

FLEETWHIZ™

DECISIONMAKING TOOLS

Advanced Fleet Business and Master's Degree Manager Certifications Seminar Textbook

FleetTextBooks.org Library™
Management Textbook MDC 62

INTRODUCTION TO THE ADVANCED FLEET BUSINESS AND MASTER'S DEGREE MANAGER CERTIFICATIONS PREREQUISITE SEMINAR

Introduction: The information presented in the *Advanced Fleet Business and Master's Degree Manager Certifications Seminar and Seminar Textbook* focuses on major themes and concepts discussed in the Professional, Advanced and Master's Degree Manager Certification Textbooks and includes a detailed "roadmap" for achieving world-class fleet–shop–parts–fuel financial and operational performances. There are private- and public-sector seminars and seminar textbooks available. The Advanced Fleet Business and Master's Degree Manager Certifications Seminar costs \$300 to \$750 depending on cosponsors' pricing policies.

Remarks:

1. The *Advanced Fleet Business and Master's Degree Manager Certifications Seminar* overview is presented in the following illustration.

Illustration – **Advanced Fleet Business and Master's Degree Manager Certifications Seminar Covering Business–Fleet–Shop–Parts–Fuel Management Overview**

1. Attendees: Open to all practicing fleet–shop–parts–fuel managers and wannabes
2. Seminar options: Private-sector manager-oriented or public-sector manager-oriented
3. Presenter: Mr. Kelly Walker, Professional, Advanced and Master's Degree Certifications designer, author and instructor
4. Length: 2 days and 16 hours of intensive instruction, a 1-day option is available.
5. Handout: The *Advanced Fleet Business and Master's Degree Manager Certifications Seminar Textbook* is an 1-volume, 30-section, 260-topic, 700-page overview of the complete Professional, Advanced and Master's Degree Manager Certification Textbooks and includes a detailed "roadmap" for achieving world-class financial and operational performances.
6. Locations: North America
7. Dates: Attend 1 *Advanced Fleet Business and Master's Degree Manager Certifications Seminar* 1 time. There are over 4 seminars held per year.
8. **Advanced Fleet Business and Master's Degree Certifications Seminar Completion Certificate** is provided.
9. Others: Usually, includes 2 lunches and breaks
10. Advanced Fleet Business and Master's Degree Manager Certifications prerequisite: All Advanced and Master's Degree Certification candidates must attend 1 *Seminar* 1 time and read completely the *Seminar Textbook*.

INTRODUCTION TO THE ADVANCED FLEET BUSINESS AND MASTER'S DEGREE MANAGER CERTIFICATIONS PREREQUISITE SEMINAR

Remarks: Continued from the previous page.

2. The 2-day *Advanced Fleet Business and Master's Degree Manager Certifications Seminar* agenda is presented in the following illustration. The seminar covers the 1-volume, 30-section, 260-topic and 700-page *Seminar Textbook*.

Illustration – Advanced Fleet Business and Master's Degree Manager Certifications Seminar Covering Business–Fleet–Shop–Parts–Fuel Management Overview

Day 1 Seminar Agenda Focuses on Business–Fleet–Shop–Parts Management Skills.

1. Why Will Fortune 500® Decisionmakers Embrace and Government, Utility and Family-Owned Business Decisionmakers Resist the New Fleet–Shop–Parts–Fuel Models?
2. Structure the Fleet–Shop–Parts–Fuel Functions as a Separate Corporation or Enterprise. Apply Fortune 500® Company Business Model Practices.
3. Select Optimum Business–Fleet–Shop–Parts–Fuel Management Models.
4. Apply 20 Benchmarks With Over 100 Performance Measures to Improve Business–Fleet–Shop–Parts–Fuel Management Financial and Operational Performances.
5. Apply Accounting, Finance, Credit Evaluation and Opportunity Costs to Decisionmaking Processes.
6. Compute, Manage and Maximize Bonding Capacity, a Marketing Function.
7. Apply Over 25 Decisions to Reduce Capital and Operating Budgets by 25% in 12 Months!
8. Select Optimum Vehicle and Equipment Builds With a Focus on Increasing Utilization Via Versatility.
9. Implement World-Class Vehicle–Equipment–Fleet Rental Chargeback Systems.
10. Apply Over 50 Asset Funding Options to Gain Usage of Vehicles and Equipment With and Without Incurring Owner-Of-Record Costs, Risks and Liabilities.
11. Implement World-Class Vehicle–Equipment–Fleet Disposal Strategies and Used Vehicle–Equipment–Fleet Acquisition Strategies.

INTRODUCTION TO THE ADVANCED FLEET BUSINESS AND MASTER'S DEGREE MANAGER CERTIFICATIONS PREREQUISITE SEMINAR

Remarks: Illustration continued from the previous page.

Illustration – Advanced Fleet Business and Master's Degree Manager Certifications Seminar Covering Business–Fleet–Shop–Parts–Fuel Management Overview (cont'd)

Day 1 Seminar Agenda Focuses on Business–Fleet–Shop–Parts Management Skills.

12. Get in Compliance With All Compliance Controlling Authorities' Laws, Rules and Regulations. Avoid Lawsuits.
13. Implement The New Shop Management Model Redesigned, Reengineered and Restructured to Solve Long-Term Technician Shortages and Disinvestments in Noncore Functions.
14. Implement The New Parts Management Model Redesigned, Reengineered and Restructured to Solve Long-Term Parts Personnel Shortages and Disinvestments in Noncore Functions.
15. Implement Purpose-Built, Near-Real-Time Fleet–Shop–Parts–Fuel Management Software.

Day 2 Seminar Agenda Focuses on Integrating Asset–Shop–Parts–Fuel–Employee–Supplier Management Skills.

16. Implement the New Fuel Management Model Redesigned, Reengineered and Restructured to Minimize the True-Cost of Fully-Loaded Gallons of Fuel. Eliminate Tethered Costs.
17. Implement the New Field Shop Services Management Model Redesigned, Reengineered and Restructured to Solve Long-Term Technician Shortages and Disinvestments in Noncore Functions.
18. Integrate and Optimize Fleet–Shop–Parts–Fuel Functions and Achieve World-Class Productivity, Financial and Operational Performances.
19. Compute the 12-Step Fully-Loaded Labor Rate for Technicians and Tradesmen Using World-Class Computation Methodologies.

INTRODUCTION TO THE ADVANCED FLEET BUSINESS AND MASTER'S DEGREE MANAGER CERTIFICATIONS PREREQUISITE SEMINAR

Remarks: Illustration continued from the previous page.

Illustration – Advanced Fleet Business and Master's Degree Manager Certifications Seminar Covering Business–Fleet–Shop–Parts–Fuel Management Overview (cont'd)

Day 2 Seminar Agenda Focuses on Integrating Asset–Shop–Parts–Fuel–Employee–Supplier Management Skills.

20. Cope Effectively With Shop–Parts Skills Shortages. Implement the 18-Step Technician and Parts Personnel Recruit–Retain–Develop Strategy.
21. Compute Optimum Fleet–Shop–Parts–Fuel Staff Levels Using 18 Benchmarks.
22. Make Optimum Shop Labor Insource–Outsource Decisions.
23. Apply Over 70 Labor Funding Options to Gain Usage of Technician and Tradesmen Labor With and Without Incurring Employer-Of-Record Costs, Risks and Liabilities.
24. Maximize Warranties, a Financial and Operational Risk Management Tool.
25. Maximize Performance Guarantees, a Financial and Operational Risk Management Tool.
26. Apply Negotiations to Reduce by 10% to 30% Fleet–Shop–Parts–Fuel Costs, Risks and Liabilities.
27. Apply World-Class Mobile Asset and Labor Management Practices to Construction and Maintenance Work Crews,
28. Apply Proven Change Implementation Strategies to Highly-Resistant Construction and Maintenance Work Crews, a Case Study.
29. Structure-In Control Over Achieving World-Class Employee Financial and Operational Performances.
30. Apply Remote GPS Tracking and Onboard Monitoring and Messaging to Manage Mobile Work Crews and Fleet Assets.

Seminar Review With Action Plan

**ADVANCED FLEET BUSINESS AND MASTER'S DEGREE
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