

# TPMG Competency Based Leadership Education

Preparing Emerging Leaders



## The Advanced Management Program (AMP)

*Designed for emerging leaders rising into positions of significant responsibility, The Advanced Management Program (AMP) is a miniMBA curriculum that teaches the essential skills and knowledge of strategy, finance, operations and leadership.*

TPMG Education Services  
Helping You Make It Happen!

# The Need for a miniMBA

High potential employees emerging from their technical functions urgently require strong business acumen, sound judgement and effective people skills to grow and succeed. Entrepreneurs and small businesses leaders may not have the time nor the opportunity to complete a university MBA program. This is where the AMP becomes a valuable asset to both the emerging leader and the company where he/she works.

AMP: The Right Fit at the Right Time



## What You Can Expect

The AMP accelerates the leadership development process by providing an exceptional opportunity for both personal and professional growth; one that empowers promising young managers to think strategically, manage cross functionally and lead with confidence.

Collaborating with accomplished peers, guest speakers from top companies, and a TPMG Leadership Coach, AMP participants will acquire the leadership skills and business acumen to grow and succeed at higher levels of responsibility. While immersed in the AMP, participants will learn to:

- Evaluate a company's performance by analyzing its financial statements and recognizing important strengths and red flags
- Translate corporate and business unit strategies by understanding industry and market forces
- Learn how to transform operational capabilities into more productive assets to create and sustain exceptional value
- Advance personal leadership skills to build and lead a high-performance culture
- Apply new approaches to work with and through others to systematically deliver favorable results and positive outcomes
- Improve critical thinking skills in order to make sound judgments, good business decisions and solve problems
- Become a very skilled presenter and communicator

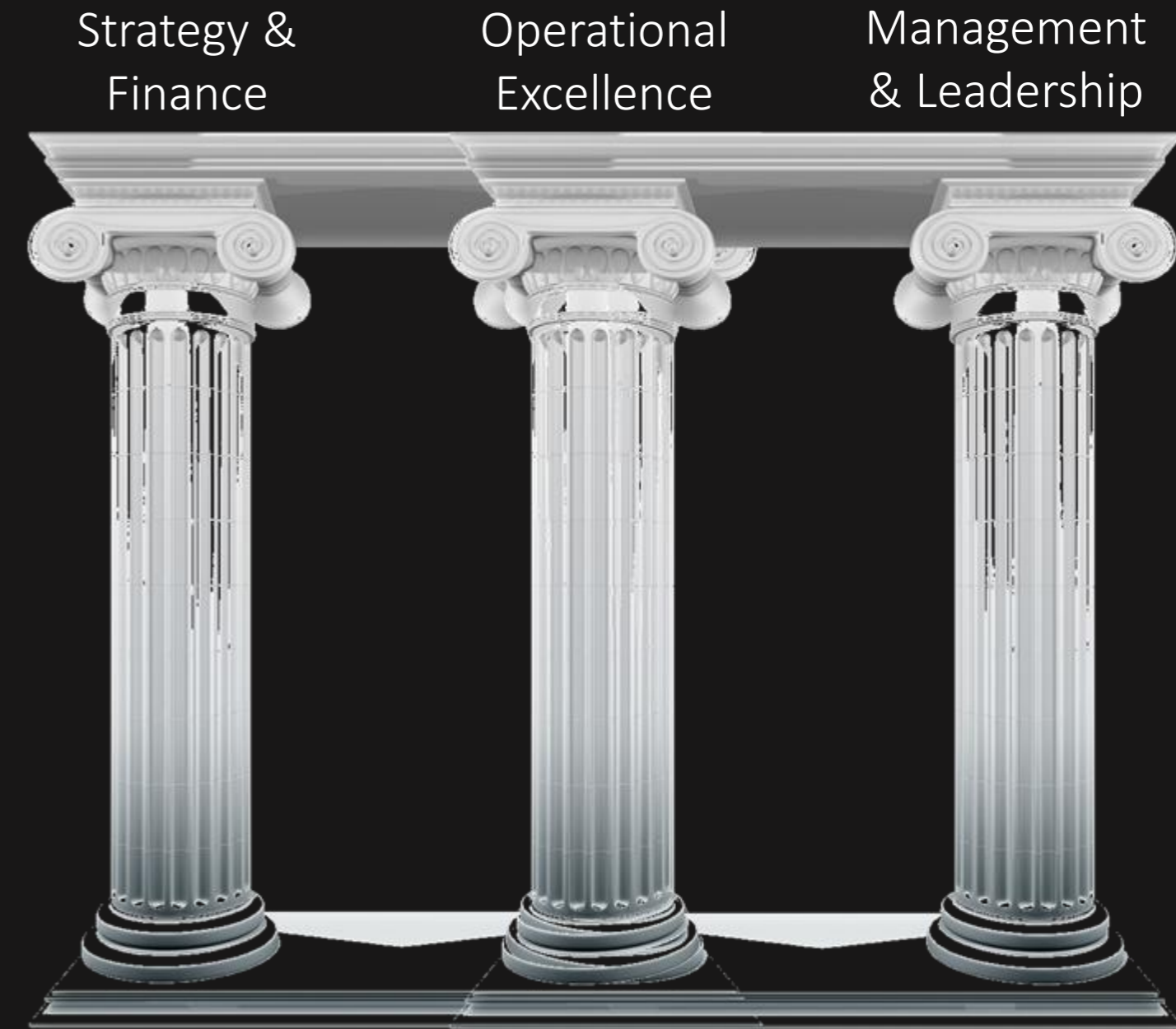
# Program Content and Structure

For one week a month, spread across 3 months, cohorts participate in adult learning activities such as the case method, small group exercises, as well as leadership workouts for active learning and reflection.

## Week 1 Module: Strategy & Finance

- Learn the environmental pressures driving companies toward managing strategy
- Know the kind of internal and external data to analyze in order to develop a proper strategy
- Understand the nature of corporate planning and types of strategies a firm can adopt
- Learn and apply the role of senior leadership in managing strategy
- Learn to draw conclusions about a firm's capacity to create and sustain shareholder value
- Conduct analyses of income statements, balance sheets and cash flows.
- **Analyze the adequacy of company operations to generate and sustain profitability**
- Evaluate a company's ability to service its short-term debt and long-term obligations

## The Tree Pillars of Success



# Program Content and Structure

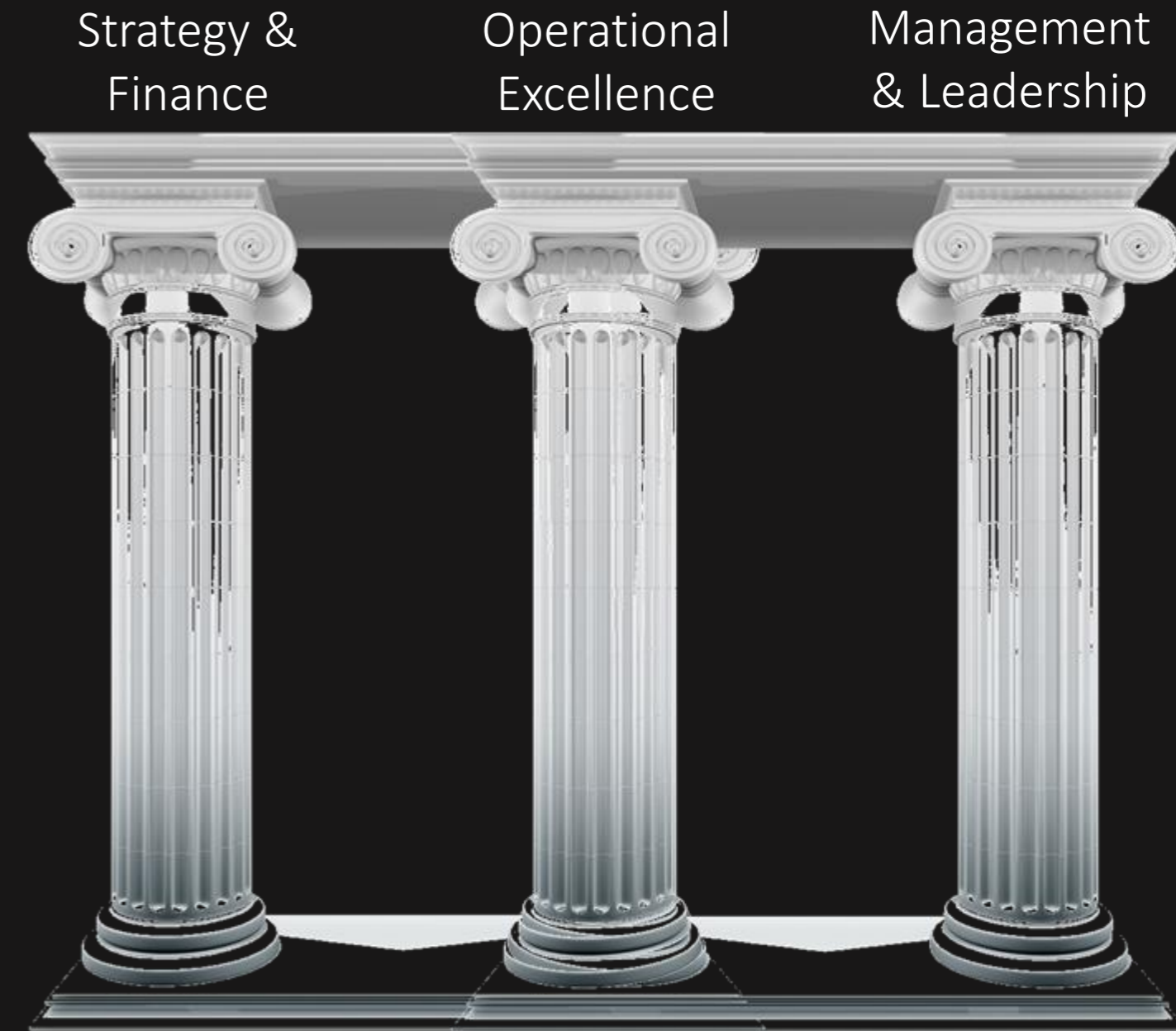
## Week 2 Module: Operational Excellence

- Learn a systems approach to technology, structures and organizational design
- Select, use and examine various work flow analysis tools, e.g., value stream maps, cross functional process maps and flow charts
- Understand and apply the principles and applications of Lean Management
- Apply Activity Based Costing (ABC) to measure and improve the cost of significant activities

## Week 3 Module: Management & Leadership

- Construct a leadership system that focuses action on strategy, work systems and results
- Measure, analyze, review, and improve organizational performance by using data and information at all levels and across functions.
- Understand people and their motivations, examine employee performance in new ways, and develop creative solutions for performance problems
- Plan, prepare and execute efficient and productive meetings

## The Tree Pillars of Success





## Who Should Attend

### I. Come as an individual

You're a seasoned leader ready to take the next step to work strategically across functions.

### II. Come as a team

You're tasked as a team to accelerate your organization's strategic priorities and strengthen current business performance.

## Preparing Emerging Leaders

The Advanced Management Program is designed for developing leaders rising to upper - middle and senior leadership roles in a company. It also provides technical supervisors and specialized senior managers with the business acumen and sound judgement needed to succeed and advance. Who should attend?

1. Managers, Senior Managers and Directors who have been identified as emerging leaders in a company's succession plan
2. Employees promoted from a high level individual contributor to a management and leadership role
3. Professionals with an average of 5 to 7 years' supervisory and management experience or leaders with at least 3 years in a position involving clear cross-functional and P&L responsibility
4. Technical Functions: IT, FIN/Acc, Engineering, Purchasing, Compliance, MKT/Customer Service, Sales and Healthcare
5. Entrepreneurs and professionals in small businesses who neither have the opportunity nor resources to enroll in a university MBA program.

## Cohort Sessions

For one week a month, spread across 3 months, AMP participants benefit from cutting edge adult learning activities that include the case method, small group exercises, as well as leadership workouts for active learning and reflection.

# Competency Based Leadership Education

The Advanced Management Program is part of TPMG's Competency Based Education platform. Those who successfully complete the program will not only receive TPMG's AMP Certificate of Completion but will also be awarded Continuing Education Units (CEUs). The Continuing Education Units awarded are nationally recognized units designed to provide a record of an individual's continuing education accomplishments.

## Upcoming Sessions

### Cohort #1: Phoenix – AMP #1 2019

Module 1: Strategy & Finance 4/1 – 5/2019

Module 2: Operational Excellence 5/6-10/2019

Module 3: MGT and Leadership 6/10-14/2019

Location: Phoenix, AZ

### Cohort #2: Silicon Valley – AMP #2 2019

Module 1: Strategy & Finance 4/29 – 5/3/2019

Module 2: Operational Excellence 6/3-7/2019

Module 3: MGT and Leadership 7/15-19/2019

Location: San Jose/Santa Clara, CA

### Cohort #3: Seattle – AMP #3 2019

Module 1: Strategy & Finance 8/12 – 16/2019

Module 2: Operational Excellence 9/23-27/2019

Module 3: MGT and Leadership 10/21 - 25/2019

Location: Seattle, WA

### Cohort #4: Atlanta – AMP #4 2019

Module 1: Strategy & Finance 7/29 – 8/2/2019

Module 2: Operational Excellence 8/26-30/2019

Module 3: MGT and Leadership 9/30 – 10/4/2019

Location: Atlanta, GA

<http://www.helpingmakeithappen.com/amp-download.html>

## Program Fees:

Fees: \$7,500 per participant

*Note: Program fees cover tuition, books, and case materials.*

*Team offer: customized team solutions and special pricing available on demand*

## For More Information:

Contact TPMG Education Services

P.O. Box 44989

Phoenix, Arizona 85064

Phone: +1.623.643.9837

Email: [AMP@helpingmakeithappen.com](mailto:AMP@helpingmakeithappen.com)



## Program Cancellation Policy

- More than 30 days' notice: 0% Cancellation –0% Transfer Fee
- 14 to 30 days' notice: 30% Cancellation – 15% Transfer Fee
- Less than 14 days' notice: 50% Cancellation –25% Transfer Fee

No refunds will be given if withdrawal is made after the start of the program. Qualified substitutes for registrants can be accommodated in advance with written notice.