

## POTENTIAL AREAS FOR TRAINING

Industry Type	Possible Training Areas			
Manufacturer	product development	product marketing and pricing	product packaging	wholesale and supplier sales
Distributor	product purchase	warehousing	local, regional and national distribution	finance and accounting
Broker	negotiating price	merchandising and vendor stocker management	market penetration	writing and delivering orders
Grocer/Retailer	advertising	customer relations	ethnic and cultural products and sales	hiring practices and training trends

\*\* This attachment is not inclusive of the training available to candidates. It is just a sample of concepts that can be trained.