



COURSE 3

THE DIRECTOR'S ROLE IN PLANNING AND CONTROL

Monday, December 10, 2018

- 9:00 – 12:00 Section 1 **Director's Role in Strategic Planning**
- **Why Strategy?**
 - **Your Strategy Needs a Culture – Clarity, Unity & Agility**
 - **Key Elements of Effective Strategy**
- Eric Coet, Strategic Practice Leader
Peak Solutions*

Note – there will be a 15-minute break during the morning session

12:00 – 1:00 LUNCH

- 1:00 – 2:15 Section 2 **Director's Role in Tracking & Monitoring Key Indicators**
- **Leading Indicators vs. Lagging Indicators**
 - **Meaningful Scoreboard**
 - **Cadence of Accountability**
- Eric Coet & Michael Walton*

2:15 – 2:30 BREAK

- 2:30 – 4:00 Section 3 **Director's Role in Internal Controls**
- **Grain Risk Policy**
 - **Credit Risk Policy**
 - **Fertilizer Position Report**
 - **Cash Management**
- Michael Walton, Lead Relationship Manager
CoBank*

Reminder – Casino Night begins at 4:30 pm

