

# Womble University

Your company's sales force and customer representatives can be your most effective tools in supply contract negotiations—but only if they are prepared for the job.

On the other hand, a poorly-equipped sales force can unwittingly create conflict in supply chain matters. A well-trained staff is a company's best defense against such unwanted problems.

Womble Carlyle offers such interactive training for your company's sales force and others on the front line of commitment management. We call this training "Womble University" and it consists of the following services:



- A thorough review of the company's key contracts and provisions, designed to ensure that all contracts represent a company's best interest and identify "best practices" within and across product groups, countries, etc. We can tailor our review to meet your needs and expectations.
- On-site interactive sessions for your sales team, led by experienced Womble Carlyle attorneys. This training is tailored to fit your company's specific goals and needs. Each session is designed to help your sales team properly balance risk management with closing the deal. Topics include contract analysis, including working through an actual contract form, and the practical reality of sales, such as what to do when you can't get a contract. This training includes a legal contracting primer, which will give your sales team the proper meaning and usage of terms used in the shipping and supply chain field.
- Post-seminar consultation for participants, conducted by Womble Carlyle attorneys.

Many of these services are available at fixed fees. For more information on the Womble University training, contact Womble Carlyle's Supply Chain Management Team:

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