

Retool and Get Back to Work.....

June 2011

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Chief Executive Officer
Center for Professional Studies

Agenda

What we are going to talk about

- Situational Analysis
 - Where are we and where are we going
- Develop Your Plan
 - What works for you with your specific skills and interests
- Show Me the Money
 - How can you acquire funding for this investment
- On the Job Application Experience
 - Demonstrate your skills without a job
- Network, Network, Network
 - Getting your story out there
- Develop your marketing plan
 - Key tools and techniques
- The Center for Professional Studies
 - What has worked for CPS students.

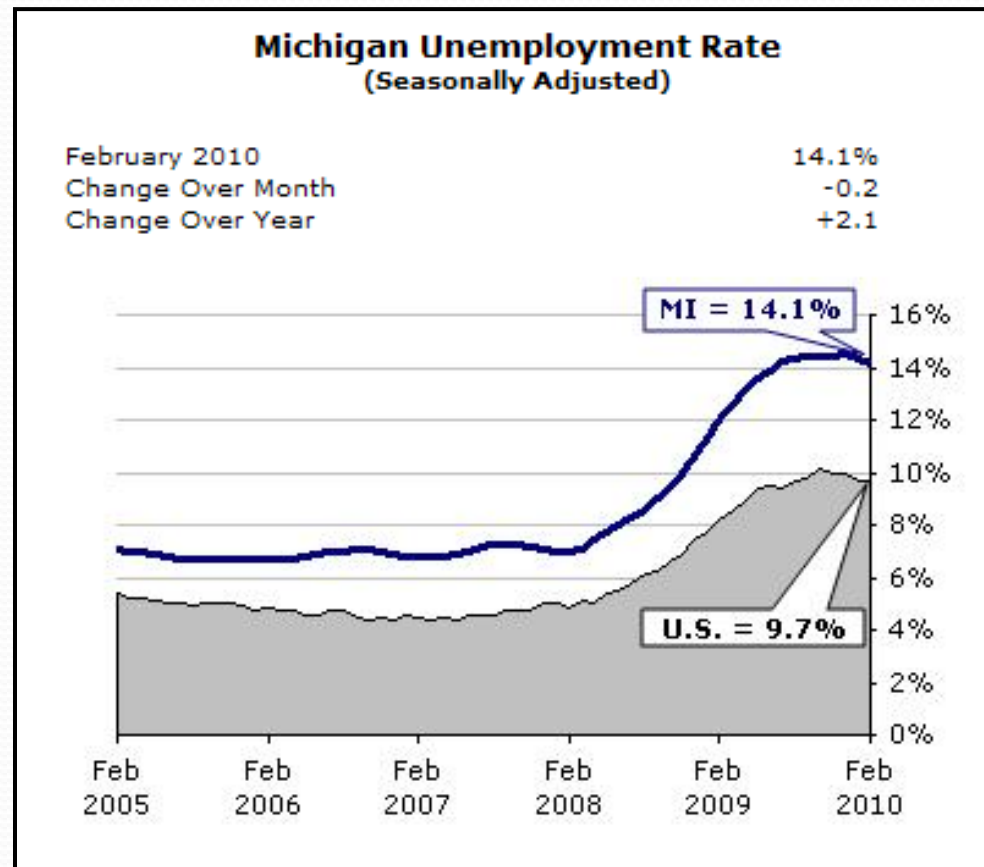
Situational Analysis.....

Where are we
and where are we going

Situational Analysis

Recent changes to the Michigan economy

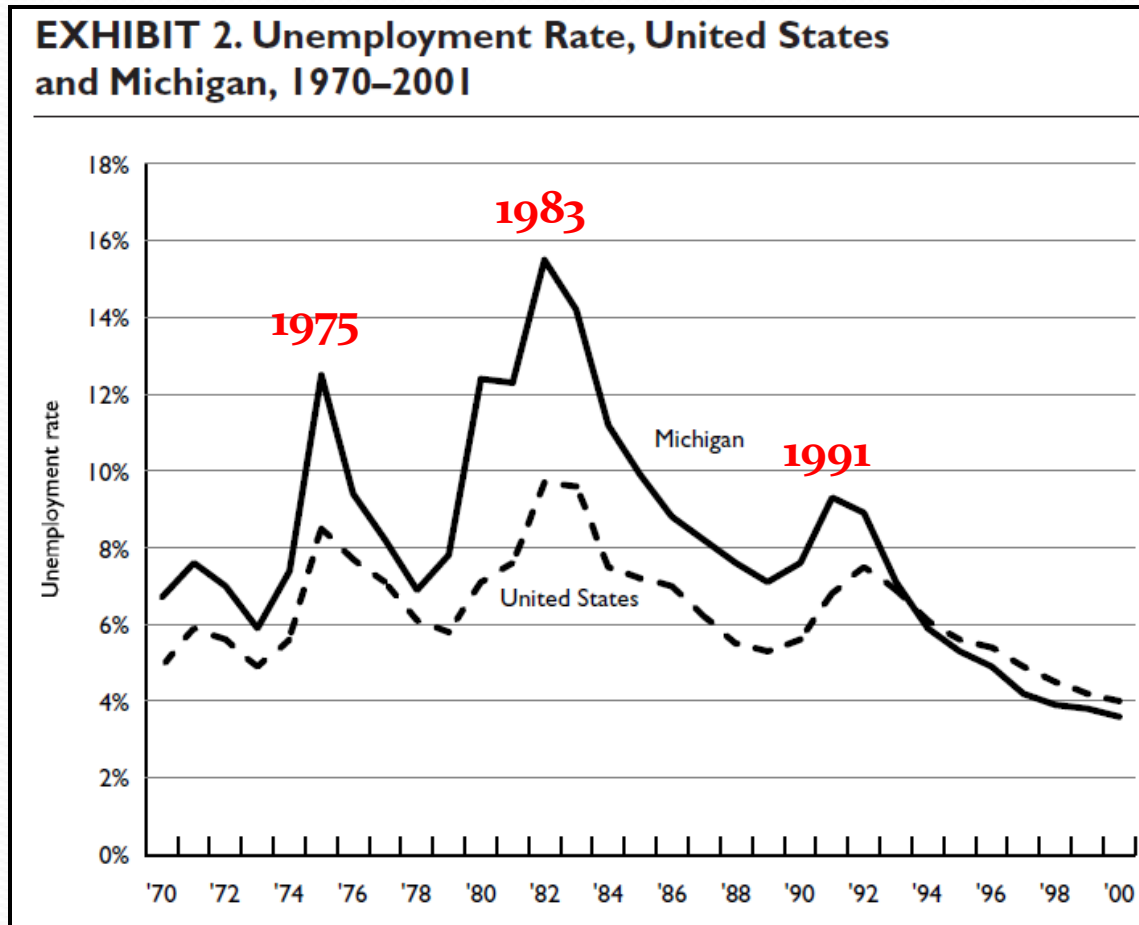
- United States at 9.7% unemployment rate
- Michigan at 14.1% unemployment rate
- Ford leveraged with loans
- General Motors bankruptcy
- Chrysler bankruptcy
- Multiple Tier suppliers bankruptcies
- Other employers impacted by the collapse of automotive jobs
- All companies have scaled back to a skeleton staff.



Situational Analysis

The past cycles of the Michigan economy

- 1975
 - Oil price skyrocketed
 - Impacted domestic auto industry
- 1983
 - Oil price skyrocketed
 - Impacted domestic auto industry
- 1991
 - Oil price rose
 - Impacted domestic auto industry.



Source: www.milmi.org

Situational Analysis

What changed in each of these comebacks

- 1975
 - Focused on developing fuel efficient cars and quality
 - Companies doing more with less employees
 - Large car sales returned and we did not fundamentally change
- 1983
 - Focused on developing fuel efficient cars and quality
 - Companies applying technology tools
 - Truck sales grew
- 1991
 - Focused on developing fuel efficient cars and quality
 - Companies outsourcing to low-cost countries
 - Truck sales returned and we did not fundamentally change.

Situational Analysis

Predictions of the 2010 – 2011 comeback

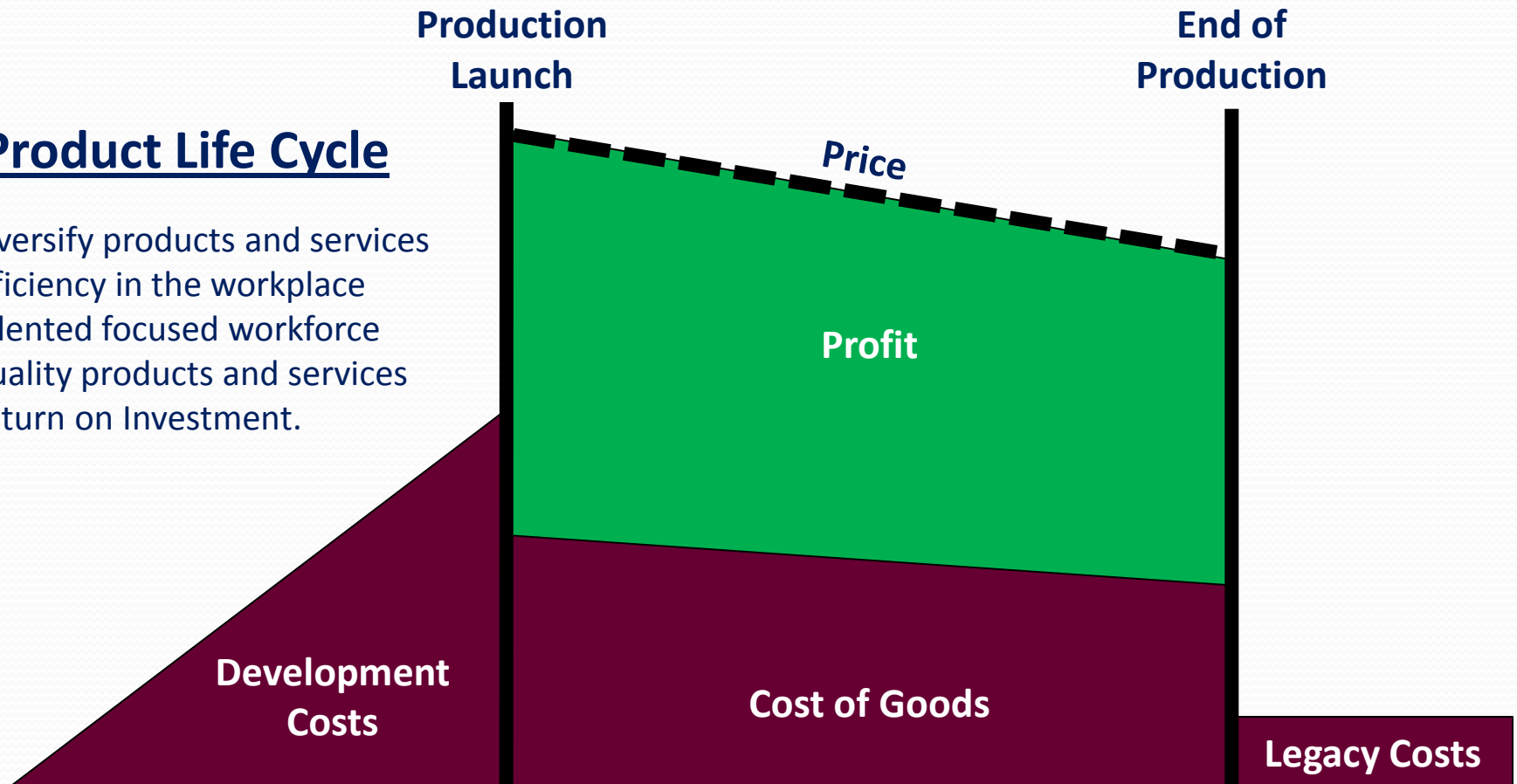
- Predicting the comeback is essential to your future employment
 - Get yourself ready with relevant skills where you can flourish
- Diversifying Michigan's economy
 - Manufacturing – what else can we make that is in-demand?
 - Services – what can we provide that adds value?
 - Healthcare – what can we do in this growing industry?
 - Film – what skills can you add to this volatile industry?
 - Alternative Energy – how can you be prepared?
 - Tourism – what can you do in this growing Michigan industry?
- Employers need to change
 - What are they going to do?
- Employees need to change
 - What should you do?.

Situational Analysis

Employers need to fundamentally change

Product Life Cycle

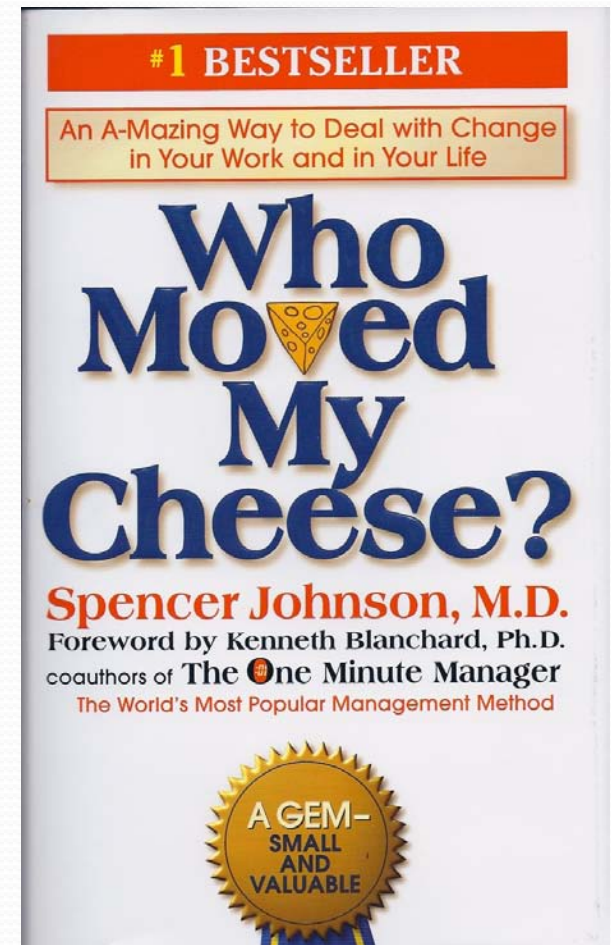
- Diversify products and services
- Efficiency in the workplace
- Talented focused workforce
- Quality products and services
- Return on Investment.



Situational Analysis

Employees need to fundamentally change

- Humorous story of how we deal with change
- Quick read to learn about ourselves
- 4 key characters and how they adapt to changing circumstances
 - Sniff – sniff out change early
 - Scurry – who scurries into action
 - Hem – who denies and resists change
 - Haw – who learns to adapt in time
- Whatever parts of us we choose to use, we all share something in common
- We need to find our way in the maze
- We need to succeed in changing times
- How do we find our way in change?.



Develop your plan.....

What works for you,
with your specific skills and interests

Develop Your Plan

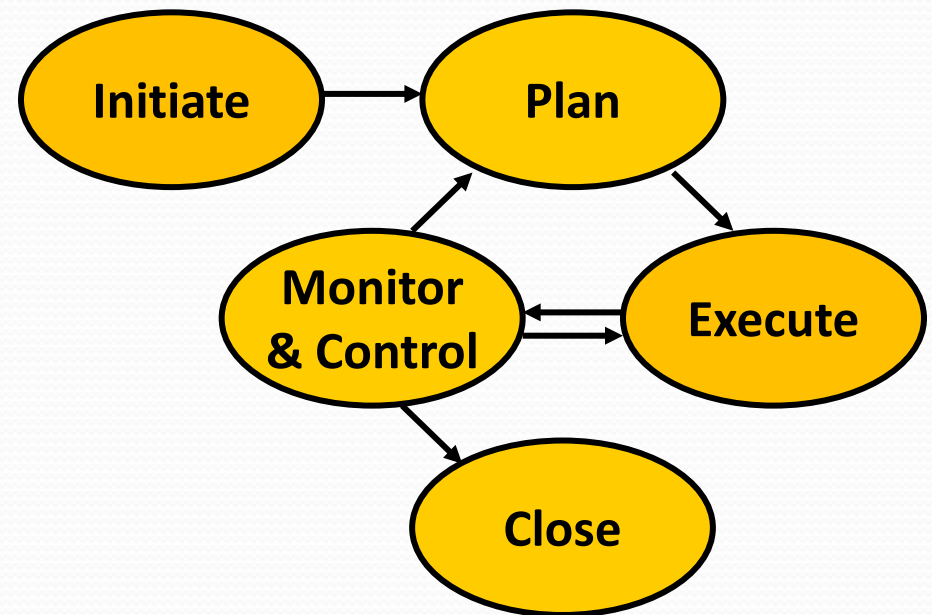
What is your correct path?

- There are no absolute answers
 - Every person has a different path
 - How do you develop your own personal plan?
- Define and evaluate your personal specific goals and objectives
- Define a specific plan that maximizes your strengths and interests
- You own the development of the plan for your future
- Personal pressure
 - Do you have the right plan?
 - Are you putting yourself in position to flourish in your next career?
 - You are betting your plan will provide for your family's future
- You need to make a decision and start down a path
 - If you do not make a decision, you just made a decision.

Develop Your Plan

Make this your project

- Project Management Institute
- www.pmi.org
- Managing your project through the process groups
 - Initiate
 - Plan
 - Execute
 - Monitor and Control
 - Close.



Develop Your Plan

Initiate your plan

Initiate

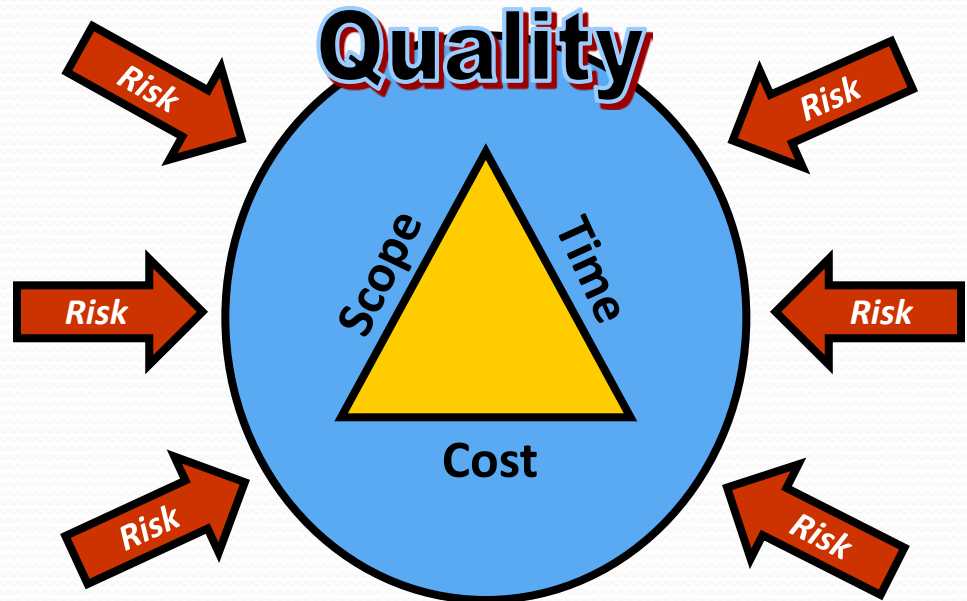
- SWOT analysis technique, the person in the mirror
 - Strengths – list what do you do best
 - Weakness – list what you struggle with
 - Opportunity – list what is evolving that fits your skills and interests
 - Threats – list what could mess up the plan, more change
- List the emerging industries that meet your goals and objectives
- Talk to friends and family about you and your formulating plan
- Seek out trusted seasoned mentors advice
- Network with your peers and understand their plan
- Listen to all of these voices
- Make your own decision.

Develop Your Plan

Detailing out your plan

Plan

- Scope
 - Industry and career chosen
 - Skills required
 - Key tasks required
- Time
 - Timing of the specific tasks
- Cost
 - What is the investment
 - Maintaining your commitments
- Quality
 - Certified recognized credentials
- Risk
 - Dynamic changes to environment.



Develop Your Plan

Executing my plan

Execute

- Scope
 - Industry and career chosen
 - Skills required
 - Key tasks required
 - Time
 - Timing of the specific tasks
 - Cost
 - What is the investment
 - Maintaining your commitments
 - Quality
 - Certified recognized skills
 - Risk
 - Dynamic changes to environment.
- **Attend career seminars**
 - **Attend industry shows**
 - **Obtain credentials**
 - **Make sure you complete the tasks on time**
 - **Control your investment budget**
 - **Maintain your personal budget**
 - **Join organizations around your credentials**
 - **Keep an eye on change, modify your plan.**

Develop Your Plan

What are the key metrics to watch?

Monitor
& Control

- Scope
 - Industry and career chosen
 - Skills required
 - Key tasks required
 - Time
 - Timing of the specific tasks
 - Cost
 - What is the investment
 - Maintaining your commitments
 - Quality
 - Certified recognized skills
 - Risk
 - Dynamic changes to environment.
- **When are the career seminars?**
 - **When are the industry shows?**
 - **Are these relevant credentials?**
 - **Make sure you complete the tasks on time**
 - **Are you on budget?**
 - **Are you obtaining the credentials?**
 - **What changes impact your plan?.**

Develop Your Plan

Completing my plan

Close

- Scope
 - Industry and career chosen
 - Skills required
 - Key tasks required
 - Time
 - Timing of the specific tasks
 - Cost
 - What is the investment
 - Maintaining your commitments
 - Quality
 - Certified recognized skills
 - Risk
 - Dynamic changes to environment.
- **Credentials obtained**
 - **How long did it take?**
 - **Were you on budget?**
 - **Credentials obtained**
 - **Market the new credentials.**

Show me the Money.....

How can you obtain funding
for this investment

Show Me the Money

Who is going to invest in my plan?

- The government has funding programs that will invest in you for retraining to help you get back to work
- You need to understand:
 - What type of funding programs are you eligible for?
 - Where does the money come from?
 - What the caseworker requires to justify the investment?
 - What are the rules and requirements of the funding?
 - What type of reporting is required during training?
 - What type of reporting is required after the training is completed?
- We are all taxpayers
 - We want to ensure our investments have a return
 - If you get back to work quickly, you get to pay taxes sooner
 - The government (us) gets a return on their investment.

Show Me the Money

Funding origination and regulations

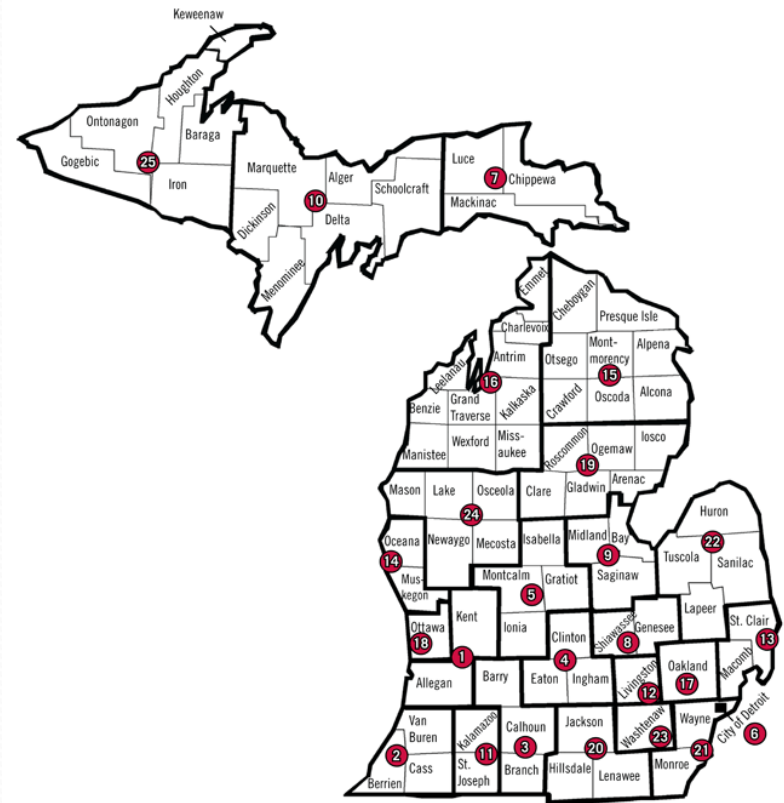
- Federal Department of Labor provides funding with regulations attached
- Lansing receives the monies with regulations attached
- Lansing distributes the money to the 25 different Workforce Development Boards (WDB) with more regulations attached
- These WDB non-profit organizations help the unemployed:
 - Unemployment benefits
 - Career counseling
 - Placement services
 - Training benefits
- Lansing requires regulations for distribution of these services and funds
- These 25 different Workforce Development Boards (WDB) allocate funding to each individual MichiganWorks! office with more regulations attached
- Each MichiganWorks! office adds their own regulations.

Show Me the Money

MichiganWorks! offices



- Where are they located
 - Throughout the State of Michigan
 - Website will list offices by county
- How do you choose a MichiganWorks! office to work with
 - You do not have to go to the one closest to your home
 - Find one that meets your needs
 - Ensure they will service you
 - Understand their processes
 - Understand their reporting info
 - Funding availability
 - Resources available at the office.



<http://michiganworks.org/agencies/map/>

Show Me the Money

MichiganWorks! offices



- Workforce Development Boards allocate funds to the MichiganWorks office
- Each of these MichiganWorks! office have different processes, justification and techniques to allocating funding
- They usually have caseworkers assigned and organized by the various funding programs they administer
 - Trade Adjustment Act (TAA)
 - No Worker Left Behind (NWLB)
 - National Emergency Grant (NEG)
 - Incumbent Worker (IW)
- The caseworker assigned to the client have to adhere to all regulations and procedure requirements of all funding sources
 - Federal, Lansing, Workforce Development Board (WDB) and MichiganWorks!
 - They have to have everything in order to be able to pass an audit.

Show Me the Money

The caseworker



- Must comply with all of the regulations from all funding sources
- Measured on the ability to pass an audit on each of these requirements
- They are subject to audits by each of the funding regulations:
 - Federal
 - State of Michigan
 - Workforce Development Board (WDB)
- They are focused on ensuring they are complying with all of the regulations
- They are handling more than 3 times the volume of cases
- Money is tight, due to low tax income
- Each MichiganWorks! office has been allocated specific money
- Many MichiganWorks! office have run out of money
- Money is flowing slower due to tight budgets.

Show Me the Money

The process



- Long delays at the MichiganWorks! offices
 - Long lines to obtain information and approval
- They are stuck in a process that is not efficient, but it is required by the various regulations they must adhere to
 - Application for acceptance
 - Documentation to verify compliance
 - Verification of skill level of candidate
 - Interest of candidate
 - Training plan of candidate
 - Path to employment of candidate
 - Local MichiganWorks! office approval of plan
 - Lansing approval of training plan
 - Federal approval of training plan.

Show Me the Money

Trade Adjustment Act (TAA)



- Overall rationale of program
 - The Federal government is willing to invest in unemployed individuals to develop in-demand skills, tools and techniques to help them adjust to a new trade since their current trade jobs have disappeared
- Funding source
 - Federal government
 - Website www.doleta.gov/tradeact/benefits.cfm
- Who is approved for this program
 - Each company is approved for TAA by location
 - Search website www.doleta.gov/tradeact/taa/taa_search_form.cfm
- What is the funding level
 - Up to \$30,000 in approved training
- Regulations
 - Federal funding program
 - Administered by the MichiganWorks! office.

Show Me the Money

No Worker Left Behind (NWLB)



- Overall rationale of program
 - The State of Michigan is willing to invest in unemployed individuals to develop in-demand skills, tools and techniques so they can get back to work
- Funding source
 - State of Michigan
 - Website www.michigan.gov/nwlb
- Who is approved for this program
 - Unemployed individuals collecting Michigan unemployment
- What is the funding level
 - Up to \$5,000 per year for a maximum of 2 years
- Regulations
 - State of Michigan funding program
 - Administered by the MichiganWorks! office.

Show Me the Money

National Emergency Grant (NEG)



- Overall rationale of program
 - The Federal government is willing to invest in unemployed individuals to develop in-demand skills, tools and techniques so they can get back to work
- Funding source
 - Federal government through administration by the State of Michigan
 - Website www.doleta.gov/neg/
- Who is approved for this program
 - Unemployed individuals collecting Michigan unemployment
- What is the funding level
 - Up to \$4,000
- Regulations
 - Federal funding program
 - Administered by the MichiganWorks! office.

Show Me the Money

Incumbent Worker (IW)



- Overall rationale of program
 - The State of Michigan is willing to invest in existing employees to develop skills that will help keep them employed or advance them within the organization
- Funding source
 - State of Michigan
- Who is approved for this program
 - Existing employees of current employers that can state a case to avoid layoffs or employee development leading to expanded skills and capabilities
- What is the funding level
 - Normally from \$30,000 to over \$100,000 per company training plan
- Regulations
 - Submittal of a training plan documenting the rationale of the training
 - State of Michigan funding program
 - Administered by the MichiganWorks! office.

Show Me the Money

Value Proposition

- To approve any funding event the caseworker must justify the investment
- Typical information they need to obtain approval
 - Why do employers need this career?
 - Is this career in demand and growing?
 - What specific skills, tools and techniques are required?
 - What credentials does the career require?
 - What is the data on the job openings in Michigan and Nationally?
 - What are the salaries in this career?
 - Who is going to provide the credential?
 - How does that provider stack up to the competition?
 - How long is the program?
 - How much does the program cost?
 - Summarize the value proposition of the selection.

Show Me the Money

What action should you take?

- You do not want to waste your time
 - Takes too long
 - Very frustrating due to paperwork and meetings
 - There is limited money
 - You will get a job soon, so why bother
 - You do not need this complication with all my personal pressures
- Maybe it is not a waste of time
 - Get started on the process for approval
 - Get to the approval point, then you wait for the money to hit
 - Makes you think about what you should be doing
 - Helps you develop your plan to regain employment
 - You can continue your studies if you get a job during classes
 - Remember, credentials last forever, jobs do not!.

On the Job Application Experience.....

Demonstrate your skills without a job

On the Job Application Experience

How do you show professional activity?

- Many professionals have been out of work around 1 year
- Not been active in any organization and skills are becoming fuzzy
- All the projects at home are now completed
- In a job interview it is hard to demonstrate recent professional activity
- What can you do?
 - Get involved in industry groups
 - Network with career groups
 - Attend many seminars and shows
 - Take classes to develop your skills
- In a job interview after taking these steps
 - You can talk about what you are doing to move forward
 - Show portfolio of work done during this time that applies
 - Busy people get things done!.

On the Job Application Experience

Expose yourself to new experiences



Network

Network

Network.....

Getting your story out there

Network, Network, Network

You have to change the way you think

Salary Range	Published Jobs	Unpublished Jobs
Over \$200k	5%	95%
\$150k to \$200k	10%	90%
\$101k to \$150k	25%	75%
\$50k to \$100k	50%	50%
Below \$50k	90%	10%

Network, Network, Network

Where do you spend your time looking?



Network, Network, Network

Why conventional methods no longer work

- HR Departments have been depleted
- Recruiters are swamped
- Job Boards are not maintained
- 50% of jobs are filled before they are posted
- The competition is fierce.

Develop Your Marketing Plan.....

The key tools and techniques

Develop Your Marketing Plan

Have an effective resume

- Have multiple resumes depending on the situation
 - Universal resume
 - A easily scanned resume
 - A quick response resume
 - Consider a functional resume over a chronological resume.

Use this large margin to hand write notes and personalize your resume to the specific situation.

Use a highlighter to emphasize areas of expertise you feel is pertinent to each situation.

JOHN DOE
123 Smith St.
Royal Oak, MI. 48073

SALES - OPERATIONS

Project Mgmt. / Budgets / P&L / CRM / Account Growth / Customer Relations / Talent Acquisition
Strategic Planning / Training & Development / Acquisitions / ISO / Multi-Site / Sales & Marketing

Drove millions in sales, managing all aspects of operations and business development for engineering, design and technical staffing services company. Launched new territories, secured key clientele and exceeded B2B sales goals. Trained and developed highly successful, cross-functional staff. Managed full P&L up to \$500,000 and staff of 25.

- Increased revenue \$10M, building new business in new geographic markets, with four new offices.
- Negotiated a strategic company acquisition, securing a prior competitor and increasing billable sales.
- Led procedure to successfully pass compliance audit and receive ISO certification.
- Drove \$5M in additional revenues in manufacturing market.
- Reached profit margin goals for new branch in 30 days, exceeding corporate goals by nine months.

Key Skills: Operations-oriented. A passion for leading and mentoring. Track record of delivering unprecedented results. Exceptional people skills. A track record of achieving 100% gives 100%. Analyzes situations rapidly and works well under pressure. Well respected, easily winning cooperation at all levels.

Bachelors, Economics, Oakland University, PMP trained

SELECTED ACCOMPLISHMENTS

Increased revenue \$10M, building new business in untapped markets, with four new offices. Company's sales revenues were primarily tied to the declining automotive industry, driving need to diversify customer base. Conducted market research and analysis. Led strategic sales/marketing and brand development campaign into new markets, including military, renewable/alternative energy and agriculture. Opened new offices in OH, TN, GA, and AL.

Negotiated a strategic company acquisition, securing a prior competitor, and increasing billable sales. A competitive staffing agency presented interest in selling customer agreements, established terms of purchase and presented to Board for approval.

Led procedure to successfully pass compliance audit and receive ISO certification. Due to market requirements, company began process of certification. Documented all facets of business activity and processes and procedures. Conducted start-up operations training. Oversee ongoing audits to ensure procedures and documentation accuracy.

Drove \$5M in additional revenues in manufacturing market. Challenged by the recession to increase manufacturing related sales, achieved 100% manufacturing and industrial development growth. Secured new sales with numerous manufacturing facilities throughout the United States, leading to significant increased sales.

Reached profit margin goals for new branch in 30 days, exceeding corporate goals by nine months. Parent company didn't have a technical office or business infrastructure to handle low margin national accounts in the Detroit market. Opened new territory in 30 days, managing all aspects of launch including development of Standard Operating Procedures which were adopted company-wide.

Develop Your Marketing Plan

Do's and don'ts of an easily scanned resume

- Use standard fonts (New Times Roman, Ariel, Calibri, etc..)
- Use 10 – 12 pt fonts
- Use separate lines for your contact information
- Keep your resume as a single column of information
- Use asterisks not bullets
- No graphics or pictures
- Avoid bold type, italics and underlining
- Use CAPS to emphasize data
- Use white paper.

Develop Your Marketing Plan

Get in the game

- Preparation is key
 - Looking for a job can be a full time job
 - Have a professional sounding email
 - Build your elevator speech
 - Research
 - Track your activity
 - Be positive.

Develop Your Marketing Plan

Execute your plan

- Identify growth companies
- Reach out to past colleagues
- Join associations and groups
- Attend networking functions
- Read industry blogs and news
- Continue to use job boards but don't rely on them.

Develop Your Marketing Plan

Helpful research websites

Google search

Individual company websites

LinkedIn

www.hoovers.com

company info including executives
similar to Hoovers

www.vault.com

Top 500 manufacturers in the US
news articles

www.industryweek.com

www.bizjournals.com

links to 2000 annual reports

www.reportgallery.com

news releases from 100's of companies

www.businesswire.com

Develop Your Marketing Plan

Military job posting boards

Air Force Civilian Employ	www.afpc.randolph.af.mil	Stars and Stripes	www.stripes.com
Air Force	www.af.mil	Today's Military	www.todaysmilitary.com
Air Force ROTC	www.afrotc.com	Transition Assistance	www.taonline.com
Air National Guard	www.ang.af.mil	US Air Force	www.airforce.com
Army & Air Force Ex	www.odin.aafes.com/employment/default.asp	US Army	www.goarmy.com/#/?marquee=sfbt&channel=haiti
Army Civilian Personnel	www.cpol.army.mil	US Army Reserves	www.goarmy.com/reserve/nps
Army National Guard	www.arng.ngb.army.mil/Pages/Default.aspx	US Coast Guard	www.uscg.mil
Army ROTC	www.goarmy.com/rotc	US Marine Corp	www.marines.mil/Pages/Default.aspx
Coast Guard Civilian	www.uscg.mil/civilianhr	US Navy	www.navy.mil/swf/index.asp
Military Spouse Career	www.military.com/spouse	US Navy Opps	www.navy.com
Military.com	www.military.com	Veteran Career Net	www.benefits.military.com/vcn/search.do
My Future	www.myfuture.com	VETJOBS.com	www.vetjobs.com
Navy Reserves	www.navyreserve.com	West Point	www.usma.edu

Develop Your Marketing Plan

Engineering job posting boards

A Job 4 Engineers	www.4engineers.co.uk	Engineer Employment	www.engineeremployment.com
A/E/C Job Bank	www.aecjobbank.com	Engineering Central	www.engcen.com
Aero Industry Jobs	www.aeroindustryjobs.com	Engineering Job Source	www.engineerjobs.com
Amer Design Association	www.adda.org	Engineering News-Record	www.enr.construction.com/Default.asp
Amer Institute of Chem Eng	www.aiche.org/CareerResources/index.aspx	EngineeringJobs.com	www.engineeringjobs.com
Amer Society of Ag Eng	www.asabe.org	Global Spec	www.globalspec.com
Amer Society of Civil Eng	www.asce.org	Industrial Engineer.com	www.industrialengineer.com
Amer Society of Mech Eng	www.asme.org/jobs	Institute for Electrical Eng	www.ieee.org/portal/site
Amer Society of Safety Eng	www.asse.org	Internet Engineering Center	www.interec.net
Boss & Associates	www.bossassociates.com	ISA Jobs	www.isa.org
CAD Job Mart	www.cadjobmart.com	Mechanical Eng Magazine	www.memagazine.asme.org
Career.com	www.career.com	Mechanical Engineer	www.mechanicalengineer.com
CareerMarketplace.com	www.careermarketplace.com	National Society of Prof Eng	www.nspe.org/index.html
CFD Online	www.cfd-online.com	Q C Employ Me	www.qcemployme.com
Chemical Engineer	www.chemicalengineer.com	Sales Engineer	www.salesengineer.com
Civil Engineering Jobs	www.civilengineeringjobs.com	Semiconductor Online	www.semicondutoronline.com
CIVIL jobs	www.civiljobs.com.au	Society of Auto Engineers	www.sae.org
Contract Job Hunter	www.cjhunter.com	Society of Women Eng	www.societyofwomenengineers.swe.org
Craigslist	www.craigslist.org/about/sites	Tech Employment	www.techemployment.com
Dice	www.dice.com	Telecom Careers Net	www.telecomcareers.net
EE Times	www.eetimes.com	The AEC Job Bank	www.aecjobbank.com
Electric Net	www.electricnet.com	WorldwideWorker.com	www.worldwideworker.com
ElectricalEngineer.com	www.electricalengineer.com	Yahoo! Hot Jobs	www.hotjobs.yahoo.com
www.cpspoly.com			

Develop Your Marketing Plan

Remember this mantra

Activity

Breeds

Activity.

Retool and

Get Back to Work.....

Questions?

The Center of Professional Studies.....

What has worked for CPS students

The Center for Professional Studies

History

- 1993 founded as a State of Michigan licensed educational and training institute
 - Focused on CAD and engineering tools and techniques
 - Certified by the software companies in all CAD tools
 - Conducted business and individual training
- 2002 expanded curriculum into many product development engineering tools and techniques
- 2008 business training market disappeared
- 2009 new business approach for the changing market
 - New majority owner of CPS
 - Reconfigured curriculum for certifications for the unemployed
 - Began training programs focused on getting them back to work quickly
- Over 7,000 students in over 400 companies have been trained since 1993.

The Center for Professional Studies

Overview

Programs Offered

- Designing Engineer
- Simulation / Test Engineer
- Program Management
- Lean Six Sigma Black Belt
- Business Management.

Unique Approach

- Partnering Company program
- Hands-On real life application
- Fast paced courses
- Certifications recognized in multiple industries
- Multiple certifications can be achieved
- Pro-Active job placement support
- Networking opportunities.

The Center for Professional Studies

Value Proposition – Designing Engineer

Focused on the technical professional who will be creating new products for multiple industries. This certificate represents the successful completion of all the key skills required to develop complex products in major industries.

Prerequisite:	Minimum of 5 years experience in developing products
Curriculum Leader:	Daryl Patrishkoff, PMP, CEO of the Center for Professional Studies 30 years in product engineering and management of global operations
Participants:	Executives, Directors, Managers, Supervisors, Product Engineers, CAE Analysts, CAD Designers, Technicians, Sales Professionals
Industries:	Automotive, Transportation, Specialty Vehicles, On-Highway, Off-Highway, Military, Aerospace, Energy, Ecology, Alternative Fuel Products, Medical Device Products, Consumer Products
Positions:	Product Designing Engineers in multiple industries who develop multiple types of products for production.

The Center for Professional Studies

Value Proposition – Simulation / Test Engineer

Focused on the technical professional who will be creating and refining new products for multiple industries. This certificate represents the successful completion of all the key skills required to analyze and validate complex products in all major global industries.

Prerequisite:	Minimum of 5 years experience in product development
Curriculum Leader:	Kevin Grenier, Senior Technical Specialist at LMS International 20 years in the Test and Hybrid Simulation engineering profession
Participants:	Executives, Directors, Managers, Supervisors, Product Engineers, CAE Analysts, Test Engineers, Sales Professionals
Industries:	Any industry that develops products, manufactures products, assembles products or provides a service to companies or consumers
Positions:	Technical Managers, Product Design, Test or CAE Engineers, Technicians who develop multiple types of products.

The Center for Professional Studies

Value Proposition – Program Management

Focused on the professional who manages complex programs from concept, design, validation, launch and continuous improvement stages of development. The PMP certification is globally recognized across as an effective way to manage the organizations key corporate initiatives.

Prerequisite:	Minimum of 8 years experience in managing projects
Curriculum Leader:	Daryl Patrishkoff, PMP, CEO of the Center for Professional Studies 30 years in product engineering and management of global operations
Participants:	Executives, Directors, Managers, Supervisors, Product Engineers, Manufacturing Engineers, Production Engineers, Analysts, Designers, Technicians, Program Managers, Product Specialists, Sales Professionals
Industries:	Any industry that develop products, manufacture products, assembles products or provides a service to companies or consumers
Positions:	Executives, Directors, Managers, Supervisors, Product Specialists and Program Managers that manage large complex projects.

The Center for Professional Studies

Value Proposition – Lean Six Sigma Black Belt

Focused on the professional who desires to attain a Black Belt certification which is recognized in multiple global industries. We provide a partnering company and project for your certification. Once certified, the candidate is globally recognized in all major industries as a change agent who can drive efficiency into the organization.

Prerequisite:	Minimum of 5 years experience
Curriculum Leader:	David Patrishkoff, President of Innovative Solutions Group 30 years in product engineering and management of global operations
Participants:	Executives, Directors, Managers, Product Engineers, Manufacturing Engineers, Production Engineers, Analysts, Designers, Technicians
Industries:	Any industry that develop products, manufacture products, assembles products or provides a service to customers
Positions:	Executives, Directors, Managers, Product Engineers, Manufacturing Engineers, Production Engineers, Analysts, Designers, Technicians.



THE CENTER FOR
PROFESSIONAL STUDIES

*Optimizing performance
by accelerating experience*

Key Contacts

Program Development

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248-505-7426

Funding Procurement

Dennis Cavitt
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Retool and

Get Back to Work.....