

CLASS 12 SESSION 3 AGENDA

January 29-31, 2023 | Tampa, FL | Westin Tampa Waterside

Day 1 – Sunday, January 29, 2023	Location:
4:00 p.m. – 6:00 p.m. – Commencement, Networking Social and Dinner Welcome to the MDA, Review of Learning Contract, Session 3 Action Plan and MDA News <ul style="list-style-type: none"> • Connie King, Workforce Development Director, PMA Introductions and Opening Orientation <ul style="list-style-type: none"> • Forrest Large, MDA Lead Facilitator 	Coral Reef
6:15 p.m. – Networking Social & Dinner	Restaurant TBD
Day 2 – Monday, January 30, 2023	Location:
8:00 a.m. – Continental Breakfast	Coral Reef
8:30 a.m. – 12:30 p.m. – Topic One: <u>Finance for Non-Financial Managers</u> <ul style="list-style-type: none"> • Opening exercise, topic introduction and orientation • Effective management account – Where operations and finance intersect • Understanding the big picture • Budget building • The importance of finance, budgets and accounting for nonfinancial managers • Understanding meaningful management accounting information • Using financial information in strategic planning and operational decision making • Preparing budgets with real-life examples and scenarios • Guest Speakers – TBD 	Coral Reef
12:30 p.m. – 2:00 p.m. – Lunch/Extended Break Time	Courtyard
2:00 p.m. – 6:00 p.m. – Topic Two: <u>Negotiations When Developing and Managing the Supply Chain</u> <ul style="list-style-type: none"> • Opening exercise, topic introduction and orientation • Negotiating and closing skills every manager should master • Dealing with difficult negotiations • Negotiating with people from other countries, cultures, backgrounds • Guest Speaker – Jeoff Burris, Owner, Advanced Purchasing Dynamics, Inc. 	Coral Reef
6:15 p.m. – Social & Dinner. Meet in hotel lobby for group transportation/walk to dinner	Restaurant TBD



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Day 3 – Tuesday, January 31, 2023		Location:
7:30 a.m. – 8:30 a.m. – Hot Breakfast		Coral Reef
8:30 a.m. – 12:00 p.m. – Topic Three: <u>Professional Development & Networking for Metalforming Industry</u> <ul style="list-style-type: none"> • Opening exercise, topic introduction and orientation • Moving outward and onward – Developing my career • Emotional intelligence – What it is and why it matters • The value of networking, certification and continuing education • Staying focused with a talent roadmap • Guest Speaker – Mark de Roo, President, Keystone Coaching & Consulting, LLC 		Coral Reef
12:00 p.m. – MDA Recognition & Completion Ceremony <ul style="list-style-type: none"> • Discuss Management Development Academy Capstone Assignment, due date, etc. 		Coral Reef
12:30 p.m. – Adjournment of Class 12 of the Management Development Academy		Have a Safe Trip Home!