

2010 The United Fresh Produce Executive Development Program

11/24/2009

<i>Sunday, March 14</i>	<i>Monday, March 15</i>	<i>Tuesday, March 16</i>	<i>Wednesday, March 17</i>	<i>Thursday, March 18</i>	<i>Friday, March 19</i>
Arrive at Statler 	8:00 - 10:00 Management vs. Leadership <i>Mike Hostetler</i>	7:30 - 10:00 Team Decision Making <i>Mike Hostetler</i>	8:00 - 10:00 Negotiation & Conflict <i>Mike Hostetler</i>	7:30 - 10:00 Strategies for Growth Entrepreneurial Environment <i>Pedro Perez</i>	7:30 - 10:00 FIRO-B, Your Style of Working With Others <i>Mike Hostetler</i>
	10:00 - 10:15 Break	10:00 - 10:15 Break	10:00 - 10:15 Break	10:00 - 10:15 Break	10:00 - 10:30 Check-Out
	10:15 - 10:30 Photo				
	10:30 - 12:00 Customer Directions: Retail and Foodservice <i>Ed McLaughlin</i>	10:15 - 12:00 Strategy <i>Bill Drake</i>	10:15 - 11:30 Negotiation (con't)	10:15 - 12:00 Forecast of the Future <i>Ed McLaughlin</i>	10:30 - 12:00 Leading Change <i>Mike Hostetler</i>
	12:00 - 1:00 Lunch Terrace Restaurant	12:00 - 1:00 Lunch Terrace Restaurant	11:30 - 1:00 Lunch Terrace Restaurant	12:00 - 1:00 Lunch Terrace Restaurant	12:00 - 1:00 Lunch Taylor Room
	1:00 - 2:30 A "Survival Guide" to Finance in Strategic Planning <i>Rich Curtis</i>	1:15 - 2:45 Work Life Balance: Power of Sleep <i>Jim Maas</i>	1:00 - 2:45 A "Survival Guide" to Finance in Strategic Planning (cont.) <i>Rich Curtis</i>	1:00 - 5:00 Supply Chain Simulation <i>Bill Drake</i> Ballroom Room	Closing Lunch / Awarding of Certificates
	2:30 - 2:45 Break	2:45 - 3:00 Break	2:45 - 3:00 Break		
		2:45 - 4:30 Critical Industry Issues <i>Jim Prevor</i>	3:00 - 5:15 Store Visits	3:00 - 4:00 Finance (con't)	
			4:00 - 4:15 Break		
			4:15 - 6:00 Reflecting on Retail & Foodservice Strategies: Lessons for Suppliers		
6:00 - 7:00 Reception - Rowe Room		5:15 Dinner at Wegmans	6:00 Group Dinner Joe's Restaurant		
7:00 - 9:00 Dinner - Taylor A&B Program - Overview	6:00 Dinner on Own		7:00 Dinner on Own		

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

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