

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

The U.S. Army Acquisition Support Center (USAASC) in coordination with the Darden Graduate School of Business Administration, University of Virginia, Executive Education Office, announces the next offering of the Commercial Business Environment - a Primer for DoD Managers Course.

Class Dates: Sunday, July 12, 2009 through Friday, July 24, 2009

Announcement Dates: Open April 28, 2009 - Closes June 1, 2009

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

Course ID: CBE092

Tuition/TDY Costs: The tuition and TDY costs for this training opportunity will be centrally funded by USAASC. The tuition cost is \$8,800.00 which includes the lodging costs, course materials and most meals while at the school in Charlottesville.

Following are the eligibility requirements:

- Civilian member of the AL&T Workforce.
- GS-14/15 or supervisory level equivalent grade within an Acquisition Demonstration Project or the National Security Personnel System.
- Certified at the level required for 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: Add the course to your IDP in CAMP/CAPPMIS at: <https://rda.altess.army.mil/camp/>. After the course is approved by your supervisor in your IDP, proceed to the Army Acquisition Professional Development System (AAPDS) tab in CAPPMIS. Once in the application module, click on the link for the Commercial Business Environment course and follow the instructions to submit your application.

Approximately 25 personnel will be competitively selected to attend this course offering. Selected personnel will receive an email notification message within approximately one week after the closing date of the announcement. The email notification message will include guidance for the submission of the training (Standard Form 182) and travel (DD Form 1610) 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.