

Class Name	Date
Fundamentals of Metallurgy	Mar 6
Leadership/Management	Mar 7
Pricing Optimization (Bralco Metals – CA)	Mar 14
Purchasing & Supply Management	Mar 27-28
Inside Sales Strategies	Apr 3
Reaching Out: Prospecting for Results	Apr 4
Transportation & Logistics Management	May 1-2
Coil Processing	May 21
Solution Selling	Jun 5
Operations Management 1	Jun 26-27
Inside Sales Skills	Jul 17
Time Management	Jul 18
Introduction to Outside Sales	Sep 12
Negotiation Selling	Sep 18-19
Sales Management	Oct 2-3
Operations Management 2	Oct 23-24
Advanced Selling for Outside Sales	Nov 6-7
Best Of Adding Value Through Inside Sales	Nov 14

Unless indicated, all classes take place at MSCI Headquarters in Rolling Meadows, IL