

TRAINING OPPORTUNITY FOR CP-14 CAREERISTS

The Commercial Business Environment - A Primer for Department of Defense Managers

Dates: November 25 - December 7, 2007

Please note that this may be the only offering of this course during FY08.

Application Deadline: October 23, 2007

Location: Darden Graduate School of Business Administration, University of Virginia,
Executive Education, 100 Darden Boulevard, Charlottesville, VA 22903

Tuition/TDY Costs: The Army Civilian Training, Education and Development System (ACTEDS) Competitive Professional Development (CPD) Program will fund the tuition and travel costs (subject to the availability of funds) for CP-14 careerists to attend this training opportunity. The tuition cost (\$8,800.00) includes lodging and **all but three** meals while at the school in Charlottesville. The travel and incidental expenses will also be funded under the CPD Program. The following expenses are not authorized under the CPD Program: rental car, limousine, excess baggage, and in and around mileage at the TDY site. The Defense Travel System (DTS) cannot be used for CPD Program funded opportunities.

Course Description: This executive level training course is designed for successful DoD managers and acquisition specialists interested in gaining the commercial business and change management skills to be effective leaders in an excellence-driven government. The recommended student is a manager or contracting and acquisition professional in the grade of GS-13 or higher and equivalent broad/pay bands. This course requires some weekend and evening group discussions and meetings.

Previous course topics have included the following:

Financial Analysis: Understanding Financial Statements; the Time Value of Money; Outsourcing; Product Cost Systems Design; Activity Based Costing/Activity Based Management; Cost Game; and How and Why Things Go Wrong

World Economics: Leadership and Change of the Nation-State; Trade and Global Competition; Global Competitiveness; and Sustainability

Strategy: Strategy Service Vision; Manufacturing on the Web; and Maintaining High Operational Performance

Operations and Technology: Creating Value Through Processes: The Lessons of Lean Production; Strategic Sourcing; and Manufacturing Strategies

Negotiations: The Art of Negotiation

Leadership and Change: Introduction to the Leadership Point of View; Managing Performance in a Global Business Environment; Creating Competitive Advantage Through People; Developing Talent; Transformational Change in a Government Business; Managing Conflict; Building a Learning Organization; Leading Organizational Change; and Managing Yourself.

Group projects provide immediate, hands-on application and experimentation. Between the presentations, teams of participants will work on applying their insights to the application of business practices to the government workforce and then presenting that concept to peers acting as agency heads and commercial enterprises.

Some quotes from recent program participants:

"The program has given me insight information, guidance, expectations of change of myself and my organization. It was a snapshot of how the commercial world is and the government's role as business entities working together."

"Very helpful, practical information about leadership and personnel management."

"The program provides tremendous insight into the motivation and behavior of the commercial business we deal with, as well as strategies for personal and organizational growth."

"Expect to be engaged and entertained."

How to Apply: Interested candidates must first annotate the course on their CAPP MIS IDP via CAMP at: <https://rda.altess.army.mil/camp/>. **Once approved by your supervisor, please proceed to AAPDS in a tab in CAPP MIS. Once in the application module, click on the link next to this course title and follow the instructions to submit your application.** This is a competitive selection process and candidates may be screened based on their grade level, education, training, experience, and level of DAWIA certification annotated on their ACRB. Please ensure your ACRB is up-to-date.

You will be notified of your acceptance into the program no later than October 26, 2007.

For further information, please contact Christine.Rimestad@us.army.mil at (703) 805-1246/DSN 655-1246 or Allie.DeLegge@us.army.mil at (703) 805-1253/DSN 655-1253.