

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

The Darden Graduate School of Business Administration, University of Virginia, Executive Education Office, has announced the Commercial Business Environment - a Primer for DoD Managers course.

Dates: February 1-13, 2009  
July 2009 (tentative)

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

Tuition/TDY Costs: The tuition and travel costs for this training opportunity will be centrally funded, subject to the availability of funds. The tuition cost is \$8,800.00 which includes the lodging costs, course materials, and all but three meals while at the school in Charlottesville. The travel costs, incidental expenses and per diem for the three meals will also be centrally funded. Please note that rental cars will not be authorized for this training opportunity.

Following are the eligibility requirements:

- Be a civilian member of the AL&T Workforce.
- Be a GS-14/15 or supervisory level equivalent grade within a Demonstration Project or the National Security Personnel System (GS-13 and equivalent personnel may be selected based on space availability and funding).
- Be certified in your current acquisition position.

Course Description: This MBA Skills Mini-Boot Camp or graduate level training course is designed for successful DoD managers and acquisition personnel interested in gaining the commercial business and change management skills to be effective leaders in an excellence-driven government. The 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.

How to Apply: Interested candidates must first annotate the course on their CAPPMS IDP via CAMP at: <https://rda.altess.army.mil/camp/>. After the course is approved by your supervisor in your IDP, please proceed to the Army Acquisition Professional Development System (AAPDS) tab in CAPPMS. Once in the application module, click on the link for the Commercial Business Environment course and follow the instructions to submit your application. This is a competitive selection process and selected individuals will receive a separate email notification which will provide details on submitting the training and travel requests.

For further information or questions, please contact Christine Rimestad at [christine.rimestad@us.army.mil](mailto:christine.rimestad@us.army.mil) or (703) 805-1246.