



The Consortium for Advanced Management International: Training Overview

Who we are:

CAM-I, the Consortium for Advanced Management-International, is an international non-profit consortium founded with support from the US Department of Commerce in 1972. CAM-I has converted years of research knowledge into training modules designed to enable organizations to improve their management practices. CAM-I's training is grounded in hands-on application of research gathered from application of management frameworks and tools within member organizations, working alongside knowledge partners and academia.

Over five decades CAM-I has trained over 60 organizations nationally and internationally. CAM-I is accredited with NASBA, and *training participants receive CPE or PMI credits* for every hour of participation. CAM-I is currently researching and developing training on environmental sustainability, artificial intelligence, digitalization, supply chain management, and value-driven organizations. However, the following training modules are immediately available:

Performance Management: CAM-I's standardized and integrated Performance Management Framework (PMF) is applicable to both private and public sector organizations. This training workshop (delivered in-person or on-line) demonstrates to attendees how to adopt a proven methodology for implementing CAM-I's Performance Management Framework (PMF) within your organization within days.

- **Duration:** ½ day or full day
- **Trained Organizations:** Bank of America, Barclays Bank, City of Rockhill, Dresser-Rand, Grant Thornton, King County, Pilbara Group, Royal Australian, The Boeing Company, Navy, US Department of Agriculture, US Navy, US Patent and Trademark Office, and Vion.

PMF made us think broader and deeper on our business processes and improvement methods.

Don Carlson, Bank of America

Closed Loop Planning and Budgeting: The Closed Loop activity-based planning methodology is applicable to all industry sectors to make costing, planning, and budgeting a mission-critical value-added process in your organization. By attending this training participants will learn details on CAM-I's closed loop planning and budgeting methodology and how it will

benefit their organization. Participants will gain conceptual knowledge and also be given opportunities to apply specific techniques through a combination of discussion, activities, and case studies.

- **Duration:** ½ day or full day
- **Trained organizations:** Grant Thornton, IBM, Royal Australian Navy, SAP, SAS Institute, The Boeing Company, and US Marine Corp.

Target Costing: Achieving cost targets in the current environment is becoming increasingly difficult. CAM-I's Target Costing training has helped organizations successfully develop products while maintaining targeted market share; in many cases achieving budget reductions in the millions of dollars, enhancing manufacturing processes, facilitating product customization, and increasing innovation, all while containing/managing costs and achieving cost targets.

- **Duration:** ½ day or full day
- **Trained organizations:** Airbus, Allied Signal, Caterpillar, Chrysler, Dresser-Rand, Eastman Kodak, Emerson, Harley-Davidson, Honda, IBM, Johnson Controls, Navistar, Permian Lite, Texas Instruments, The Boeing Company, Toyota, US Coast Guard, and Whirlpool.

Navistar improved from 25% to 40% the number of programs on-target, with a 15% increase in launched products achieving targeted cost and profit objectives, saving approximately \$25M.

Elaine Jones, Navistar

Value Analysis: CAM-I's Value Analysis training will provide participants with tools and techniques to identify what provides the greatest value to the customer so that they can focus their product development activities accordingly. Participants will learn how to identify what customers want and why they should strive to make sure that they appropriately allocate the cost of meeting each customer requirement.

- **Duration:** ½ day
- **Trained organizations:** Grant Thornton, Hitachi Capital UK, King County, Ministry of Defense (UK), Navistar, Pace International, Permian Lite, and Whirlpool.

Pace International's use of value analysis techniques highlighted an opportunity to create value for our customers and realize more margin.

Tim Clark, Pace International

Integrated Risk and Value Management: CAM-I's interactive, practical training is designed to help participants understand the risk-value framework, enterprise risk management, and how an organization can take on measured risk to maximize enterprise value. Attendees will explore CAM-I's risk-value framework, modifying existing thought and practice to enable their organizations to maximize value by optimizing risk.

- **Duration:** ½ day

- **Trained organizations:** Cherry Bekaert, Dresser-Rand, Grant Thornton, King County, Northgate (UK), Pace International, The Boeing Company, US Army, US Patent and Trademark Office, and Whirlpool.

King County's use of CAM-I's risk-value framework helped them design new risk tolerance models, apply a risk framework, and implant a risk culture to drive innovation and reduce costs.

Strategic Cost Management: The CAM-I Cross is considered the standard for the implementation of Activity Based Costing and it is widely used to transform organizations in both the public and private sectors to understand cost, its drivers, and optimize the cost/performance trade-off. Attendees will learn the theory of different costing techniques including activity-based costing, how to develop a cost model, and how it can be used to support effective decision making and to provide a deeper understanding of the relationship between organizational cost, organizational value, and increasing efficiency.

- **Duration:** ½ day or full day
- **Trained organizations:** Over sixty (60) organizations from a variety of sectors including manufacturing, service-based, and state, local, and federal government organizations.

CAM-I's training enabled successful implementation of a horizontal end-to-end process management pilot which resulted in 30% improvement in operations.

Alan Vercio, Barclays Bank)

Project Management: Roughly, two thirds of projects fail to achieve their scope, time, cost and or quality objectives. Effective project management is a core competency for professionals involved in various project roles. CAM-I's Project Management Essentials Workshop is designed to provide the fundamentals of project management to professionals who are expected to work on/or manage projects. This interactive training session will introduce participants to best practices of how to effectively manage projects through the complete project lifecycle.

- **Duration:** ½ day or full day
- **Trained organizations:** Apple, Applied Materials, AirBorn, Dell, GlemCo, Indeed.com, Michael and Susan Dell Foundation, Texas Department of Transportation, Texas Health and Human Services, University of Texas, and Voltabox.

Improving the Efficiency and Effectiveness in the Finance Function: This training will aid participants in creating a roadmap to improve the efficiency and effectiveness of their finance function. The training will discuss the target operating model, roles and processes, tools and techniques to increase efficiency and effectiveness, metrics to measure success, and the role and makeup of the finance function of the future.

- **Duration:** ½ day
- **Trained organizations:** BAE Systems, Grant Thornton, Ministry of Defense (UK).

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