

# 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           	<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>7:30 - 10:00</b> <b>Strategies for Growth</b> <b>Entrepreneurial Environment</b> <i>Pedro Perez</i>	<b>7:30 - 10:00</b> <b>FIRO-B, Your Style of Working With Others</b> <i>Mike Hostetler</i>
	<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>10:00 - 10:30 Check-Out</b>
	<b>10:15 - 10:30 Photo</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>Strategy</b> <i>Bill Drake</i>	<b>10:15 - 11:30</b> <b>Negotiation (con't)</b>	<b>10:15 - 12:00</b> <b>Forecast of the Future</b> <i>Ed McLaughlin</i>	<b>10:30 - 12:00</b> <b>Leading Change</b> <i>Mike Hostetler</i>
	<b>12:00 - 1:00 Lunch</b> Terrace Restaurant	<b>12:00 - 1:00 Lunch</b> Terrace Restaurant	<b>11:30 - 1:00 Lunch</b> Terrace Restaurant	<b>12:00 - 1:00 Lunch</b> Terrace Restaurant	<b>12:00 - 1:00 Lunch</b> Taylor Room
	<b>1:00 - 2:30</b> <b>A "Survival Guide" to Finance in Strategic Planning</b> <i>Rich Curtis</i>	<b>1:15 - 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>  Ballroom Room	<b>Closing Lunch / Awarding of Certificates</b>
	<b>2:30 - 2:45 Break</b>	<b>2:45 - 3:00 Break</b>	<b>2:45 - 3:00 Break</b>		
		<b>2:45 - 4:30</b> <b>Critical Industry Issues</b> <i>Jim Prevor</i>	<b>3:00 - 5:15</b> Store Visits	<b>3:00 - 4:00</b> Finance (con't)	
			<b>4:00 - 4:15 Break</b>		
			<b>4:15 - 6:00</b> <b>Reflecting on Retail &amp; Foodservice Strategies: Lessons for Suppliers</b>		
<b>6:00 - 7:00</b> Reception - Rowe Room		<b>5:15</b> Dinner at Wegmans	<b>6:00</b> Group Dinner Joe's Restaurant		
<b>7:00 - 9:00</b> Dinner - Taylor A&B Program - Overview	<b>6:00</b> Dinner on Own		<b>7:00</b> Dinner on Own		

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

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