

**Career Program 14, Competitive Professional Development
SHORT TERM TRAINING (STT) ANNOUNCEMENT**

University of Virginia Commercial Business Environment (CBE) Short Term Training (STT)			
Length	12 Days		
Location	Darden School of Business		
Application Suspende Date	15 November 2010, Winter Class 1 June 2011, Summer Class		
Class Dates	Class		Class Dates
	Winter		30 Jan – 11 Feb 2011
	Summer		10 – 22 Jul 2011
			Suspende Dates
			15 Nov 2010
			1 Jun 2011
Eligibility	The 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 participant is a manager or acquisition professional in the grade of GS-13 or higher, or a contracting officer/senior contract specialist/project manager (GS-12 or above) responsible for significant acquisitions or projects.		
Purpose	The emphasis is on applying business practices to the government sector to respond to and shape the changing government business environment. Participants compete against one another in a bidding game that requires them to use both competitive analysis and functional skills in running a commercial business. Topics covered include financial management, leading change, global economics, strategic thinking, manufacturing, ethical decision-making, strategic sourcing overview, negotiations and sustainability.		
Description	<p>How will you reinvent your organization to succeed in a rapidly changing future? You know the need to change or have been directed to implement new policies, but where do you find the strategies for driving change? In this program, you will examine the drivers of change that transform the business environment and reinforce business financial concepts for the government employee. The course focuses on transforming government activities buffeted by change, into one that is driving change with these considerations:</p> <ul style="list-style-type: none"> • The competitive, environmental, and organizational changes that influence business strategies • The shift to a global commercial business context • Different perspectives on organizations and how they change • Critical business knowledge in key functional areas • New realities - intense competition, increased cooperation, and blurred industry boundaries • Leading change effectively 		
Application Process	<p>Applications will go through command channels to CPD Program Manager using the Career Acquisition Management Portal: https://rda.altess.army.mil/camp/ Instructions for documentation to submit are located at the AAPDS link: https://rda.altess.army.mil/camp/apps/cappmis/modules/aapds/index.cfm This course must be on Individual Development Program (IDP) and approved by supervisor prior to submitting application.</p>		
Selection And Notification	Careerist will be notified via email of selection within 30 days of closing with instructions.		
Funding	<p>The cost for FY11 is \$9,200.00 per class.</p> <ul style="list-style-type: none"> • Tuition includes all instructional services, course materials, and food and lodging charges. • All costs paid by the Career Program – 14, Competitive Professional Development, Functional Chief Representative Funds. 		
For more Information:	go to http://www.darden.virigina.edu/html		