

Class Title	Date	Early Bird Price
Classes take place at MSCI Headquarters unless otherwise noted		
Purchasing & Supply Management	Mar 18-19	\$1,475
Fundamentals of Metallurgy	Mar 24	\$850
Leadership/Management	Mar 25	\$950
Inside Sales Strategies	Apr 1	\$850
Pricing Optimization	Apr 2	\$1,250
Advanced Inventory Management	Apr 21-22	\$1,475
Transportation & Logistics Management	May 5-6	\$1,475
Negotiation Selling	May 13-14	\$1,475
NEW! Controlling the Right Financial Levers for Today's Markets	Jun 11	\$1,250
Sales Management	Jun 16-17	\$1,475
Operations Management 1	Jun 24-25	\$1,475
Inside Sales Skills	Jul 15	\$850
NEW! Customer Stratification (Arcadia, CA)	Aug 4	\$1,250
Service Excellence for the Metals Industry	Sep 2	\$850
Introduction to Outside Sales	Sep 9	\$850
NEW! Optimizing Distributor Profitability	Oct 14	\$1,250
Operations Management 2	Oct 21-22	\$1,475
Advanced Selling for Outside Sales	Nov 4-5	\$1,475
Best Of Adding Value Through Inside Sales	Nov 11	\$850