

Freight Broker/Agent Training



Professional and
Continuing Education

Become a part of the exciting trucking, freight logistics and transportation industries as a licensed freight broker or as a freight broker agent. From licensing to operations, to sales and marketing, you'll learn the basics of how to run a domestic freight brokerage or agency in the United States. This is a growing industry of licensed individuals or corporations that help make a shipper and an authorized motor carrier successful in the transporting of freight. Freight broker professionals are in demand. No matter the state of the economy, goods will always need to be shipped.

Who Should Attend

It's an ideal home business for a self-starter who enjoys fast-paced work. Because the program focuses solely on U.S. domestic freight brokering, it is recommended for students who are interested in doing business in the United States.

Requirements

Must have access to a computer, Internet and an active e-mail account. Adobe Flash Player and Adobe Acrobat Reader are also required for this program.

Certificate Completion

Upon successful completion of the program, you will be awarded a certificate of completion from California State University, San Bernardino – College of Extended Learning.



Skill Sets

- Understand the process of freight brokering from start to finish
- Have the tools needed to be successful as a freight broker or freight agent
- Learn the basics of day-to-day operations of a brokerage or agency
- Use techniques such as prospecting, sales and marketing, rating and negotiations
- Be able to manage a shipment from origin to destination
- Gain valuable industry resources

Training Time

180 hours, 6 months

Delivery Format

- The entire program is offered online
- Start anytime during the quarter
- Complete it from the convenience of your home and on your schedule
- Progress at the pace that matches your learning style

For more information, contact the
**PACE Program staff at (909) 537-5976,
or email pace@csusb.edu.**

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