

CLASS 10 SESSION 3 AGENDA

March 2 – March 4, 2021 | Ocean Reef Club | Key Largo, FL

| Day 1 – Tuesday, March 2, 2021 | Location: |
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| 4:00 p.m. to 6:00 p.m. – Introduction and Opening Activities Welcome to the MDA, Session Activities & MDA News, PMA Staff Introductions & Opening Orientation by Forrest Large, MDA Lead Facilitator | |
| 6:00 p.m. – Networking Social & Dinner | |
| Day 2 – Wednesday, March 3, 2021 | Location: |
| 7:30 a.m. to 8:00 a.m. – Breakfast with Group | |
| 8:00 a.m. to 11:30 a.m. – Topic 1: <u>Financial Management and Nonroutine Decision Making</u> <ul style="list-style-type: none"> • Topic introduction, orientation and opening exercise • Effective Management Account – Where Operations and Finance Intersect • Guest Speakers – Jon Wood and Eric Obrecht, Management Consulting Services, Plante Moran <ul style="list-style-type: none"> ○ <i>Understanding the Big Picture</i> ○ <i>The Importance of Finance, Budgets and Accounting for Nonfinancial Managers</i> ○ <i>Understanding Meaningful Management Accounting Information</i> ○ <i>Using Financial Information in Strategic Planning and Operational Decision Making</i> | |
| 11:30 a.m. to 1:00 p.m. – Lunch & Extended Open Time | |
| 1:00 p.m. to 4:30 p.m. – Topic Two: <u>Negotiations When Developing and Managing the Supply Chain</u> <ul style="list-style-type: none"> • Opening exercise, topic introduction & orientation • Guest Speaker – Jeoff Burris, Owner, Advanced Purchasing Dynamics, Inc. <ul style="list-style-type: none"> ○ <i>Negotiating and Closing Skills Every Manager Should Master</i> ○ <i>Dealing with Difficult Negotiations</i> ○ <i>Negotiating with People from Other Countries, Cultures and Backgrounds</i> | |
| 5:00 p.m. to 7:00 p.m. – * OPTIONAL* Forming Our Future First Timers' & Early Arrivals Reception <ul style="list-style-type: none"> • Please note these receptions are for those that have registered for Forming Our Future • All first-time attendees are invited to this welcome reception to connect with other first timers as well as members of PMA's Board of Directors and their spouses. • All Forming Our Future participants are invited to this reception to get together with old friends and meet new connections. Enjoy cocktails, hors d'oeuvres and great conversation in a relaxed and informal setting before the conference officially begins the following day. | TBD |
| 7:00 p.m. to 9:00 p.m. – MDA Networking Dinner | |

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| Day 3 – Thursday, March 4, 2021 | Location: |
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| 7:30 a.m. to 8:00 a.m. – Breakfast with Group | |
| 8:00 a.m. to 11:30 a.m. – Topic Three: <u>Professional Development & Networking for Metalforming Industry</u> <ul style="list-style-type: none"> • Topic introduction, orientation & opening exercise • Guest Speaker – Mark de Roo, President, Keystone Coaching & Consulting, LLC <ul style="list-style-type: none"> ○ <i>Moving Outward and Onward – Developing My Career</i> ○ <i>Emotional Intelligence – What is it and Why it Matters</i> ○ <i>The Value of Networking, Certification & Continuing Education</i> ○ <i>Staying Focused with a Talent Roadmap</i> | |
| 11:30 a.m. to 12:00 p.m. – MDA Completion & Recognition Ceremony | |
| 12:00 p.m. – Adjournment of Class Ten, Session Three | Have a safe trip home! |
| 1:15 p.m. – Forming Our Future General Session to Commence <ul style="list-style-type: none"> • Please note this session is for those that have registered for Forming Our Future | |