

AWEX Masterclasser Program:
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Day 1	Day 2	Day 3	Day 4
	Commence 8.15am	Commence 8.15am	Commence 8.15am
	Session 4: Auction Workflows <ul style="list-style-type: none"> • Auction Management:NASC • The Sale Catalogue: Printed and Electronic • EDI network – Data exchange • Showfloor regulations 	Session 9a: Management techniques Pt 1 <ul style="list-style-type: none"> • Influence and respect 	Session 10: OPEN BOOK EXAM
	Morning Tea (15 minutes)	Morning Tea (15 minutes)	Morning Tea (20 minutes)
	Session 5: Showfloor Pt 1 <ul style="list-style-type: none"> • AWEX-ID Theory • AWEX-ID Showfloor 	Session 9b: Management techniques Pt 2 <ul style="list-style-type: none"> • Communication skills 	Session 11: a) Guest Talk – AWI b) Meet the Customer 3 (The Wool Buyer) <ul style="list-style-type: none"> • Clip Preparation – A buyer's view • Carding wool • Superfine • China Types
Start 12.00 noon	Lunch (40 minutes)	Lunch (30 minutes)	Lunch (30 minutes)
Welcome and Introduction Session 1: The Woolclasser <ul style="list-style-type: none"> • Woolclassing:Primary Objectives • The Registered Woolclasser • The Stencil – Legal position • Woolclasser's Role – Leadership • Customers 	Session 6: <ul style="list-style-type: none"> • Sale Viewing • Real time Market Reporting The Showfloor Pt 2 <ul style="list-style-type: none"> • Representative Grab Samples • Clip Inspection • Non Conforming Lots • Certification 	Session 9c: Management techniques Pt 3 <ul style="list-style-type: none"> • Understanding & Resolving conflict • Conflict case studies • Role play 	Session 12: Decision Support: Classing to a Market <ul style="list-style-type: none"> • When?/How? • Other preparation methods • Market Information sources • Software packages Session 13: AWTA Laboratory tour (to be confirmed) (optional)
Afternoon Tea (15 minutes)	Afternoon Tea (15 minutes)	Afternoon Tea (15 minutes)	Finish
Session 2: Woolclassing Technical Sessions (COP) <ul style="list-style-type: none"> • The Code of Practice • ISAC • Woolclassing principals • Dark and Medullated Fibre • Describing the product • Packaging/Pressing/Brands Session 3 Meet the Customer 1 (The Processor) <ul style="list-style-type: none"> • A processor's view • Brands/Contamination /Claims 	Session 7: Meet the Customer 2 (The Warehouse/Rehandle) <ul style="list-style-type: none"> • Documentation (Species) and Packaging • Rehandle requirements Session 8: Woolshed: The Workplace/Environment <ul style="list-style-type: none"> • 4 pillars of woolhandling • Quality Assurance • Pre Shearing Preparation • Mob flow/layout/staff preparation 	Session 9d: Management techniques Pt 4 <ul style="list-style-type: none"> • Personal standards • Leadership 	INDUSTRY OR EXTERNAL PRESENTERS
Finish 6.00pm	Finish 6.00pm	Finish 6.00pm	
Course Dinner: 7 for 7.30pm-10pm			