





## 2009 United Fresh Produce Executive Development Program

2/27/2009

<b>Sunday, March 8</b>	<b>Monday, March 9</b>	<b>Tuesday, March 10</b>	<b>Wednesday, March 11</b>	<b>Thursday, March 12</b>	<b>Friday, March 13</b>
Arrival at Statler Hotel    Check-in	<b>8:00 - 10:00</b> <b>Management vs. Leadership</b> <i>Mike Hostetler</i>	<b>7:30 - 10:00</b> <b>Team Decision Making</b> <i>Mike Hostetler</i>	<b>8:00 - 10:00</b> <b>Negotiation &amp; Conflict</b> <i>Mike Hostetler</i>	<b>8:00 - 10:00</b> <b>FIRO-B, Your Style of Working With Others</b> <i>Mike Hostetler</i>	<b>8:00 - 10:00</b> <b>Leading Change</b> <i>Mike Hostetler</i>
	<b>10:00 - 10:15 Photo</b> <b>10:15 - 10:30 Break</b>	<b>10:00 - 10:15 Break</b>	<b>10:00 - 10:15 Break</b>	<b>10:00 - 10:15 Break</b>	<b>10:00 - 10:15 Break</b>
	<b>10:30 - 12:00</b> <b>Customer Directions: Retail and Foodservice</b> <i>Ed McLaughlin</i>	<b>10:15 - 12:00</b> <b>A "Survival Guide" to Finance in Strategic Planning</b> <i>Rich Curtis</i>	<b>10:15 - 11:15</b> <b>Negotiation (cont.)</b>  <b>11:15 - 12:00</b> Walking Tour of Campus	<b>10:15 - 12:00</b> <b>Strategies for Growth Entrepreneurial Environment</b> <i>Pedro Perez</i>	<b>10:15 - 12:00</b> <b>Forecast of the Future</b> <i>Ed McLaughlin</i>
	<b>12:00 - 1:00 Lunch</b> <i>Terrace Restaurant</i>	<b>12:00 - 1:00 Lunch</b> <i>Terrace Restaurant</i>	<b>12:00 - 1:00 Lunch</b> <i>Terrace Restaurant</i>	<b>12:00 - 1:00 Lunch</b> <i>Terrace Restaurant</i>	<b>12:00 - 1:15 Lunch</b> <b>Closing Lunch / Awarding of Certificate:</b>  <i>Taylor Room</i>
	<b>1:00 - 2:30</b> <b>Strategy</b> <i>Bill Drake</i>	<b>1:00 - 2:45</b> <b>Work Life Balance: Power of Sleep</b> <i>Jim Maas</i>	<b>1:00 - 2:45</b> <b>A "Survival Guide" to Finance in Strategic Planning (cont.)</b> <i>Rich Curtis</i>	<b>1:00 - 5:00</b> <b>Supply Chain Simulation</b> <i>Bill Drake</i>	Taylor Room     
	<b>2:30 - 2:45 Break</b>	<b>2:45 - 3:00 Break</b>	<b>2:45 - 3:00 Break</b>	Ballroom Room  	
	<b>2:45 - 4:30</b> <b>Current Industry Issues</b> <i>Jim Prevor</i>	<b>3:00</b> <b>Store Visits</b>	<b>3:00 - 4:15</b> <b>Survival Guide (cont.)</b>  <b>4:15 - 4:30 Break</b>	Ballroom Room  	
	<b>6:00 - 7:00</b> <b>Reception</b> <i>Terrace Lounge</i>	<b>5:15 - 6:15</b> <i>Wegmans</i> Dinner	<b>4:30 - 6:00</b> <b>Ex- Retailer Panel</b>	<b>6:00</b> <b>Group Dinner</b>	
	<b>7:00 - 7:45</b> <b>Dinner - Terrace Lounge</b>	<b>6:00</b> Dinner on Own	<b>6:00</b> Dinner on Own	<b>6:00</b> Dinner on Own	
	<b>7:45 - 8:45</b> <b>Program Overview</b> Introductions				

*The classes will be held in the Statler Hotel Amphitheater, unless otherwise stated*

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