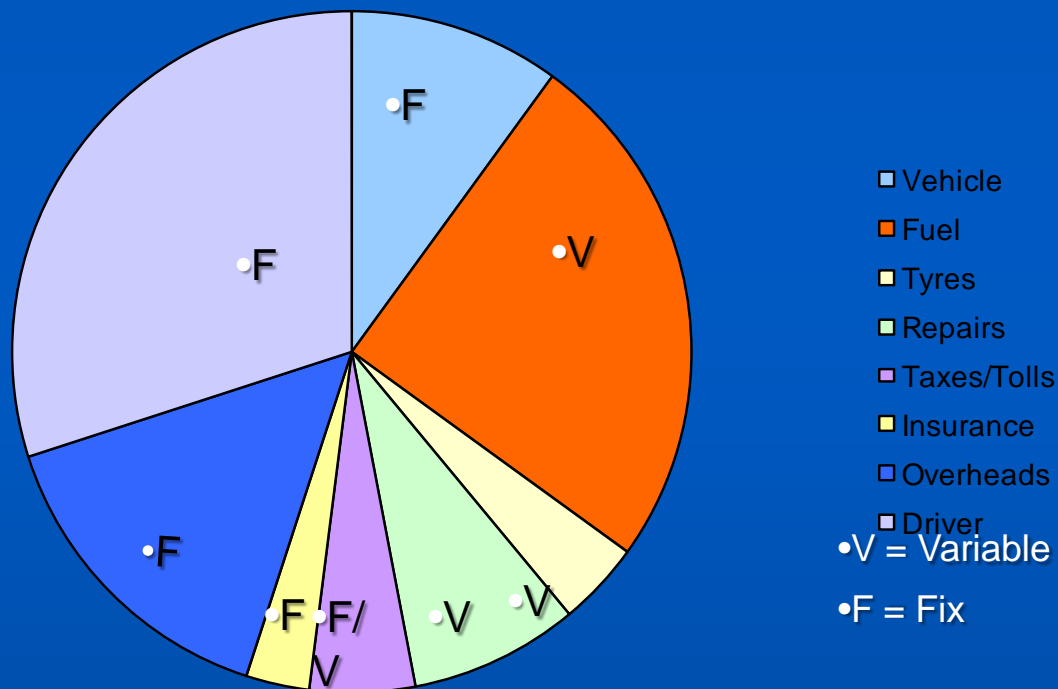
Thank you!

Examples of CPC Manager training material



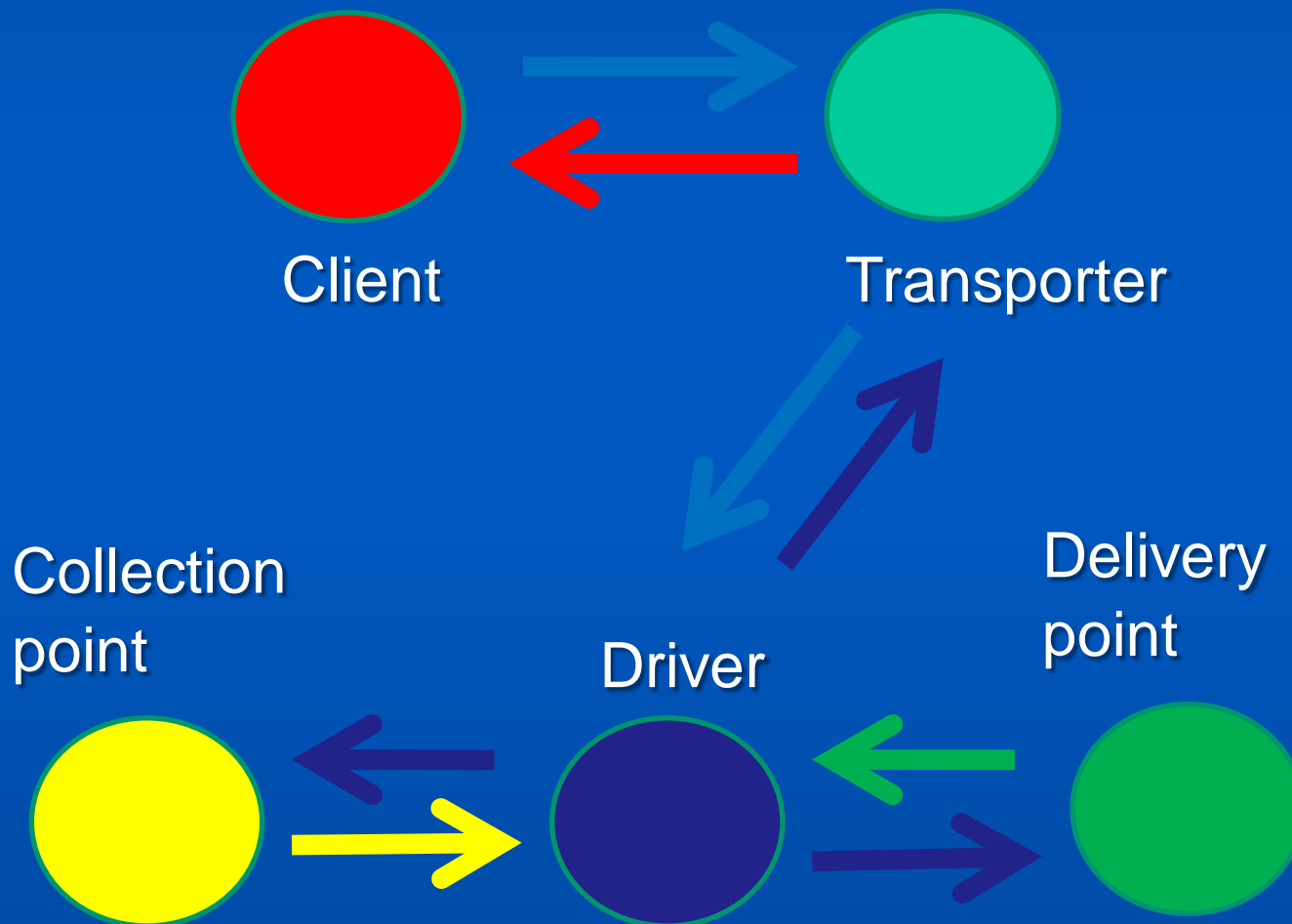
An interactive simulation showing cashflow scenarios depending on different situations

Operating costs of typical 40-ton truck



Fixed costs - +/- 65% of
total costs

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



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**

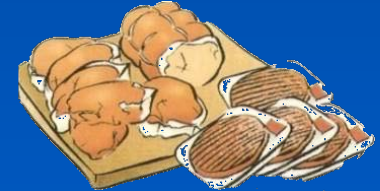
• **MINCED MEAT**

• **+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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for a better future*



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