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GAIN **THE EDGE** IN SCM

TNI THE ART OF **NEGOTIATING**
SUPPLY CHAIN

2014 INDUSTRY CONFERENCE SERIES | NEW YORK CITY | MARCH 20

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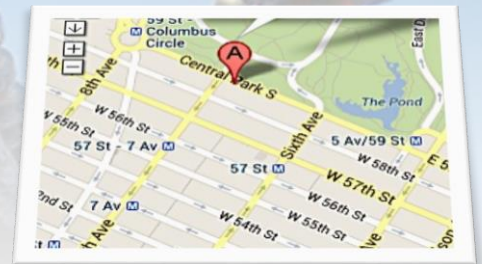
MARCH 20, 2014

The TNI Art of Negotiating Supply Chain Conference is the industry's most anticipated one-day learning event of 2014, introducing the critical role of negotiation and relationship management in the context of the global supply chain environment.

This one-day event will cover many of the major global supply chain challenges that exist in the operating environment for firms in multiple industries, including financial services, diversified industrials, professional services, life sciences, and energy/oil and gas.

REGISTER

\$625 / TICKET*



WHERE

The New York Athletic Club
180 Central Park South New York City

The New York Athletic Club is a private social club occupying a central location with panoramic views of Central Park in New York City. When visiting the N.Y.A.C., please comply with the following Dress Code: Business attire, with jacket, at all times. Comparable attire for ladies. The following are never appropriate: Jeans and other denim wear; sneakers; shorts; t-shirts and athletic wear. Ladies may not wear halter tops, leggings and clothing that reveals bare midriffs. Your cooperation is appreciated.

WHO WILL BENEFIT

- » Supply Chain Professionals at all levels
- » Chief Procurement Officers
- » Procurement Managers
- » Logistics
- » Corporate Counsel
- » Consultants
- » Anyone currently in procurement or supply management or who interacts with supply managers and needs to better understand the supply management process

*Includes networking breakfast, lunch, white papers and Event Journal

AGENDA

7:30 – 8:00 AM Coffee/Registration

8:00 AM Program Begins/Introduction

8:15 AM to 10:15 AM Global Supply Chain Trends and Strategies

10:15 AM - 10:30 AM Coffee Break

10:30 AM – 12:00 PM Building Stakeholder Engagement and Market Intelligence

12:00 PM – 1:15 PM Lunch Program

1:15 PM – 1:30 PM Break

1:30 PM – 3:00 PM Establishing Negotiation Strategies

3:00 PM – 3:15 PM Coffee/Soda Break

3:15 PM – 4:00 PM Establishing Global Supply Chain Relationships in Different Global Markets; Emerging Capabilities for Supply Chain Executives

4:00 PM Closing Remarks



DR. ROBERT HANDFIELD

TNI Faculty

Bank of America University Distinguished Professor of Supply Chain Management, North Carolina State University Poole College of Management

Dr. Robert Handfield is a globally renowned thought leader in supply chain management and The Negotiation Institute Distinguished Expert in Negotiation for Procurement, Strategic Sourcing, Supply Market Intelligence, and Supplier Development. He has trained and consulted with many Fortune 500 companies including Nike, Chevron, Federal Express, Whole Foods Market, and GlaxoSmithKline. He is the Bank of America University Distinguished Professor of Supply Chain Management at North Carolina State University Poole College of Management, the director of the NC State Supply Chain Research Cooperative, an adjunct professor with the Supply Chain Management Research Group at the Manchester Business School, and the consulting editor of the Journal of Operations Management, one of the leading supply chain management journals in the field. Dr. Handfield's authoring credits are extensive, the most recent being Biopharmaceutical Supply Chains, Supply Market Intelligence, and Supply Chain Redesign, along with the textbooks Supply Chain Management 5th Edition (with Robert Monczka) and Introduction to Operations and Supply Chain Management 2nd Edition (with Cecil Bozarth). In 2009, he was nominated as an Honorary Fellow of Contract & Commercial Management (FCCM) by the International Association of Commercial and Contract Management, an honor bestowed upon individuals who have made exceptional contributions in the field of contracting and commercial management.



JACK SIMONY

TNI Executive Board

*Portfolio Manager and Co-Head of Litigation Finance & Credit, Platinum Partners
Trustee, The Washington Institute for Near East Policy*

Jack Simony is Non-Executive Chairman of the Board of The Negotiation Institute, bringing with him decades of experience negotiating complex transactions in a variety of business sectors throughout the world. In addition to the Board of TNI, Mr. Simony is a portfolio manager and Co-Head of Litigation Finance and Credit at Platinum Partners, a hedge fund that originates loans in markets underserved by traditional sources of financing, including litigation, consumer finance, secure trade finance and real estate. At Platinum, Mr. Simony arranges complex credit facilities, finances equity investments and acquisitions, and structures multi-party corporate transactions. Prior to Platinum, he was the co-founder and CEO of Whitehaven Group, a pioneering company in the field of litigation financing, which he ran until 2008. Whitehaven invested in over 10,000 legal claims, and Mr. Simony was responsible for its litigation funding goals and its operations, new business development, acquisitions, and communications. He successfully directed Whitehaven to a nationwide enterprise. Earlier, Mr. Simony was a partner in Knightsbridge Equities, a trading/clearing firm that provided capital and technology to professional traders, hedge funds and family offices, which he successfully sold in 1999. Mr. Simony headed Knightsbridge's proprietary trading desk and served on its committees for strategic planning and execution, capital market management, and risk management. Mr. Simony is a frequent speaker at finance, litigation, and academic forums around the world, and is involved in a number of non-profit organizations, including Human Rights Advocates International, a United Nations NGO, where he served a three-year term as the group's representative to the UN. As a CFE (Certified Fraud Examiner), he is a certified expert in the field of fraud prevention. Mr. Simony serves as a Trustee for the Washington Institute for Near East Policy, is a member of The Army and Navy Club in Washington D.C. and active supporter of a number of philanthropic organizations. Mr. Simony earned a Masters in Financial Strategy from Oxford University's Saïd Business School, and a Masters in Business Administration from HEC Hautes Études Commerciales de Paris.

about us



BlueOcean Conferences LLC organizes executive development summits, conferences, forums, and round-tables for both public and private sector professionals in the United States and abroad. Through strategic partnerships and sponsors, the company engages in the development, marketing, operation and management of annual series of events.



The Negotiation Institute provides customized executive training programs to corporate, government, educational and non-profit entities in the United States and internationally, reaching over 1,250,000 professionals to date. We offer in-house training seminars, keynote speakers and a faculty of industry experts in the areas of negotiation, conflict resolution, sales, procurement, supply chain management, leadership, cross-cultural business, presentation, communication, regulatory affairs, and corporate diversity. We provide clients with customized case studies for simulation exercises and on-going solutions to reinforce results. Through a joint venture partner, we also offer a series of survey and metrics-based ROI studies that quantify the impact, value and sustainability on training investments and other intangible assets. The company was founded in 1966 and is based in New York City. To learn more, please visit our website at www.negotiation.com



The Art of Negotiating is a TNI Industry Conference Event Series in New York City featuring TNI Faculty Experts. Programs in the 2014 Art of Negotiating Conference Series are BlueOcean Executive Development Conference Events.

TNI Corporate Headquarters (US)
One Penn Plaza, 49th Floor
New York, NY 10110
+1 (212) 730-0144

www.negotiation.com

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