

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.

How CAM-I differs from other training organizations:

CAM-I is not your traditional training organization, our training products are based on years of robust applied research and delivered by trainers with significant hands-on experience in their subject matter fields. More specifically:

- Our training modules are delivered by subject matter experts who have worked in the field and implemented the methodologies and frameworks being trained at numerous companies.
- Training content is based on decades of cutting-edge research by CAM-I and its member organizations.
- Training sessions are engaging and hands-on, with significant opportunities for participants to raise real world issues and challenges.
- CAM-I leadership and trainers will meet with organizations prior to a scheduled training session to tailor the course to the organization's needs, making the experience more relevant and engaging for participants.
- CAM-I is NASBA accredited, and all attendees receive continuing professional education (CPE) credits that can satisfy numerous professional bodies' requirements for continuing education.
- Participants are requested to bring their challenges to the training session for discussion and most training sessions will dedicate the final hour of training to solving participants challenges.

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- Post-training, all participants will have access to their trainers to address needs and answer additional questions.

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:

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. Attendees will gain conceptual knowledge and 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, Parcel Force, Royal Australian Navy, Ralston Foods, SAP, SAS Institute, Sun Microsystems, The Boeing Company, US Marine Corp and US Patent and Trademark Office.

Customer Profitability: Organizations continue to use outdated methods to calculate customer profitability. With a clear focus on customer satisfaction that includes diversity of product offerings and delivery methods, the understanding of customer profitability is now mission critical for all businesses. Research on this topic shows that "150% of economic profit comes from only 20% of customers". This workshop will give you the tools and capability to radically improve on this statistic.

- **Duration**: ½ day or full day
- **Trained organizations**: Blue Cross Blue Shield; CHN Capital; FedEx Services; John Deere; Marriott Intl; Wachovia

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)

Performance Management: CAM-I's standardized and integrated Performance Management Framework (PMF) is applicable to both private and public sector organizations. This training workshop demonstrates to attendees how to adopt a proven methodology for implementing CAM-I's 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 Navy, The Boeing Company, US Department of Agriculture, US Navy, US Patent and Trademark Office, and Vion.

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

Don Carlson, Bank of America

Power BI Training: This hands-on training is designed to help attendees understand how to use Power BI to incorporate the power of visualization into their Business Intelligence. Topics covered include connecting to and preparing data, simplifying, organizing, and working on data sets to create reports, dashboards, analytics and visual formatting.

- **Duration:** ½ day or full day with hands-on exercises
- **Trained organizations:** US Army, Diamondback Energy and multiple other mid-sized organizations.

Project Management: Roughly, two thirds of projects fail to achieve their scope, time, cost, 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.

Activity Based Costing and Management: The CAM-I Cross is considered the standard for the implementation of Activity Based Costing and is widely used to aid both public and private sector organizations in understanding cost, its drivers, and to optimize the cost/performance trade-off. Attendees will learn the theory of different costing techniques, 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 increased 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

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

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- **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 or full day
- **Trained organizations**: Grant Thornton, Hitachi Capital UK, King County, Ministry of Defense (UK), Navistar, Pace International, Permian Lite, The Boeing Company, US Airforce, 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

Using Digital Twin of the Organization to develop future business models:

Participants in this training will learn the basics of Digital Twin of the Organization (DTO), an emerging technology applying digital twin concepts to the business rather than to objects. Validated DTO models can be used with AI as a Scenario Advisor to quickly evaluate future conditions to greatly assist with strategic decision making. The training provides case study examples for discussion purposes.

Duration: ½ day or full day

Trained organizations: Crosbys Foods, Surrette Batteries, Next Generation Manufacturing Association.

Six Sigma: CAM-I's 8-hour Six Sigma Yellow Belt course builds a strong foundation in process improvement for team members and process project contributors. Aligned with the Six Sigma Body of Knowledge, it introduces DMAIC, variation reduction, and quality tools. Through hands-on activities, participants develop practical skills to support data-driven decisions, contribute to improvement efforts, and foster operational excellence.

- **Duration:** 1 day (½ day without simulation exercise)

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- **Trained Organizations (all curriculum, or portions thereof):** US Marine Corps, US Navy, US Department of the Interior, US Department of Energy, and AMTRAK

This course really is an impetus for critical thinking; it made me think about a number of things that we do, and how to improve them.

USMC Officer, Marine Corps Recruit Depot, San Diego, CA

Supply Chain Management: The modern supply chain is increasingly volatile, deeply interconnected, and rapidly evolving. This interactive workshop is designed to ground participants in the essential domains of supply chain management while addressing the urgent shifts brought on by global volatility, digital transformation, and artificial intelligence (AI). Through a blend of fundamental theory, real-world case studies, and hands-on activities, participants will learn how to transition traditional linear operations into resilient, technology-driven value networks.

Duration: 1 day

Trained Organizations: Various

MS Co-Pilot for Project Management: This course is designed to prepare participants to understand what Copilot is and how it can be used within the context of Project Management. It covers copilot fundamentals, prompting engineering, use for planning, risk management and for execution, monitoring and reporting. It also covers advanced workflow and integration and automation. It also explains how Copilot supports PMI-aligned project processes, drafting project charters including work breakdown structures. The training covers generation of dashboards, reports and risk analysis.

Suitable for any level of audience, team leaders, practicing project managers, PMI staff seeking hands on experience.

- **Duration:** half day or full day or half day
- **Trained Organizations:** United States Marine Corps Logistics Command.

Digitalization: Organizations today face mounting pressures to stay relevant and competitive in a fast paced, tech-driven landscape. While “digitization” is a buzzword, many efforts fall short due to lack of strategy, misalignment with business goals, and failure to address cultural and technical readiness. Traditional approaches—like simply automating tasks or implementing technology without a roadmap—often fail to deliver meaningful outcomes. A proven approach is to use a structured framework to evaluate where digitization creates disproportionate value. Effective digitization isn't just about converting analog to digital—it's about leveraging digital technologies to transform operations, create value, and align with strategic goals.

Duration: half day or full day

- **Trained Organizations:** Various.

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Artificial Intelligence: This training course explores the world of generative and agentic artificial intelligence. Learn the components of an AI workflow and how they come together to generate content and automate tasks throughout your organization.

- **Duration:** half day
- **Trained Organizations:** Various

Capacity Management: Define capacity in the context of operational planning and cost measurement. Too little capacity results in longer service times for customers or an inability to deliver customer demands. Too much capacity results in uncompetitive cost structure. Too little and too much drive customers to competition. Capacity drivers that have a different decision process should not be combined; when they are combined, value in the decision process is compromised.

- **Duration:** half day
- **Trained Organizations:** Various

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