



Academy and Specialty Offerings

*Headquarters: 207 Laurel Oak Lane, Ste. B
Davie, FL 33325
<https://www.cma-ent.com>*

954-476-3525 * info@cma-ent.com

Excursion Catalog

Categories

Select course offerings have HRCI Credits

Lean Six Sigma Series...

- Lean White Belt
- Lean Yellow Belt
- Lean Green Belt
- Lean Black Belt
- Lean Master Black Belt
- Lean Champion
- Lean Kaizens (A3 and 8D)
- Lean Business leader
- Lean Lockstep Program
- Lean Manufacturing/Operations
- CPI Lean Executive Master Class



Leadership Excellence Academy

- New Leaders Orientation
- Leaders Guiding Leaders Series
- Lean Champion
- Lean Business Leader
- CPI/Executive and Leadership Series

Practitioner's Master Class Academy

- Independent Practitioner Track
- Organization Practitioner Track

Entrepreneurship Excellence Academy...

- Entrepreneurship Excellence
- Lean Entrepreneur and Business Leader

Lean Project Management Academy

Includes case study and toolbox

Diversity and Inclusion

- Economics of KYC
- Diversity and Sensitivity Awareness
- Race Relations
- EEO Compliance
- Supplier Diversity

General Business Courses (ala carte modules)

CMA offers mini excursions that all our client/students focus on one specific area of interest as opposed to an entire series.

A la carte selection categories include...

- Organization Development
- Enterprise Risk Management
- Leadership
- Customer Relations
- Process Improvement
- Team Building
- Project Management
- Mentoring and Coaching
- Performance Improvement
- Financial Management
- HR Management and Compliance Issues
- Entrepreneur Development
- Board Governance
- Communication Skills
- Marketing Essentials

Other Program Services/Offerings include...

- Curriculum Development
- Case Study Customization
- E-Learning platforms
- Presentation Development
- Concierge Sessions
- Trainer Mentoring
- DiSC Assessment Tools
- Process/Performance Improvement Advisory Services

REQUEST A QUOTE :

Contact Gail Birks at 954-476- 3525 or

<https://www.cma-ent.com/lean->

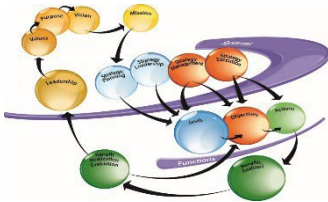


CMA Consulting and Advisory Universe



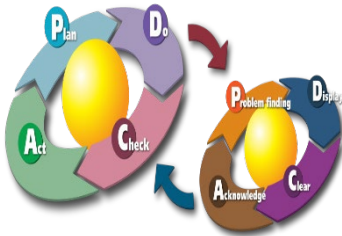
Enterprise Risk Management

Through the fact finding exercises that generate a holistic view of your organization, using 5 critical steps: Engaging Leadership, Stakeholder Dialogue, Creating a culture of accountability, Understanding “What Makes You Great!!!”, Sustainable is Not the EXCEPTION. the CMA Team will bring the cohesiveness needed to focus on **WHAT IS IMPORTANT FOR SUSTAINABLE SUCCESS.**



CMA Strategic Planning

Process We take a holistic look at your organization/community and how your **BOTTOM LINE** is impacted by its supporting cast. We use **an inside out/ outside in approach** to addressing your business pain points as well as the areas that should continue to be monitored for consistency and effectiveness.



(Process Improvement)

This process is used to identify **small improvement projects (a.k.a. KAIZENS)** that will give you some initial impact and connect to other areas that lead to global impact and ultimately organization and cultural transformation. “Plan Do Check Act was designed by Dr. W. Edward Deming, a Trailblazer in the field of Process Improvement and Enterprise Risk Management. It gives its users the accountability cycle for building sustainable success in small steps.

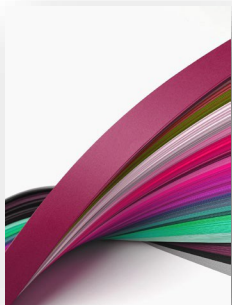
When used in the business sense and applied to the workplace, kaizen refers to activities that continually improve all functions, and involves all employees from the CEO to the front line workers.



Cost Allocation and Assessment Services

A product/service portfolio analysis provides a detailed picture of an organization’s profitability. Usually few products generate most of the company’s profitability, while most products contribute little, break even or destroy profitability. A detailed portfolio analysis should include:

- Evaluation of detailed product/service profitability
- > Strategic analysis of each product/service
- > Evaluate outsourcing opportunities
- > Analysis of the product/service cost structure
- > Evaluate make vs. buy product opportunities



Community and Economic Development / Capacity Building

The holistic approach to Community and Economic Development includes Planning Physical Space, Assess Traffic Patterns, Capacity Building for communities and organizations evaluating skills gaps and Fiscal Management /Forecasting. We also provide technical assistance for marketing and branding as deemed appropriate. Services include... Finding of Need Studies, Disparity Studies, Program development and management, Entrepreneurship coaching and capacity building

CMA/TBI Lean Six Sigma Training Universe



White Belt: Assists with process mapping (8 hours)
HRCI Continuing Ed Credits: 8 Credits



Yellow Belt: Front line Team Members handle The data collection (16-20 hours)
HRCI Continuing Ed Credits: 13.75



Green Belt: Recommend Yellow Belt Certification but not a requirement
Lead Teams, focus on analysis (64 hours) HRCI Continuing Ed Credits: 54.5 Credits



Black Belt: Must be a Certified Green Belt Practitioner
Solutionists, Lead Teams, Train and Coach green and Yellow Belts (80 hours) HRCI Continuing Ed Credits: 92.35 Credits



Master Black Belt: Must be a Certified Black Belt Practitioner
Oversees Project teams and associated Team dynamics, functions as Coach to other levels (100-120 hours)



Other Certificate Training



Champions take responsibility for Six Sigma implementation across the organization in an integrated manner. (Organization Leaders hip) – (16 hours)
HRCI Continuing Ed Credits: 13 Credits



Lean Business Leader/Entrepreneur: For the Business Leader who must be able to speak the language of their corporate and government clients in order to close the deal. (3.5 days)
HRCI Continuing Ed Credits: 28 Credits



Lean Practitioner (Kaizens): Run your own projects with the tools that will assist you in mobilizing project teams, project management, handoff and monitoring for sustainable integration (A3 Kaizens – 23.5 Credits; 8D Kaizens – 31.5 Credits)



Lock-step Program: For the Company who is on an accelerated timeline to transform your culture, this is for you. In **6-8 months**, our candidates will **go from yellow to black belt**. If you seek your **master black belt designation**, it is **12-15 months**. See above HRCI Credit reference.



TPS – A Lean Approach: This training focuses specifically on the principles and tools used in this universe of “Lean Manufacturing” as created by Mr. Toyoda and Mr. Ohno. This Lean Course, while originating in the manufacturing climate is not just for professionals in that industry. The tools and critical thinking can translate across industry lines. (3.5 days)



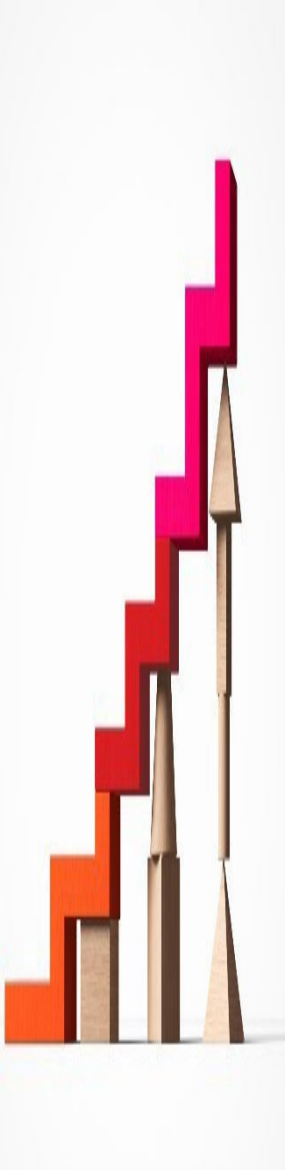
Lean Project Management: The training will introduce all of the key elements of Project Management in accordance to the body of knowledge with emphasis on the core methods and analytical tools that are important to sustainable and successful project management (PM) with a “taste” of Lean Six Sigma.
HRCI Continuing Ed Credits: 6.75 Credits



Outcomes – Driven Contracting Supply Chain Management and Acquisition Designed to assist the Organization’s Leadership and Front Line (general workforce) in guiding their respective teams and sometimes the customers on how to maximize their acquisition experience. Attendees will be exposed to the key fundamentals of serving the most important person to your company...THE CUSTOMER, however that is defined.

3 – Tiered Approach to Strategic Planning

Planning Engagements can be customized to accommodate the organization's requirements for growth planning. The three (3) tiers are separate engagements but give you the opportunity to drill down as deep as you deem your attainable goals require.



Tier 1	<p>This is a basic strategic planning that answers the questions for emerging organizations...</p> <p>"This is who we are."...</p> <p>"This is what we are striving to become"... and</p> <p>"These are the core goals we want to achieve this year and beyond."</p>
Tier 2	<p>The approach and methodology is meant to bring a more holistic approach to an organization in growth mode in need of building a more robust plan to include...</p> <p>"Staff and Leadership composition requirements"...</p> <p>"Programs/Initiatives/Products offered (to be)..."</p> <p>"Understanding what is Critical to Quality" ...</p> <p>Level 1 scope of planning</p>
Tier 3	<p>Designed for enterprise-wide planning. This toolbox investigates:</p> <p>"Risk and Organization Hazards (internal and external)"...</p> <p>"Performance/Success Metrics"</p> <p>"Gap and Trends Analysis"...</p> <p>Level 1 and 2 scope</p>

CMA/TBI Lean Project Management Universe



PM Fundamentals, An Overview - 1-day : The duration for our course is 1 day or 8 hours for classroom sessions and up to 30 days for online excursions. The training will introduce all of the essential elements of Project Management in accordance to the body of knowledge with a “taste” of Lean Six Sigma. **HCRI Credits: 7.25 (Business)**

PM Body of Knowledge - 2-day : The duration for our course is **2 days or 16 hours for classroom sessions** and up to **60 days for online excursions**. Participants will understand the concepts and methodology of Project Management, Strategic Thinking, and how it links with managing organizational goals.



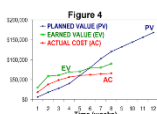
Agile Management Foundations Course – 2 days: We have designed an Agile Journey that is a mirror to the Lean Kaizen A3 Model for you. **HRCI Credit: 15 (Business)**



Hybrid Project Management Fundamentals Course – 3 days: Participants will be able to apply: Methods for translating the voice of the customer into the voice of the business/initiative, Methods for mobilizing an initiative from a to z, Building the execution and monitoring plan, Methods for improving and controlling the project management process and promoting “out of the box” thinking and continuous improvement for sustainable project success. **HRCI Credit: 18.0 (Business)**



Project Risk Management Course – 1 day: Typically facilitated as an integral part of the Hybrid or Fundamentals Courses, the Project Risk Course is designed to provide a more concentrated assessment for the Project Manager of the project or initiative’s critical paths and/or vulnerabilities however defined. **HRCI Continuing Ed Credits: 7.50 (Business)**



Earned Value Management – 1 and 2 day Course availability: The duration for our course is 1 and 2 days equivalency for the sessions The training will introduce the key elements of Earned Value Management (EVM) in accordance to the Project Management (PM) with a “taste” of Lean Six Sigma and Agile. The course is facilitated in simulation format. **HRCI Credit: Pending**



Project Controller – 1 day: This course is typically an integral part of the Hybrid and other Project Management Excursions offered by CMA. The segments used in designing this course reflect the overall monitoring and management of a project and the creation and use of a project journal. **HRCI Credits 7.50 (Business)**

OTHER PM EXCURSIONS



Lean Practitioner (Kaizens): Run your own projects with the tools that will assist you in mobilizing project teams, project management, handoff and monitoring for sustainable integration. A3 and 8D Kaizen project timeframes vary by project. Tool Introduction Sessions – 1 to 3 days.)



Outcomes – Driven Contracting Supply Chain Management and Acquisition Designed to assist the Organization’s Leadership and Front Line (general workforce) in guiding their respective teams and sometimes the customers on how to maximize their acquisition experience. Attendees will be exposed to the key fundamentals of serving the most important person to your company... THE CUSTOMER, however that is defined.

CMA/TBI Leadership Academy

First Time Supervisors – An Orientation (2 – 4 hours) This session provides practical insight into creating your new leadership pathway to success. Takeaways include:

LEADERS

- Tools to use in your daily activity as a leader *Heightened awareness when attempting to build rapport with your staff/crew, peers and managers, etc. *Confidence in yourself as a new leader
- *The formal expectations that apply to your new career assignment **HRCI General Business/HR Credits**

Pending

LEADERS GUIDING LEADERS FOR SUSTAINABLE SUCCESS

(six – 4 hour sessions) This interactive Leadership series is designed to (re)introduce the soft skills as well as technical capabilities that are meant to ensure a leader regardless of your level is properly prepared. The sessions bring insight and a carefully designed toolbox for your organization's leadership.

- Topics include... Leadership Readiness * Managing Conflict * Building Trust * Performance Metrics * Time Management * Effectively Serving Your Customer **HRCI General Business Credits are available**



• OTHER LEADERSHIP EXCURSIONS

- We work with you to customize your journey... whatever your level of leadership experience.
- Leadership Academy – Track I This academy is for the manager/supervisor who is now “thrown” into the ranks of leader. The ideal candidate for this academy is someone who is new to management, recently promoted or less than three (3) years in a leadership role. You choose the topic that best fit your needs. The series is scheduled to be 3-7 days over a period of 3 to 6 months. It is also available online and in blended learning format.
- Leadership Academy – Track II The Leadership Academy II is designed for the Mid- and Senior level manager who oversees divisions, departments and/or corporations. It is designed to help this
 - individual script their conversations when moving strategic goals forward... removing silos and building inclusive decision - making cultures... and most important broadening their own perspectives on leading in a sustainable manner. This series is structured to be 3-5 days over a 3 to 6 month timeframe.
- Lean Champion - This 2 day course equivalency is designed to assist the Organization Leadership, Process Owners and/or Key Stakeholders in guiding their respective teams and sometimes the individual members on how to maximize their resources in a Lean Business Environment. From a management oversight perspective, the Champions will learn to utilize customized lean six
 - sigma assessment tools that will help them to understand their own management styles as well as shape group culture for sustainable success and organization growth.
- Board Governance and Accountability (.5 -1 day) Ultimately, the Board is responsible for managing the risk of the enterprise. This training session focuses on raising the awareness of the governing body when it comes to protecting the organization from the “noise that tends to infiltrate its walls and discussions. This course is designed to provide the introducing the basics of Enterprise Risk
- Management for Board using best practices from a Practitioner's perspective.
- Lean Business Leader This training even focuses on the Entrepreneur in today's Business Environment to who must be able to speak the language of their corporate and government clients in order to close the deal. This 4 day course (online equivalency) is designed to assist emerging and seasoned business leaders in growing their businesses and divisions and their effectively managing their workforce.



CMA MASTER CLASS INSTITUTE

ORGANIZATIONAL/INDUSTRY TRANSFORMATIONIST (Five Sessions – approximately 54 hours)



It took three decades to get to this point. And we decided that it was time to share our recipes for success with you. Regardless of your career position or path, we want you to have the **RIGHT TOOLS** in your **TOOLBOX**.

"MASTER CLASS" helps you to build your professional services business case with **SUSTAINABLE SUCCESS SOLUTIONS** by showing you "how to" build your own brand. It is a "HOW TO" EXCURSION and shows you the **UNWRITTEN RULES OF THE GAME IN MEETING YOUR ORGANIZATION AND PROFESSIONAL GOALS**.

Make it Your Business to Know The Business!!! Your Clients will love you for it.

Organization Continuous Process Improvement (CPI) Teams 2.0 Series

The Business Teaming environment has changed and is becoming more fluid and entrepreneurial. The quest for sustainable success in Business and Industry is a priority regardless of the core specialty. We help you to **RE-ALIGN** your organization's team value proposition for **INCLUSION AND PRACTICALITY** by showing you how to build your own strategies for the greater good. It is a "HOW TO" EXCURSION.

Make it Your Business to Know The Business of Performance Excellence!!!

Excursion Durations

Kaizen Tool introduction classes – 1-3 days

A3 Kaizens projects - 2-6 months (9 sessions) **A3 Kaizens – HRCI 23.5 Credits**

8D Kaizens Projects – 4-6 months (10 Sessions) **8D Kaizens – HRCI 31.5 Credits**

(CPI) Executive/Champion Master Class Series

Leading organization transformation for sustainable success has taken on an entirely different framework. At CMA, we understand that formula and have created CPI/Executive and Leadership Excursions. Leaders will learn the language of Lean Performance Excellence from an Oversight perspective. This philosophy integrates itself into your script when coaching for Sustainable Success and Ongoing Transformation in your organization.

- Track One: 3 days/equivalency - The Readiness Factor and DiSC Assessment 3.25 HRCI Credits
- Track Two: 3-6 month equivalency
 - Leaders Guiding Leaders for Sustainable Success (6 modules – 3.25 HRCI Credits each)
 - Managing Continuing Process Improvement (CPI)
 - A3 General Improvement (oversight) – 23.5 HRCI Credits 9-10 Sessions
 - OR**
 - 8D Risk Management Assessment (practitioner/team approach) – 31.5 Credits 10-12 Sessions





For more information visit

[CMA COACHING SERVICES | U.S. | CMA ENTERPRISE INCORPORATED \(cma-ent.com\)](http://CMA COACHING SERVICES | U.S. | CMA ENTERPRISE INCORPORATED (cma-ent.com))
 or info@cma-ent.com

DiSC Classic and Legacy Products

DiSC Classic 1.0 Profile
DiSC Classic 2.0 Profile
DiSC Classic 2.0 Plus Profile
DiSC Classic Facilitator Report
DiSC Classic Group Culture Profile
DiSC PPSS (Personal Profile System Software) on EPIC
<ul style="list-style-type: none"> • General Characteristics Report
<ul style="list-style-type: none"> • Relating to People and the Environment
<ul style="list-style-type: none"> • Strategies for Creating a Positive Relationship
<ul style="list-style-type: none"> • Strategies for Managing
<ul style="list-style-type: none"> • Approach to Managing Others
<ul style="list-style-type: none"> • Approach to Selling
<ul style="list-style-type: none"> • Strategies for Sales Management
Personal Listening Profile
<ul style="list-style-type: none"> • Profile
Team Dimensions Profile
<ul style="list-style-type: none"> • Profile
<ul style="list-style-type: none"> • Group Report
Time Mastery Profile
<ul style="list-style-type: none"> • Profile
<ul style="list-style-type: none"> • Group Report

Everything DiSC

Everything DiSC 363 for Leaders
<ul style="list-style-type: none"> • Everything DiSC 363 for Leaders Coaching Supplement
Everything DiSC 363 for Leaders Facilitator Report
Everything DiSC Facilitator Report
Everything DiSC Group Culture Report
Everything DiSC Management Profile
Everything DiSC Productive Conflict Profile
<ul style="list-style-type: none"> • Productive Conflict Interactive Guides (Set of 25)
Everything DiSC Sales Profile
<ul style="list-style-type: none"> • Everything DiSC Sales Customer Interaction Map
<ul style="list-style-type: none"> • Everything DiSC Team View
Everything DiSC Work of Leaders Facilitator Report
Everything DiSC Work of Leaders Facilitator Group Report
Everything DiSC Work of Leaders Profile
Everything DiSC Workplace Profile

Entrepreneur Excellence Academy



LEVEL I – ENTREPRENEURSHIP EXCELLENCE ACADEMY (6 to 10 sessions)

First Time or Emerging Independent Business Professionals require a road map that helps in your transition from traditional business/military service/education environment/outourced situations. The CMA Entrepreneur Excellence Program is an experience that “walks you through the unwritten rules of engagement.” So, you are prepared to address most situations that arise on this new chapter of your career. Topics include:

- Understanding the Realities of Being Your Own Boss... The Other Side of Business
- Creating that Roadmap for Sustainable Success
- Financial Management... Your Personal Plan and Your Business Plan
- Business Contracts and Agreements
 - Bid Preparation, Negotiations and Debriefs
- Human Resource Administration
- Marketing with a Cause
- Maximizing Technology in your business
- Strategic Partnerships

Level II - LEAN BUSINESS LEADER ACADEMY HRCI Credits – 28 Credits

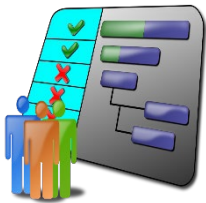


This training even focuses on the Entrepreneur in today’s Business Environment to who must be able to speak the language of their corporate and government clients in order to close the deal. Additionally, structuring your own organizations in a manner that is efficient and sustainable.

This 3-4 **day course** is designed to assist emerging and seasoned business owners in growing their businesses and their workforce. It has been designed for Business Leaders with at least five (5) years or more of experience. Topics include...

- The Voice of the Customer/Business
- Understanding Your Maturity and Capability Levels
- Heightening awareness of Time and Resource Waste
- Supply and Demand Forecast Modeling
- Building a Balanced and Sustainable Scorecard
- Building and Marketing Your Brand
- Creating a sustainable personal and business financial plan

FUNDAMENTALS OF PROJECT MANAGEMENT - HRCI Credits: 7.25 (Business)



As a business leader, entrepreneur or an independent professional, having the skill of effectively managing a project is critical to everyone’s success. **PM Fundamentals, An Overview - 1-day** : The duration for our course is **1 day or 8 hours for classroom sessions** and up to **30 days for online excursions**. The training will introduce all of the essential elements of Project Management in accordance to the body of knowledge with a “taste” of Lean Six Sigma. Topics include...

- Methods for translating the Voice of the Customer into a feasible project scope
- Building the execution and monitoring plan
- Methods for Improving and Controlling the Project Management Process and promoting out-of-box thinking and continuous improvement

2 day sessions are also available.