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TONEX Global Training Courses & Seminars

"Customization is Our Secret"

- Telecom
- IT Training
- Storage Networking
- Engineering
- Certification
- Workshop & Seminars
- Wireless Communication
- Business Management
- IP Networking
- Enterprise Architecture
- RF Engineering
- Boot Camps

Quality Training

Delivered

Business Intelligence (BI)

9011: Data Mining Boot Camp

Duration: 5 Day(s)

TONEX Data Mining Bootcamp is the answer to your data mining needs from current to next generation applications, strategies, technologies, and methods. Our mission is to clarify highly complex data mining technical standards and topics.

OBJECTIVES

TOPICS COVERED:

- Business Intelligence Fundamentals
- Data Warehousing Fundamentals
- Data mining level I
- Advanced Data mining
- Data mining applied (options: CRM, Billing/Fraud, network capacity, revenue assurance)
- Labs
- Demos

14101: Forecasting Training - Forecasting using Trend Analysis

Duration: 2 Day(s)

The purpose of Forecasting training is to cover the fundamentals and principles of linear programming, forecasting, trend analysis and simulation. Forecasting training provides a modern comprehensive survey of the principles and applications of forecasting methods in the world of commerce, public and private sectors.

The course covers all necessary theory for a rigorous statistics approach, but all basic content is presented in an intuitive style supported with applications drawn from a wide variety of real sources and case studies.

Coverage ranges from a review of basic statistics, to thorough discussions of basic methods such as smoothing, trend, and regression, up to advanced techniques such as ARIMA, MARIMA, Neural Networks, Econometrics, and Intervention Analysis. The course builds a solid foundation to create a forecasting framework for your need.

Project and Product Management

1003: Product Management Training

Duration: 2 Day(s)

TONEX's Product Management training course covers three major tasks facing today's product managers: analyzing the market, developing objectives and strategies for the product or service in question, and making decisions about price, advertising, promotion, channels of distribution and service. Product management tools and techniques are discussed to effectively manage the product management. In this powerful training course, we'll focus on product strategy, innovation, voice of customer, product portfolio planning, and key tasks of a product manager.

Product management is a function within an organization dealing with the day-to-day management and development of a product or family of products at all stages of the product lifecycle. The product management team to develop and maintain the products in accordance with the organization's Product Life Cycle process.

Product management typically deals with all of the end-to-end aspects of a product or product line, including product profitability.

Product Management is a collective term used to describe the broad sum of diverse activities performed in the interest of delivering a particular product to market. From a practical perspective, product management is a domain that holds two disciplines: product planning and product marketing. This is because the product's functionality is created for the user via product planning efforts, and product value is presented to the buyer via product marketing activities. The product management function is responsible for defining the products in the marketing mix.

The Product Manager is usually responsible for setting product direction and strategy, and for specifying and managing specific customers and markets. Product Management utilizes the familiar Marketing Plan as the unifying framework and takes a hands-on approach toward preparing graduates to assume the position of product manager.

OBJECTIVES

Upon completion of this intensive course the participants will be able to

- Identify and specify market requirements and the role of product management
- Identify major tasks facing today's product managers: analyzing the market, developing objectives and strategies for the product or service in question, and making decisions about price, advertising, promotion, channels of distribution and service.
- Demonstrate a thorough understanding of both theoretical and practical product management and product marketing management, including underlying concepts, principles and terminology
- Evaluate and implement different aspects of product management and product marketing management strategy, including: New product development through product elimination and Start-up companies through established organizations
- Understand product life cycle considerations and differentiation
- Understand Product marketing and product planning
- Product Life Cycle (PLC) including Development, Introduction, Growth, Mature and Decline
- Identify Product Lifecycle Management (PLM)
- Develop product roadmaps

- Develop product roadmaps
- Develop differentiated product positioning
- Specify and manage the creation of customer specific products
- Define new products and gathering product requirements (New Product Development)
- Translate feature requirements into engineering specifications
- Lead teams to ensure execution towards product objectives
- Bring new products to market
- Develop product sales tools and collateral
- Understand product launch process
- Develop a sustainable Product Management Framework to grow revenue and gain market share

1051: Project Management Fundamentals

Cost: Call for Details | Duration: 2 Day(s)

This dynamic two-day course focuses on project management as a core competency and the application of key project management tools and technologies across business units. In addition to learning this model, participants will gain an overview of project management methodology and their role as either a manager with project management responsibility or as a member of a project team.

OBJECTIVES

- Develop product roadmaps
- Develop differentiated product positioning
- Specify and manage the creation of customer specific products
- Define new products and gathering product requirements (New Product Development)
- Translate feature requirements into engineering specifications
- Lead teams to ensure execution towards product objectives
- Bring new products to market
- Develop product sales tools and collateral
- Understand product launch process
- Develop a sustainable Product Management Framework to grow revenue and gain market share

9060: PMI Certification Preparation Boot Camp

Cost: Call for Details | Duration: 5 Day(s)

This intensive boot camp will aid boot camp attendees in preparing for the PMP Certification exam. The five project management processes (Initiating, Planning, Executing, Controlling, and Closing) will be covered and cross-referenced to the nine knowledge areas (Scope, Time, Cost, Quality, Risk, Procurement, Human Resources, Communication, and Integration) of the Project Management Body of Knowledge (PMBOK). The course is structured around lecture, workshops, discussion, practice exams, tips and questions, as well as specific studying and preparation practices.

The Project Management curriculum is based on the general knowledge and practices of the Project Management Institute's Guide to the Project Management Body of Knowledge (PMBOK)™.

PMI® requires 4500 hours of project management experience to take the PMP® exam. PMI® requires that exam candidates complete 35 contact hours of education to prepare for the exam. This course requires 50-60 hours of work, thus fulfilling the education requirement.

OBJECTIVES

- Master the “people skills” of project management to motivate and empower your people
- Reduce crises and surprises
- Identify the actions/approaches you can take sooner to avoid or mitigate risk
- Discover the basic tools for identifying and measuring risk
- Develop reactive strategies to soften the impact of risks on project schedules, budget, quality and human resources
- Identify risk “symptoms” or triggers to realistically assess what’s ahead and protect your project’s success
- Effectively control scope, cost and outcomes
- Ensure the quality of your project deliverables by improving your project management process
- Reduce the likelihood of project failure or costly rework
- Ensure that project results meet customer requirements—and government, industry and corporate standards
- Increase productivity and cost savings
- Understand the distinctions and application of Quality Planning, Quality Assurance, and Quality Control.
- Understand the Identification, Qualitative and Quantitative Analysis, and Response Development and Monitoring practices concerning a project’s risks.
- Understand the models of communication and conflict resolution.
- Understand the importance of organizational structure and the varying roles of Project Managers within them.
- Improve all levels of project management performance
- Minimize cost overruns and improve on-time delivery through better project tracking
- Provide project stakeholders with timely, effective and realistic feedback
- Avoid misunderstandings that result from poor communication
- Gain organization-wide support for your project
- Ensure project alignment with business goals
- Improve your people skills and workplace communication techniques through interpersonal skills training
- Develop effective communications skills, improve your people skills and expand your ability to influence and gain commitment from colleagues, subordinates and superiors.

Business Process Management (BPM)

9019: Business Process Management (BPM) Training Bootcamp

Duration: 4 Day(s)

Tonex Business Process Management (BPM) training boot camp offers organizations the unique opportunity to change the way they do business by using a seamless enterprise-wide solution to handle all of their internal business processes and tasks. The most obvious returns on investment within and across functional business units include:

- Increased efficiency
- Reduced costs
- Improved customer service
- Quicker time to market
- Greater competitive advantage

OBJECTIVES

TOPICS DISCUSSED:

- Overview of TONEX BPM's Framework and Process
- Drivers of Business Change and Improvement
- Organizational Responses to Business Drivers
- Overview of Enterprise Architecture (EA)
- Overview of Enterprise Application Integration (EAI)
- Service oriented architecture (SOA)
- Business Processes Definition and Alignments
- Business Process Management (BPM) Definition
- Process Management Principles
- Building a Process Support Organization
- Discovering the Context for Business Change
- Implementing and Rolling Out the Business Solution
- Managing and monitoring of Business Processes
- Overview of BPM Best Practices
- Overview of TQM and Six Sigma
- Business Process Automation Principles
- Principles of Process Management
- Principles of Workflow
- Overview of The Process Management Framework
- Provisioning framework for BPM
- Overview of BPM Standards and Methodologies
- Deploying BPM
- Business Process Management Initiative (BPMI)
- The Business Process Modeling Language (BPML)
- The Business Process Modeling Notation (BPMN)
- Business Process Diagram (BPD)
- The Business Process Query Language (BPQL)
- Web Services and BPEL4WS (BPEL)
- BPM Project Management
- BPM Implementations
- BPM Tools and Trends
- Implement BPM Key Performance Indicators (KPI)

Operations Management Training

1001: Operations Management Training

Duration: 2 Day(s)

Operation Management is the efficient and effective implementation of the policies and tasks necessary to satisfy a company's customers, employees, and management. It is the management of systems or processes that create goods and/or provide services. Ongoing activities of designing, reviewing and using the operating system, to achieve service outputs as determined by the organization for customers.

This quality course presents strategic and managerial issues in order to emphasize that the decisions made by operations managers should be consistent with a corporate strategy shared by managers in all functional areas. It presents the operations tools and techniques for solving problems in the context of achieving a firm's overall goals and strategies, and provides a balanced treatment of manufacturing and services throughout.

Course Material: TONEX Course Material Plus "Operations Management: Strategy and Analysis (2006) " book by Lee J. Krajewski, Larry P. Ritzman, ISBN 0131697390

Labs include OM Explorer, problem-solving software, SimQuick, excel-based simulation software and exercises, MS Project (student version), Lecture Notes in Powerpoint, CD-ROM modules covering various quantitative topics

Key features: Cross functional aspects, Experimental learning excercises, Simulation excercises.

OBJECTIVES

After completing this course, participants are able to understand:

- COMPETING WITH OPERATIONS
- DESIGNING AND IMPROVING PROCESSES
- DESIGNING VALUE CHAINS
- OPERATING VALUE CHAINS

1022: Risk Management

Duration: 2 Day(s)

Risk management is a critical area in corporate investment and finance. This course covers framework, methods, and practice risk management across industries through real case studies. Concise and comprehensive, it covers both the theoretical underpinnings of risk management, as well as practical techniques for coping with financial challenges.

OBJECTIVES

Upon completion of this course, the attendees will

- Gain an in-depth understanding of risk management in the corporate environment.
- Understand risk management and how it applies to project management
- Understand financial risk management
- Understand credit risk management
- Explore strategic risk management
- Analyze corporate risk strategy
- Quantify the risks involved in your business and avoid potential pitfalls
- Apply value-at-risk measurement techniques
- Understand the risk of accounting irregularities and how they impact your company
- Identify and address credit risks within your business
- Evaluate new business opportunities
- Identify the risks associated with long-term contracts

9013: Operations Management (OM) Boot Camp

Cost: Call for Details | Duration: 4 Day(s)

Operations management is concerned with the effective and efficient transformation of inputs into saleable tangible products and intangible services. The long term survival of most companies is inextricably linked to the ability of management to shape operations resources to achieve this task and to realize that difficult and fundamentally important trade-off decisions must be made.

The Tonex Operations Management Boot Camp covers the field of operations in both the services and manufacturing sectors. It provides enhanced coverage from the strategies of designing a product or service, through the processes and systems of making and delivering the product, quality management, and controlling the operations.

Operations Management has developed as the ideas and techniques of Production Management have been applied in service and public sector organizations to improve quality, cost and service delivery effectiveness. Operation Management ideas have had a profound effect on the way companies are managed today. Business initiatives such as Total Quality Management (TQM), Lean Production Systems, Business Process Management (BPM) and Business Process Re-engineering all have their roots in Operations Management. As the majority of an organization's human and financial resources are within the Operations Management function, the study of Operation Management has both a functional and a general management orientation.

OBJECTIVES

Our objective in this boot camp is to introduce you to concepts and techniques related to the design, planning, control, and improvement of manufacturing and service operations. The program begins with a holistic view of operations, where we stress the coordination of product development, process management, and supply chain management. As the course progresses, we will investigate various aspects of each of these three tiers of operations in detail. We will cover topics in the areas of process analysis, materials management, production scheduling, quality improvement, product design, JIT, TQM, Six Sigma, BPM, supply chain management with more thorough integration of services.

The boot camp begins with an overview of the motivations and justifications for operations management. A great deal of focus is on efficiency and effectiveness of processes. Basic The bootcamp covers Overviews of Operations Management, Purchasing, Control and Coordinating Function of Management, Product and Service Management, Quality Management , Inventory Management, Logistics and Transportation Management, Facilities Management, Capacity Planning, Configuration Management and Distribution Channels.

TOPICS COVERED

- Overview of Operations Management
- Business Process Improvement
- Capacity Planning
- Performance Excellence
- Supply Chain Management
- Technology Applications

9044: Merger and Acquisition (M&A) Boot Camp

Duration: 4 Day(s)

TONEX MERGER AND ACQUISITION (M&A) is answer to today's most important competitive tools used by corporations in a rapidly changing global business landscape.

Tonex's M&A training bootcamp is designed to help executives, technology, business and operations professionals get ready for the challenge of an M&A work.

With practical learning ideas, case studies, simulations and workshops, this program teaches business, technology, transaction, sales, marketing, operations management and HR professional strategies, proven processes and valuable tools to do a successful M&A.

This 5-day M&A Program offers an overview of the key M&A concepts, tools, and techniques that are required to succeed in today's challenging M&A. The program features focused learning experiences and case studies.

In the collaborative, project based setting, managers and executives see how best practices and leadership can be used to create the efficiency needed in today's M&A.

Tonex 5-day M&A program revolves around the following core modules:

1. Finance and Accounting Basics
2. Managerial Economics Basics
3. Overview of Mergers and Acquisitions (M&A)
4. M&A Process
5. Strategic Approaches to M&A
6. M&A Strategic Management
7. Risk Considerations for Mergers and Acquisitions
8. Post-Merger Integration: Planning, Organizing, and Executing
9. M&A Capstone Project and Simulation

OBJECTIVES

Done right, Mergers & Acquisitions result in unified, cohesive new organizations whose financial and strategic options are greatly improved. Successful M&As and joint ventures are the result of a delicate, complex, multi-step process. This boot camp gives executives, managers, and supervisors the guidance and tools they need to complete an M&A successfully through every organizational level and more quickly realize the anticipated synergies of the Merger or Acquisition.

The course covers the entire M&A continuum from deal strategy and candidate selection through post merger integration. It provides all the tools, templates, and proven techniques managers need to efficiently combine different processes, organizations, and cultures. The course presents and examines the latest case studies and research findings. You will learn how to avoid pitfalls and get straight answers to your toughest questions.

Did you know that 30% to 40% of mergers and acquisitions fail to achieve their business objectives? Why do you think there are so many?

Upon completion of this program, the attendees are able to:

- Discuss the motivating factors for M&A
- List the requirements and performance targets for M&A
- Explain the process of M&A planning and execution
- Identify the main players in M&A transactions
- List the steps for planning an acquisition
- Discuss the basics of financing an acquisition
- Discuss the relationship between risk and return
- Describe common risk considerations
- Identify steps to be taken by a due diligence team
- Describe elements of accounting valuation
- Define key principles of financial forecasting
- Recognize crucial elements of economic valuation
- Recognize debt and equity financing methods
- Compare cash offers with share exchanges
- Discuss concerns for financing acquisitions
- Identify key elements of mezzanine financing
- Identify the two main areas of integration
- Describe techniques for effective change management and HR