

Workshop Schedule - Supply Chain 1-2-3: Food & Beverage sector

Locations:

Halifax: Future Inns Halifax Hotel & Conference Centre
30 Fairfax Drive
Halifax, Nova Scotia B3S 1P1

Webinar: Online training, participate from your home or office.
2 hours. Will be offered once in the morning and once in early afternoon

Workshop Dates & Topics: (In-person sessions will take place from 9:00am to 3:00pm)

Date	Module	Title
Tues. March 5, 2019	1	Understanding Consumers
Tues. March 12, 2019	2	Setting up for Success
Tues. March 19, 2109	3	Selling Your Products: Where and How <i>(Webinar)</i>
Tues. March 26, 2019	4	Understanding Customers: Retailers & Wholesalers
Tues. April 2, 2019	5	Building Relationship with Customers
Tues. April 9, 2019	6	Achieving Greatness: What Makes Great Food Products <i>(Webinar)</i>
Tues. April 16, 2019	7	Implementing the Sales Process
Tues. April 23, 2019	8	Presenting to your category manager-your turn!