



FSAA Business Management Scholarship 2018

Introducing the FSAA Business Management Scholarship

The FSAA Business Management Scholarship will be presented to an employee of one of our member companies.

It will recognise and reward the winner's commitment, passion and drive within their role in the Foodservice market.

The Scholarship will be presented at the National Awards of Excellence, the premier foodservice industry event. This will ensure a high profile for the Scholarship and valuable publicity for the participants and their companies through coverage by foodservice and general media.

While there will only be one winner for the Award's top prize, runners-up will also receive commendations in the form of framed certificates.

The Business Management Scholarship publicly acknowledges the importance of retaining quality people in the Foodservice market and is a way of 'giving back' something to the industry by the FSAA.

How it works

*Member companies of the FSAA are invited to participate by nominating an entrant from among their Foodservice teams. **One person** per member-company can be nominated. **This Scholarship is member-exclusive.***

All entrants must complete all areas in the application form in this document.

Three finalists will be chosen from the group of applicants based on the quality of submitted applications.

To determine the finalists, each entrant's application will be scrutinised and marked by a judging panel. All questions must be answered.

*The judging panel will **NOT** include a person who works for the same company as an entrant.*

Questions will cover areas of relevance to the Foodservice market.

Entrants will also be required to explain why they believe they are worthy of being chosen as finalists.

In addition to the questions, each entrant will be required to supply one senior manager referee from their company.

After reviewing each application form, the three highest scoring individuals will become the FSAA Business Management Scholarship finalists.

Interviewing Finalists

All finalists must be prepared to come to Sydney to appear before the judging panel. This judging panel will consist of three independent senior Foodservice people.

Each finalist will be required to make a 15 minute presentation (topic to be confirmed), and be interviewed by the panel. The finalists' demonstrated commitment, passion, drive and research on the nominated subject will play a major role in the judges' assessments.

The judging panel will grade each of the finalists according to the same strict criteria and choose the winner.

Selection Criteria – Finalist

As part of the 'Conditions of Entry' for an individual to be selected as a 'Finalist', he/she must have completed the 'Application Form'. The 'form' will comprise the following sections:

- 1. Applicant's personal details such as name, address, phone, email, work history, employer's name and contact information.*
- 2. Reason he/she deserves to be selected as a finalist*
- 3. A series of questions relating to the Foodservice market or particular business aspects*
- 4. Referees. The applicant must produce one referee who is a senior manager within their organisation willing to support the application. Each referee may be asked questions about the applicant.*

Three applicants will be chosen as finalists with the highest aggregate points determining the selections.

Selection Criteria - Winner

The three finalists will meet in Sydney for a 45-minute formal assessment. Each will be required to give a 15 minute presentation followed by some questions from the judging panel.

The judging panel will judge each finalist according to strict criteria.

Location/Venue

Finalists will convene in Sydney at a venue to be decided. Accommodation and transportation will be arranged for all finalists if travelling from interstate. It is anticipated that one night's accommodation will be necessary including meals and transfers.

Timing

February – Application forms dispatched to member companies.

May – Application forms completed and returned by 31st May

June – Applications reviewed, referees contacted if need, points tallied and finalists decided by 30th June

August – Finalists meet in Sydney for oral presentation and interview in early August (date TBA).

September 11th 2018: finalists attend the FSAA National Awards of Excellence where the winner will be announced.

The winner MUST be able to attend the Melbourne Business School - Mt. Eliza program (date in 2018 TBA).

Prizes

Winner

- participation in a specialised “live-in” management program for six days at Melbourne Business School - Mt. Eliza, Victoria (value ~\$10,000 plus transfers)
- framed certificate as winner of the FSAA Business management Scholarship

Finalists – framed Certificate

Prize Information (the following outlines the details of the prize available)

Is this program for me?

This is a six day General Management program that brings the best of experiential learning and combines that with the rigour of academic theory and expertise.

You are a manager from a specialised or technical area seeking to acquire knowledge quickly about the different functional areas across an organisation. You may be moving into a broader management role and realise there are gaps in your current understanding which will limit your capability to progress in your organisation.

Or perhaps you are a GM in an SME and need some theory or validation to your managerial approach in order to take it to the next level. Using the pillars of recognised

models and research, participants in this program will engage in a number of small group simulations and activities.

How will this help me?

You will gain a better understanding of key business functions and a holistic view of management that will improve your thinking and decision making. You will be introduced to the topics of finance, business excellence, innovation and leadership, marketing and operations and acquire the skills and knowledge to progress in your career.

Benefits for me and my organisation:

Your managerial depth will be extended, enabling you to take an integrated approach to strategic and operational issues and communicate at all levels of your organisation.

Eligibility

*Any employee of a member company working in a Foodservice role is eligible – **only one per company.***

Further information

For further information contact Vince Crawley on 0404 464 539 or at vince@fsaa.org.au .

Send Application Form

*Email your Application Form to:
vince@fsaa.org.au*

Must be received by 5.00pm 31st May 2018 (late entries will NOT be considered)

Please complete in “soft” format and email to vince@fsaa.org.au

**Contact Vince to have the Word document sent to you.
We do not want hard copies please.**

APPLICATION FORM

Please answer **all questions** on this form. Rules governing the FSAA Business Scholarship are detailed separately.

Should you require more space to answer questions, please feel free to do so.

Applications must be returned via email to vince@fsaa.org.au

SECTION ONE – Contact Details

NAME:

POSITION:

COMPANY:

ADDRESS:

POST CODE:

PHONE

MOBILE:

PERSON DIRECTLY REPORTS TO:

NAME:

POSITION:

CONTACT: P

M:

E:

SECTION TWO – Employment Details

Please furnish the following information regarding your past employment history. Only provide your last four positions/companies. If working history is relatively short indicate what you can.

We do not require a resume; simply complete the fields as indicated.

	Company	Dates	Position	Duration
1.				

SECTION THREE – Worthy Recipient?

A. *Why do you feel that you deserve to be awarded the FSAA Business Management Scholarship?*

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SECTION FOUR – What's Your View?

Please answer the following ten questions in much detail as you think necessary. Use whatever space you feel necessary.

1. *List what you consider to be the four (4) most important characteristics of a successful Foodservice business manager*

2. *How do you source new business?*

3. *Briefly describe your most successful Foodservice project*

4. *Describe good business ethics. How do they influence your work? Give examples. Conduct, how you conduct yourself as a brand.*

5. *During a presentation to customers or work colleagues how do you retain their interest?*

6. *In your opinion what are the most critical issues confronting the Foodservice industry?*

7. *What constitutes a good business relationship and why?*

8. *Describe the food service industry as you view it and highlight some of the emerging or current trends within the industry.*

9. *If you were to win this award how would it benefit your career and your company?*

10. What can suppliers do differently or better to help grow their business?

SECTION FIVE - Referee

Please list a referee. They may be contacted by phone and asked questions to support your case to be chosen as a finalist in the FSAA Business management Scholarship.

Contact Name:

Business Name:

Position:

Contact Number: P:

M: