

Distribution Manager Development Program



Course Agenda: May 15th-19th 2023

Monday, May 15th

| Start | End | Event | Instructors |
|---------|---------|---|--|
| 7:30am | 8:00am | Breakfast | |
| 8:00am | 10:00am | Intros & Expectations | Norm Clark, Jay Johnson, and Bob Borsh |
| 10:00am | 10:15am | Break | |
| 10:15am | 12:00pm | Financial Management | Jay Johnson |
| 12:00pm | 1:00pm | Lunch & Open Office Hours | Jay Johnson and Bob Borsh |
| 1:00pm | 5:00pm | Financial Management Cont. (Break at 3:00pm) | Jay Johnson |
| 5:30pm | | Group Dinner | |

Tuesday, May 16th

| Start | End | Event | Instructors |
|---------|---------|---|--------------------------|
| 7:30am | 8:00am | Breakfast | |
| 8:00am | 10:00am | Quality in Distribution | Bob Borsh |
| 10:00am | 10:15am | Break | |
| 10:15am | 12:00pm | Consultative Selling | Norm Clark |
| 12:00pm | 1:00pm | Lunch & Open Office Hours | Norm Clark and Bob Borsh |
| 1:00pm | 5:00pm | Consultative Selling (Break at 3:00pm) | Norm Clark |
| 5:30pm | | Dinner on Your Own | |



Wednesday, May 17th

| Start | End | Event | Instructors |
|---------|---------|---|-------------|
| 7:30am | 8:00am | Breakfast | |
| 8:00am | 12:00pm | Coaching for Improved Results (Break at 10:00am) | Bob Borsh |
| 12:00pm | 1:00pm | Lunch & Open Office Hours | Bob Borsh |
| 1:00pm | 3:00pm | Coaching for Improved Results Cont. | Bob Borsh |
| 3:00pm | 3:15pm | Break | |
| 3:15pm | 5:00pm | Customer Service | Jay Johnson |
| 5:30pm | | Dinner on Your Own | |

Thursday, May 18th

| Start | End | Event | Instructors |
|---------|---------|--|--|
| 7:30am | 8:00am | Breakfast | |
| 8:00am | 12:00pm | Leadership (Break at 10:00am) | Norm Clark |
| 12:00pm | 1:00pm | Lunch & Open Office Hours | Norm Clark, Jay Johnson, and Bob Borsh |
| 1:00pm | 3:00pm | Inventory Management | Jay Johnson |
| 3:00pm | 3:15pm | Break | |
| 3:15pm | 5:00pm | Customer Stratification and Pricing Optimization | Jay Johnson and Norm Clark |
| 5:30pm | | Group Dinner | |

Friday, May 19th

| Start | End | Event | Instructors |
|---------|---------|--|--|
| 7:30am | 8:00am | Breakfast | |
| 8:00am | 12:00pm | Participant Presentations & Professor Feedback (Break at 10:00am) | Norm Clark, Jay Johnson, and Bob Borsh |
| 12:00pm | 1:00pm | Box Lunch & Departures | |

