



## **Scholarship Program**

### **Objective**

The FSAA introduced the industry scholarship program in 2013 where an employee of a member company has an opportunity to further develop their career in management.

### **Target Applicants**

Middle management within the Foodservice supply market with a focus on marketing and sales related disciplines. However, all levels of management will be considered.

The following is reflective of the target applicants: state sales manager, business manager, national account manager, product/category manager, communications manager etc.

### **General**

An annual prize. Applications to be submitted by May 31<sup>st</sup> each year, finalists notified by end June, final interviews to be held by August and winner announced at the National Awards of Excellence in September.

### **Criteria**

The following criteria is applied:

- Member company exclusive
- Written applications accepted as a first stage
- Winner must be able to take up the prize i.e. time away from work
- Applications vetted by a selected panel of three independent people
- The selection panel not to include any person from the same company as an applicant
- Three finalists selected to be interviewed individually by the panel (questions to be decided by the panel)
- Finalists to be guests at the National Awards of Excellence
- Winner announced by FSAA Chairperson and Sponsor at the awards

### **Prize**

A one-week, live-in senior management course at Melbourne Business School - Mt. Eliza, Australia's leading such institution.

### **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 rigor 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 general 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.