

**1994 - SHERATON - SYRACUSE - "PURSUING PURCHASING PROFESSIONALISM"**

**Presidents: John Grabowski (NAEB) & Walter Wontz (SUNYPA)**

**Speakers:**

- |                               |   |  |
|-------------------------------|---|--|
| Joseph Pandur                 | - | Software Licensing Agreements              |
| Keith Harrell                 | - | Motivating the Workforce                   |
| Pat Ryan                      | - | Exceptional Customer Service               |
| Eberhard Scheuing<br>Function | - | Getting Respect - Marketing the Purchasing |
| Gary Smith                    | - | Small Dollar Purchases                     |
| David Goldsmith               | - | Effective Listening                        |