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David Porter

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The Porter Principles

David Porter

The Porter Principles David Porter
How can you develop a world class dining program that meets the unique social architecture and dining objectives of your campus? How can you negotiate effectively with food service providers if you let them hold all the cards? Your campus is likely settling for a mediocre dining program that is adversely effecting you recruitment and retention of students and alumni while leaving millions of dollars on the table because the food service providers have all the knowledge and bargaining power. David's unique approach, vision, and negotiating style has guided North America's top schools to independently create revolutionary dining programs that maximize student participation, increase student and alumni retention.... all while improving a self operated dining program or facilitating a food service provider operator selection process that guarantees high levels of student participation, accountability and protects/produces millions for their campuses.

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