

Distribution Manager Development Program (Virtual)



Course Agenda: January 8th-18th, 2024

*Note: Class meets Monday-Thursday for 2-weeks via Zoom.
Below times are listed in Eastern Standard Time (EST).*

WEEK 1

Monday, January 8th

Start	End	Topic
9:30am	11:30am	Introduction and Financial Management 1
12:00pm	1:00pm	
3:00pm	5:00pm	Financial Management 2

Tuesday, January 9th

Start	End	Topic
9:30am	11:30am	Quality in Distribution
12:00pm	1:00pm	Open Office - Finance Professor
3:00pm	5:00pm	Consultative Selling 1

Wednesday, January 10th

Start	End	Topic
9:30am	11:30am	Consultative Selling 2
12:00pm	1:00pm	Open Office - Consultative Selling Professor
3:00pm	5:00pm	Introduction to Coaching

Thursday, January 11th

Start	End	Topic
9:30am	11:30am	Financial Management 3
12:00pm	1:00pm	Open Office - Finance Professor
3:00pm	5:00pm	Customer Service



WEEK 2

Monday, January 15th

Start	End	Topic
9:30am	11:30am	Coaching 1
12:00pm	1:00pm	Open Office - Coaching Professor
3:00pm	5:00pm	Customer Stratification

Tuesday, January 16th

Start	End	Topic
9:30am	11:30am	Inventory Management
12:00pm	1:00pm	Open Office - Stratification Professor
3:00pm	5:00pm	Coaching 2

Wednesday, January 17th

Start	End	Topic
9:30am	11:30am	Leadership 1
12:00pm	1:00pm	Open Office - Coaching Professor
3:00pm	5:00pm	Leadership 2

Thursday, January 18th

Start	End	Topic
9:30am	1:30pm	Individual Participant Presentations Professor's Feedback & Closing Remarks

