Building Trusted Relationships

Come and learn more about trust in an innovative educational program for emerging leaders in companies that operate on a cooperative basis.

For more information and to register: www.accc.ksu.edu/trust.html

Key takeaways from this Emerging Leaders program:

- Learn what farmers are really thinking
- Understand how to enrich trusted relationships in an evolving farmer landscape
- Leave with a plan for deepening trust with one of your key customer accounts

Program Faculty
Brian Briggeeman, Kansas State University
Scott Downey, Purdue University

Program Outline - New Format
Tuesday, December 13th - Thursday, December 15th
(start in the evening) (adjourn prior to lunch)

- Implications of Global Market Drivers for Cooperative Producer-Members
- Building a Trust Foundation
- The Mindset of a 21st Century Farmer
- Meet the Farmers
- A Trust Focused Discovery Process
- Application of the Trust Focused Discovery Process with Farmers

Program Cost
$1,295 per participant
or
$1,195 for participants who have attended a previous Emerging Leaders program

Program Location
Bluemont Hotel
Manhattan, Kansas

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