



New Broker Certification Program Syllabus

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Course Overview

Welcome to TIA's New Broker Certification Program. This comprehensive program has been meticulously designed to empower aspiring freight brokers with the knowledge, skills, and confidence required to excel in today's dynamic transportation landscape.



Course Objectives

By the end of this course, you will have a firm grasp of the following core topics:

- General Business Principles
- Basics of Being a Freight Broker
- Broker Industry Compliance
- Financial Management
- Technology Basics
- Building Relationships with Carriers and Shippers

**For the full list of course objectives per module, please see the schedule of activities page for quarter 3.*



Course Details

Program Highlights:

1. Online Learning Platform:

Access our state-of-the-art online learning platform, available 24/7, allowing you to learn at your own pace and convenience. Dive into a series of interactive modules that cover everything from the fundamentals of freight brokerage to advanced regulatory insights. Our intuitive interface ensures a seamless learning experience for individuals of all tech backgrounds.

2. Live Coaching Sessions:

Interact in real-time with industry experts on a weekly basis through our live coaching sessions. Gain valuable insights, ask questions, and participate in discussions that delve into real-world scenarios and challenges faced by freight brokers. These sessions foster a collaborative learning environment, enabling you to grasp complex concepts and apply them effectively.

3. Scenario-Based Training:

Put your knowledge to the test with our immersive scenario-based training. Walk through simulated brokerage scenarios that mimic actual industry situations, allowing you to make informed decisions, negotiate effectively, and solve problems with confidence. This hands-on approach ensures that you're well-prepared to handle the intricacies of real-world freight brokerage operations.



Course Calendar:

Week:	Date:	Content/What To Do
1	26-Sep-24	Start Module 1, Discussion Post 1, Coaching
2	3-Oct-24	Start Module 2, Discussion Post 2, Coaching
3	10-Oct-24	Start Module 3, Coaching
4	17-Oct-24	Start Module 4, Discussion Post 3, Coaching
5	24-Oct-24	Start Module 5, Discussion Post 4, Coaching
6	31-Oct-24	Start Module 6 & 6B, Discussion Post 5, Coaching
7	7-Nov-24	Start Module 7, Discussion Post 6, Coaching
8	14-Nov-24	Start Module 8, Discussion Post 7, Coaching
9	21-Nov-24	Start Module 9, Coaching
10	28-Nov-24	Start Module 10, Discussion Post 8, Coaching
11	5-Dec-24	Start Module 11, Discussion Post 9, Coaching
12	12-Dec-24	Start Module 12, Coaching
13	19-Dec-24	Course Final Exam

****All discussion post forums close at midnight 10 business days after their release (For example, Discussion Post 1 closes @ 11:59pm ET October 10)***



Course Materials

Access to the Learning Management System (LMS): This will be your home for all content including course modules, discussion forum posts, and zoom links for live events. You will receive instructions on how to access the LMS on the first day of the course.



Course Participation

This is a rigorous, intensive course designed for you to engage actively with course materials and put your learnings into action to prepare for the final exam. Students who get the most out of this course are those who engage and participate with your fellow students. This includes:

- Discussion topics posted in the course discussion forum and interacting with your peers
- Attending the live events, including interacting with the instructors through live coaching sessions
- Participating in Sync simulation training

***All live events and deadlines take place in Eastern Standard Time**



Course Policies & Important Resources

Please make sure to review the [TIA Education Course policies here](#). Throughout the course, you can always refer to the Course homepage to view this syllabus, the course policies, the schedule of activities for your course, and more.

Students will be graded on the following core areas of the course:

- **Discussion Posts:** 15% of overall grade (8 total) *All discussion post forums close at midnight 10 business days after their release (For example, Discussion Post 1 closes @ 11:59pm ET July 19)*
- **Sync Simulation Training Participation:** 5% of overall grade
- **Live Coaching Session Attendance:** 25% of overall grade (12 total) *To provide some flexibility, you will be able to watch up to two on-demand coaching recordings if you are not able to attend live. Any other absences will be counted as a Zero*
- **Final Exam:** 55% of overall grade (2 attempts – highest score accepted) *To pass the course and receive your certification, you will need to have a score of 70% or higher across all graded materials*



Course Completion

Upon receiving a passing grade on the exam, TIA Education staff will notify you via email that you have passed your exam. After collecting your contact information, you will then receive a course completion certificate.

This quarter will fly by – we understand that many students take this course while also working full time in their current roles as freight brokers. The students who actively participate in all the available study options often have more success on the final exams at the end of each quarter. We are so happy to have you join us for this course!

Program Benefits:

- **Expert Guidance:** Learn from seasoned professionals who bring years of industry experience, providing you with insider tips and strategies to thrive in the competitive world of freight brokerage.
- **Broker Industry Compliance:** Understand the ins and outs of industry regulations and compliance requirements, ensuring that you're well-versed in the legal aspects of brokerage operations.
- **Business Growth Opportunities:** Whether you're new to the field or seeking career progression, this certification program equips you with the credentials and expertise that help you to stand out to potential prospects.
- **Networking Opportunities:** Connect with fellow participants, instructors, and guest speakers through our program-exclusive networking events, expanding your professional circle within the freight brokerage community.
- **Flexible Learning:** Balance your learning journey with your existing commitments, thanks to TIAIRE's flexible schedule and on-demand resources.
- **Industry Designation and a Certificate of Completion:** Upon successful completion of the program, receive a prestigious Certificate of Achievement, showcasing your dedication to excellence in freight brokerage.

***Syllabus details are subject to change*