



Chief Executive Women

Women leaders enabling women leaders

MEDIA RELEASE

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George Weston Foods' Sam Apps heads to INSEAD

Chief Executive Women (CEW) today announced George Weston Foods' Samantha Apps is the winner of a scholarship to attend the prestigious Negotiation Dynamics Program at INSEAD, Singapore this week.

Announcing the winner, President of CEW, Dianne Smith-Gander, said: "Supporting women in senior roles is not only a social justice issue, it makes economic sense: companies with female leaders will outperform those with none, making about 15 per cent more profit.

"But women need to have equal opportunity to attend career-transforming programs such as this. So until equality of opportunity is a reality, CEW is proud to continue to provide scholarships enabling more women to lead."

The winner

Samantha Apps is Group Procurement Director at George Weston Foods Ltd. She leads a team responsible for delivering optimal procurement outcomes from more than a \$1billion of supplier spend in Australia and New Zealand.

Sam expects the scholarship will help her hone and expand her negotiation skills.

"No two negotiations are ever the same, and the broader your negotiation toolkit, the better outcomes you can deliver back to the business."

Sam is also a keen mentor of women in the workplace and hopes to inspire and support other women advance to leadership roles.

"I believe women in senior management should act as aspirational role models, particularly to the women following them and working alongside them," said Sam.

The scholarship

The scholarship will enable Samantha to study *Negotiation Dynamics* at INSEAD in Singapore in 2016. The course is designed to develop participants' personal negotiation style in a challenging, action-oriented environment. It aims to make participants better negotiators, able to diagnose problems and promote agreement both inside and outside their organisations.

The scholarship is part of the CEW Scholars program, which is providing \$500,000 over 18 months to help talented Australia women take their careers to the next level by supporting executive education at internationally acclaimed business schools.

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About CEW Scholars (www.cew.org.au/scholarships)

The CEW Scholars program enables women leaders by supporting them at critical junctures in their careers, from their first management roles to top executive positions. More than 100 women have been awarded scholarships to business schools in Australia and internationally since CEW commenced its executive program for women leaders in 1992.

CEW Scholars program is funded through the CEW annual dinner and the generosity of sponsors including:

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About Chief Executive Women (www.cew.org.au)

Chief Executive Women is the pre-eminent organisation representing more than 370 of Australia's most senior women from the corporate, public, academic and not-for-profit sectors. Its mission is "women leaders enabling women leaders". Through advocacy, targeted programs and scholarships, CEW works to remove the barriers to women's progression and ensure equal opportunity for prosperity. CEW offers innovative and substantive programs aimed at enabling women's participation and future leadership.

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