



**W. P. Carey
School of Business**

**Arizona State
University**

Workforce & Professional Development at W.P. Carey

Rob Buelow

Program Director

AZNext


Workforce Development Partnership

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Business Development Director

**Executive Education and
Corporate Partnership**





Program Areas

- Advanced Manufacturing
- Cybersecurity
- Information Technology
- Data Analytics

Training Goals

- New Talent
- Upskilling
- Reskilling

Targeted Participants

- Unemployed and underemployed
- Veterans, military spouses, and transitioning service members
- Incumbent workers
- High school graduates
- Community college students
- ASU students

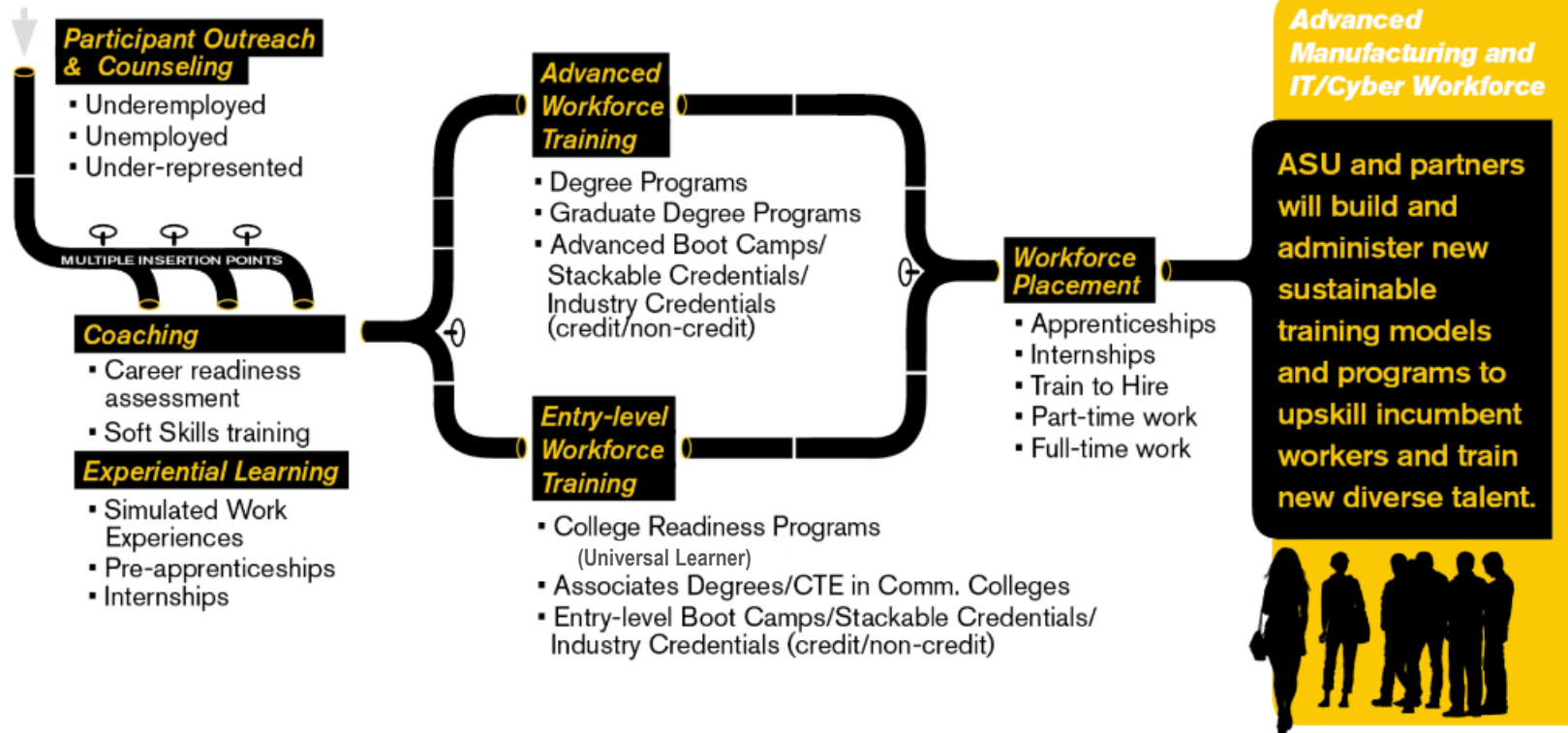


AZNext

Workforce Training Accelerator Partnership

U. S. Department of Labor-sponsored program developing sustainable workforce training infrastructure, paid internships, apprenticeships, train-to-hire programs, boot camps, and simulated work experiences intended to create talent solutions to meet industry needs.

Program Design



This opportunity enables us to build a pipeline to the future workforce faster

AZNext's Value

Building the training infrastructure to meet the workforce challenge

- **Directly Address Talent Gaps** - Build rather than buy talent through sustainable, beneficial pipelines
- **Reduce Training Costs** - Leverage AZNext curriculum and available funding sources
- **Enhance Your Workforce** - Train for skills you need now and add value for employees



Current AZNext Offerings

IT/Business Technology Training Focus

Featured:

FinTech AI Academy Offered through our Partner Synapse Labs, this innovative course will introduce you to Next-Generation Artificial Intelligence & Machine Learning tools developing essential skills to succeed in the finance and technology workplace. You will learn Applied AI & ML as well as critical soft-skills that hiring leaders are looking for (e.g., Critical Thinking & Problem-Solving, Communication, and Collaboration skills) through a real-world problem-solving experience.

Applied Business Data Analytics Certificate In this program you will explore the applications and techniques used to streamline business processes and decision-making with data. You will understand how to collect, organize, and analyze large sets of data, discover patterns and other useful information, and leverage your findings to achieve a competitive advantage in any industry or field. The course will lead to a certificate in applied business data analytics. This credential will provide you with the tools to launch a dynamic career with global potential, in a world increasingly ruled by data.

ASU Salesforce Developer Academy Salesforce is the leading Customer Relationship Management platform used by thousands of companies to track interactions with customers, streamline processes, monitor sales and generate important business reports. In the last 12 months, nearly 3 million jobs were posted that required Salesforce skills. Participants in this program will learn how to become a certified Salesforce Developer under the guidance of ASU faculty, industry experts and consultants.

Business Readiness for Veterans Program for senior military personnel wanting to enter the technology or manufacturing professional world. It is designed to improve and expedite service members transition into business/professional environments. Focus is on understanding the military to business differences in the key areas of; Communications, Organization, Administrative/legal, and Human Resources, Business Finance and Accounting, Business Technology and Information Security

Business Analysis Fundamentals – IIBA Entry Certificate in Business Analysis Program You'll learn the core knowledge needed in order to pass the IIBA Entry Certificate in Business Analysis (ECBA) exam. The certificate credential is required by many employers who are seeking to fulfill IT Business Analyst roles within their organizations. IT Business Analysts bridge the technical and business sides of the organization to design, develop and deploy digital technologies..

Cybersecurity Hands on Problem Solving (CHOPS) Our goal in developing this course is to address the current and future cybersecurity talent pipeline with certified knowledge and demonstrated skills. We worked with cybersecurity professionals to design a curriculum that will prepare you for a role in a security operations center.

Anaplan Certified Model Builder Cloud Based Enterprise management platforms are critical to modern business. They are the tools that allow companies connect strategic, financial and operational planning together to manage their sales, marketing, supply chain and workforce. People trained in administering and developing these software tools are in high demand across multiple industries. Anaplan is one of the fastest growing planning and performance management platforms. This course, offered through our partnership with Anavate Partners, will give you training needed to achieve the Anaplan Certified Model Builder Certificate preparing you for an exciting career developing customized Anaplan solutions for companies.

For Full List Go To – [AZNext.pipelineaz.com](https://aznext.pipelineaz.com)

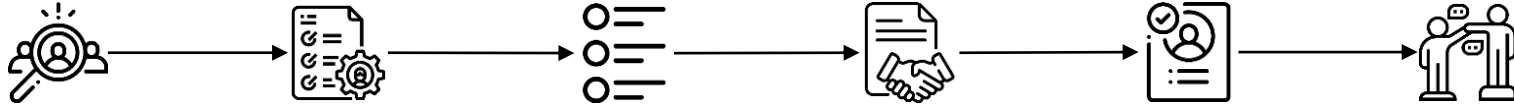
Additional Options

Three offerings for professionals who have no background in accounting but who wish to beef up their accounting skills and credentials:

- **Universal Learner Course**
 - Introduction to Financial Accounting (ACC 231)
 - Fully online course available to anyone (including non-ASU students)
 - Introduction to financial statements and using financials to make decisions
 - Fully adaptive (go at your own pace, based on your readiness to advance to the next topic)
- **Post-Baccalaureate Program**
 - Designed for those with an undergraduate degree, but not in accounting
 - Take 8 different accounting classes covering financial accounting, cost accounting, tax, etc.
 - No prior knowledge assumed or needed
 - Courses available online or in-person
- **Pathway to Master's Programs**
 - Shorter, 4-course sequence designed to prepare anyone for a graduate program in accounting
 - Pathway courses can be completed in as short as one summer
 - Online and in-person options available for Pathway courses
 - Leads to either Master of Accounting and Data Analytics (MACC) or Master of Taxation and Data Analytics (MTax) program
 - Each master's program is a 1-year program

Begin Developing the Solution

Collaborate with ASU to find the solution that works best for you



Identify Target Gap(s)

Review current or future talent gaps that your organization seeks to address through an innovative training program

Determine Critical Skill(s)

Determine positions, job skills, or any competencies critical to the identified role(s), and target applicant populations

Co-design or Join Program(s)

In collaboration with AZNext, discuss and develop customizable workforce training programs or tap into existing content

Finalize Agreement

A simple program agreement will finalize program design and establish the target outcomes

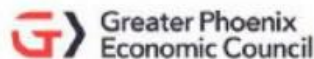
Select Participants

Select internal candidates and/or the AZNext team can provide assistance with recruiting talent from within or outside of ASU

Launch and Monitor Success

Ramp up the program per your business needs and timeline with AZNext support

Community Partners



Employer Partners

Information Systems/Cybersecurity



Advanced Manufacturing



Thank You



Website:
<https://aznext.pipelineaz.com>

Connect:
AZNext@asu.edu

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AZNext

Workforce Training Accelerator Partnership

TRANSFORM ON YOUR TERMS

W. P. Carey Executive education programs empower learning and development for individuals and organizations through innovative offerings that build impactful leadership skills and business acumen

W. P. Carey Executive Education combines
two powerful strengths to meet learners
where they are:

**Depth of
Delivery
Options**

**Breadth of
Expertise**

Depth of Delivery: W. P. Carey programs are offered in a variety of modalities to meet a variety of learners' needs

IN-PERSON



Custom in-person programs

High-touchpoint, leading-edge, face-to-face custom delivery



In-person offerings

High-touch, leading-edge, face-to-face delivery with open attendance

HYBRID



Hybrid programs

Combines leading-edge, face-to-face delivery and scalability of digital delivery



Self-paced offerings

continuing and professional education courses

ONLINE



Live online learning

Synchronous programs for cohorts of learners to engage live with instructors and peers



Tailored digital offerings

Learning experience designed based on your specific needs, live or on-demand.

Depth of Delivery: Regardless of your starting point, ASU can take you to the next step in your career.

Background education: never finished high school to ready to pursue a master's degree.

Time commitment: classes can be as little as a few hours to 24 month MBA program

Expertise: Career starters to senior executive



Breadth of Expertise

2 Schools

6 Academic Units

11 Research Centers

8 Labs

43 Undergraduate Majors

15 Minors & Certificates

5 MBA Modalities

20 MBA Customizations

12 Specialized Master's

Portfolio Overview - Customized Programs

“

In today's new economy, providing a pathway to learning for all employees is a powerful energizer that can grow the enterprise into something far greater than one leader could envision.”

Howard Schultz, CEO Starbucks

We partner with major employers



Nationwide



Uber

Our program development approach

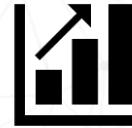
Identify program needs
and establish program
goals and outcomes



Co-create programming
solutions that achieve
organizational needs



Together, implement the
program and optimize it
for maximum results



“

Great tools + foundation to understand how to view our work through a strategic lens. I saw immediate ways to apply this to the work we do, so that we can **innovate more responsibly**.

“

I appreciated how the examples were **real, current company-specific problems**. The pacing of content was great and I liked how you integrated the presentation with group work, videos, sharing out, etc. I thought the **synthesis reflection was smart**.

Portfolio Overview - Examples of Upcoming Open Enrollment Programs

Upcoming Open Enrollment Programs



Certificate in Foundations of Supply Chain Management

Next co-hort begin August 10th



Online Service Process and Innovation Sprint

Week of June 19th



Finance for Non-Finance Professionals

TBD



Decision Making Strategies in Volatile Times

TBD

Other programs available include:

- Emotional Intelligence & Relationship Management
- Professional Sales Leadership Skills
- Interest-based Negotiation Strategies

Certificate in Foundations of Supply Chain Management

Certificate Description

Unlock the foundational and advanced knowledge you need to tackle, resolve, and manage complex problems that confront supply chain organizations.

[Visit Website](#)

Certificate Highlights

- Expert instruction by the W. P. Carey Department of Supply Chain Management
- Delivered 100% online
- Completed certificate can count as 12 credit hours toward Online MS-SCM degree

Certificate in Foundations of Supply Chain Management

Courses and Example Schedule

Operations and Supply Chain Management

Explores supply chain management topics including environmental, project and supply chain processes.

Logistics in the Supply Chain

Examines why some operations are not efficient, introducing techniques to improve efficiency and responsiveness and analytical tools to evaluate logistic management practices.

Strategic Procurement

Focuses on procurement and category strategy development, purchasing process, policies, organization, and performance

Online Service Process and Innovation Sprint

Develop a set of service processes and quality design tools

Executive coaches to guide learners through real-time company challenges

Understand key components of creating a customer journey and how to engage customers at each step of a service process

Learn change management and service blueprinting to implement what you learn



- Week of June 19th, live online
- Offered again spring 2023
- \$1750/person for teams of 2-3
- \$1500/person for teams of 4 or more

Finance for Non-Finance Professionals

Analyze corporate financial statements

Gauge your organization's financial health and performance

Evaluate risk and acceptable rate of return
Understand implementation of discounted cash flow analysis

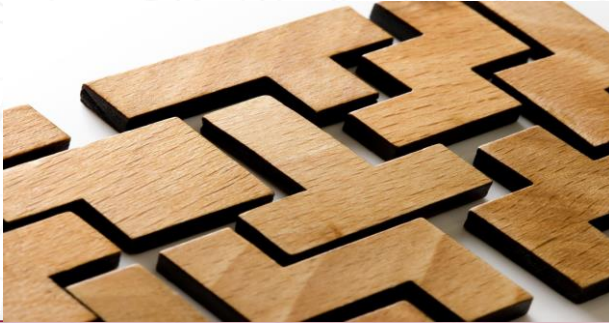
Assess investment decisions using IRR, NPV and other common techniques

Understand a firm's financing options – equity, loans, short term credit



- Dates TBD
- Two full days of programming
- \$2600 investment

Decision-Making Strategies in Volatile Times



- Dates TBD
- Two full days of programming
- \$3400 investment

How to use strategy effectively

Deconstruction of complex business problems

Scientific Problem Solving

Identifying bias and noise

Apply tools and tactics to case analysis

Team breakouts used to implement new strategies learned

W. P. Carey



**Academic
Partner
Benefits**



**Application Fee Waiver
Scholarship**

*Scholarships for working professional programs for the Evening MBA, Online MBA, Master of Science in Information Systems Management or Online Master of Science in Business Analytics are \$10,000. Scholarships are \$5,000 for Fast-Track MBA and \$15,000 for Executive MBA.

Evening MBA At a Glance



2 - 4 Years

On ASU Tempe Campus

Schedule for your life

Two nights a week, starts every fall

#1 MBA

In Arizona

Customizable

Concentrations, 40+ electives,
Concurrent degrees, Technical certs

Online MBA At a Glance

2 - 4 Years

100% Asynchronous

Top 10 MBA

Online MBA programs

Work-Life Synergy

One 5-week class at a time, starts every spring & fall

Customizable

Concentrations, 40+ electives,
Concurrent degrees, Technical certs

Executive MBA At a Glance

21 months

Hybrid format

Top 20 EMBA

In the U.S.

Networking

One weekend and one virtual class on Saturday per month, starts every fall

Class Trips

Washington D. C. and International locations

Custom Corporate MBA

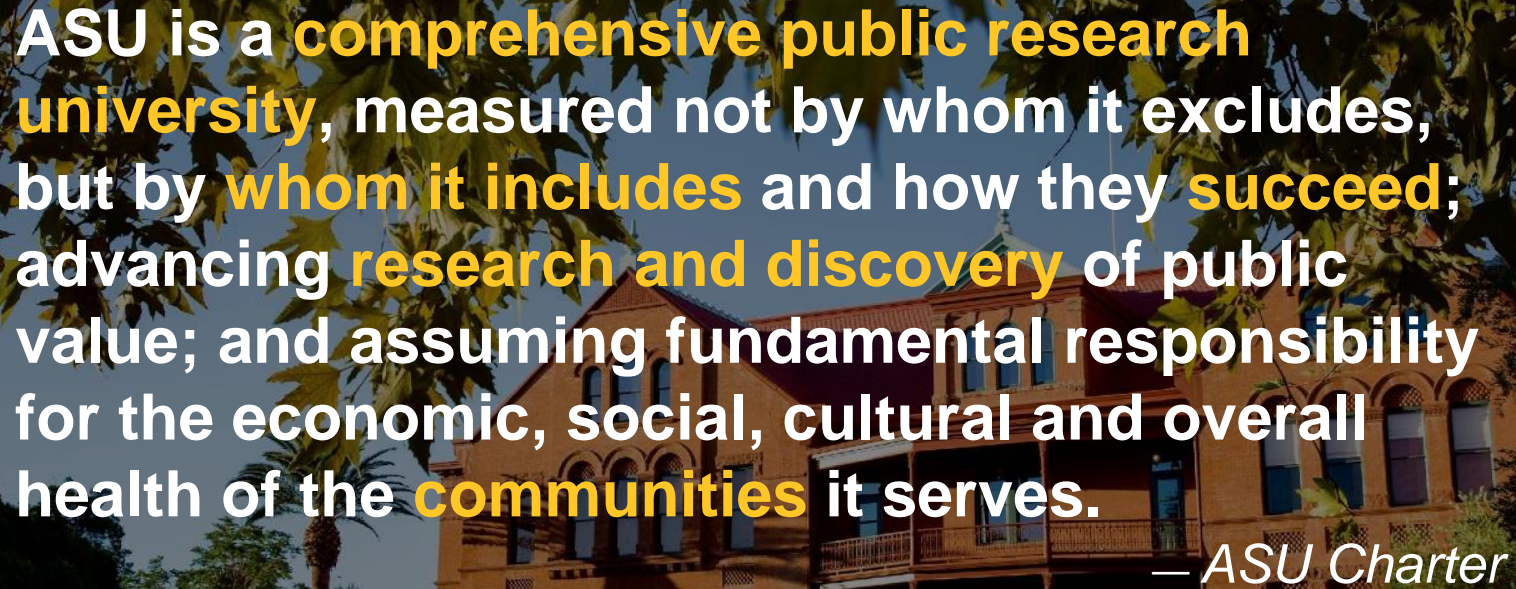
A custom cohort program with classwork tailored to your most pressing needs with the school **where business is personal®**.

Learn More:

wpcareyexeced@asu.edu

<https://wpcarey.asu.edu/executive-education>

Appendix: About Us



ASU is a **comprehensive public research university**, measured not by whom it excludes, but by **whom it includes** and how they **succeed**; advancing **research and discovery** of public value; and assuming fundamental responsibility for the economic, social, cultural and overall health of the **communities** it serves.

— ASU Charter

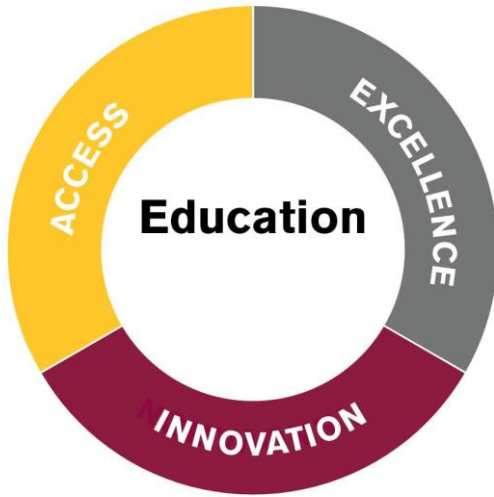
Standout Rankings

Arizona State University is consistently recognized globally as a top-ranked knowledge enterprise dedicated to delivering academic excellence, advancing research-based solutions for humankind's greatest challenges, producing strong and compassionate leaders, ensuring the health of our planet and providing quality education for all learners.

#1 
**in the U.S. for
innovation**

ASU ahead of MIT and Stanford
— U.S. News & World Report
7 years, 2016–2022

W. P. Carey Integrated Vision & Mission



W. P. Carey: By the numbers

18,351

W. P. Carey students

16,915

Undergraduates

1,316

MBA and master's
degree students

120

PhD students

3,774

Online students

302

Faculty

6,211

Students from
underrepresented
populations

1,771

International
students

293

Staff

W. P. Carey Standout Rankings

With 31 programs and disciplines ranked in *U.S. News & World Report's* top 25, the W. P. Carey School of Business holds the most top 25 rankings of any business school in the United States.

For all rankings, visit wpcarey.asu.edu/about/rankings

No. 1

Online undergraduate business programs

No. 4

Online MBA programs for veterans

No. 5

Highest return on investment, full-time MBA program

No. 7

Online graduate business programs

No. 7

Online MBA programs

No. 13

Executive MBA programs (*#5 among state schools*)

No. 18

Part-time MBA programs (*#10 among state schools*)

No. 23

Undergraduate business programs

No. 29

Full-time MBA programs (*#10 among state schools*)



For all rankings,
visit wpcarey.asu.edu/about/rankings

Top-ranked programs in other publications and ranking bodies

Financial Times

No. 9 Executive MBA programs, worldwide
(*EMBA in Shanghai*)

No. 15 Online MBA programs, worldwide

The Economist

No. 23 Full-time MBA programs, U.S.

No. 23 Executive MBA programs, worldwide

Poets & Quants

No. 4 Executive MBA programs

No. 31 Full-time MBA programs

Center for World University Rankings

No. 9 Business