



OPTIMIZING LAST-MILE DELIVERY FOR CUSTOMER EXPERIENCE TRAINING COURSE

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KUALA LUMPUR

5200 € (PER PERSON)

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COURSE INTRODUCTION / OVERVIEW:

The final stage of the delivery process, the last mile, is unequivocally the most critical and expensive part of the entire supply chain. It is the moment of truth where a company's promise to its customer is fulfilled or broken, directly impacting customer satisfaction, retention, and brand reputation. In today's competitive e-commerce landscape, a seamless and positive delivery experience is no longer a luxury but a core business differentiator. This course delves into the intricate dynamics of last-mile logistics, offering a comprehensive framework for optimizing operations while simultaneously elevating the customer experience. As noted by logistics expert Alan McKinnon in his extensive research on supply chain efficiency, optimizing this final leg requires a strategic blend of technology, process innovation, and a customer-centric mindset. This program, offered by BIG BEN Training Center, moves beyond theoretical concepts, providing actionable strategies and practical tools to tackle challenges like route inefficiency, delivery exceptions, and communication gaps. Participants will explore concepts discussed in works like "Supply Chain Logistics Management" to build resilient, efficient, and customer-focused last-mile delivery systems that drive business growth and create lasting loyalty.

TARGET AUDIENCE / THIS TRAINING COURSE IS SUITABLE FOR:

- Logistics and Supply Chain Managers.
- E-commerce Operations Managers.
- Fleet Supervisors and Dispatchers.
- Customer Experience and Service Managers.
- Operations Directors and VPs of Operations.
- Retail Store and Area Managers.
- Last-Mile Delivery Planners and Analysts.
- Entrepreneurs in the retail and delivery sectors.

TARGET SECTORS AND INDUSTRIES:

- E-commerce and Online Retail.
- Third-Party Logistics (3PL) and Courier Services.
- Food and Beverage Delivery Services.
- Pharmaceutical and Healthcare Distribution.
- Grocery and Supermarket Chains.
- Furniture and Large Goods Retail.
- Governmental and public sector distribution services.

TARGET ORGANIZATIONS DEPARTMENTS:



- Logistics and Distribution.
- Supply Chain Management.
- Operations.
- Customer Service and Support.
- E-commerce and Digital Sales.
- Fleet Management.
- Transportation and Warehousing.

COURSE OFFERINGS:

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

- Analyze the key challenges and cost drivers in last-mile delivery operations.
- Implement effective route planning and optimization strategies using modern tools.
- Develop a customer-centric communication strategy for the entire delivery process.
- Manage delivery exceptions and service failures proactively to maintain customer trust.
- Measure and improve last-mile performance using relevant Key Performance Indicators (KPIs).
- Integrate sustainable practices into last-mile logistics to reduce environmental impact.
- Evaluate and select appropriate technologies for enhancing delivery efficiency.
- Master reverse logistics processes to handle returns smoothly and cost-effectively.

COURSE METHODOLOGY:

The training methodology at BIG BEN Training Center is designed to be highly interactive, practical, and engaging, ensuring that participants can immediately apply their learning to real-world scenarios. We believe that adult learning is most effective when it combines expert knowledge with hands-on application. The course will feature a blend of instructor-led presentations, in-depth case study analyses of leading companies, and collaborative group workshops where participants can tackle complex last-mile problems. Interactive sessions will encourage open discussion, peer-to-peer learning, and the sharing of diverse industry experiences. Practical exercises, including route optimization simulations and role-playing for customer communication scenarios, will be used to reinforce key concepts. Participants will receive continuous feedback from the instructor and their peers, fostering a supportive and dynamic learning environment. This blended approach ensures a comprehensive understanding of both the strategic principles and the operational tactics required to excel in last-mile delivery and customer experience management.

COURSE AGENDA (COURSE UNITS):

UNIT ONE: FOUNDATIONS OF LAST-MILE LOGISTICS AND CUSTOMER EXPERIENCE

- The strategic importance of the last-mile in the supply chain.
- Understanding the key challenges: cost, speed, and customer expectations.
- Mapping the last-mile journey from the customer's perspective.

- The direct link between delivery performance and brand loyalty.
- Core metrics for measuring last-mile success.
- Analyzing different last-mile delivery models (e.g., in-house, crowdsourced).
- Introduction to the cost structure of final-mile delivery.



UNIT TWO: ROUTE OPTIMIZATION AND TECHNOLOGY INTEGRATION

- Principles of effective route planning and scheduling.
- Static vs. dynamic routing: choosing the right approach.
- Leveraging GPS, telematics, and real-time tracking technologies.
- The role of Artificial Intelligence (AI) and Machine Learning in predictive routing.
- Evaluating and selecting last-mile delivery software and platforms.
- Integrating delivery management systems with other business software (e.g., WMS, CRM).
- Data security and privacy considerations in delivery technology.

UNIT THREE: CRAFTING A SUPERIOR CUSTOMER DELIVERY EXPERIENCE

- Developing a proactive and transparent communication strategy.
- Best practices for delivery notifications (pre-delivery, en-route, post-delivery).
- Offering flexible delivery options: time slots, PUDO points, and lockers.
- Managing customer expectations and handling special delivery instructions.
- Techniques for gathering and acting on customer feedback.
- Personalizing the delivery experience to enhance satisfaction.
- Turning a negative delivery experience into a positive recovery.

UNIT FOUR: OPERATIONAL EXCELLENCE IN FLEET AND DRIVER MANAGEMENT

- Key performance indicators (KPIs) for drivers and fleet efficiency.
- Best practices for driver recruitment, training, and retention.
- Implementing performance-based incentive programs.
- Ensuring vehicle safety, compliance, and maintenance schedules.
- Strategies for managing fuel consumption and operational costs.
- Effectively managing and processing proof of delivery (POD).
- Mastering the art of reverse logistics and returns management.

UNIT FIVE: THE FUTURE OF LAST-MILE DELIVERY AND SUSTAINABILITY

- Exploring emerging trends: autonomous vehicles, drones, and delivery bots.
- The rise of micro-fulfillment centers and urban logistics hubs.
- Implementing green logistics: electric vehicles and sustainable packaging.
- Strategies for reducing carbon footprint in delivery operations.
- Using data analytics for demand forecasting and network planning.
- Preparing for the challenges of on-demand and instant delivery.

FAQ:



QUALIFICATIONS REQUIRED FOR REGISTERING TO THIS COURSE?

There are no requirements.

HOW LONG IS EACH DAILY SESSION, AND WHAT IS THE TOTAL NUMBER OF TRAINING HOURS FOR THE COURSE?

This training course spans five days, with daily sessions ranging between 4 to 5 hours, including breaks and interactive activities, bringing the total duration to 20 - 25 training hours.

SOMETHING TO THINK ABOUT:

As automation and AI increasingly optimize delivery routes and schedules, how can companies preserve and enhance the essential human element in customer interactions to build genuine, lasting brand loyalty?

WHAT UNIQUE QUALITIES DOES THIS COURSE OFFER COMPARED TO OTHER COURSES?

This course distinguishes itself by holistically integrating two traditionally separate domains: operational logistics and customer experience management. While many programs focus solely on the technical aspects of route optimization or the soft skills of customer service, this training provides a unified framework, demonstrating how every operational decision directly impacts customer perception and brand loyalty. It moves beyond a mere overview of available technologies, focusing instead on the strategic implementation of these tools within a broader business context. Participants will learn not just what technologies exist, but how to evaluate, select, and integrate them to solve specific business problems. The curriculum is built on a foundation of practical application, using real-world case studies, interactive simulations, and problem-solving workshops rather than purely theoretical lectures. This approach ensures that attendees leave with a strategic mindset and a toolkit of actionable tactics they can implement immediately to reduce costs, improve efficiency, and, most importantly, create a delivery experience that delights customers and sets their organization apart from the competition.