

**Answer the following questions:**

- 1.** Understand positioning and the supply chain and Recognize and work with elements of pricing
- 2.** Identify your 'business culture' and Create and implement essential marketing tools
- 3.** Learn and practice techniques of selling and negotiation and Create effective responses to requests for proposals (RFPs)
- 4.** Identify the essentials of project management and create a management plan
- 5.** Learn and implement elements to enhance workplace teamwork and productivity and Create your own strategic plan