

# **BUSINESS SOLUTIONS PROFESSIONAL CERTIFICATION TRAINING**

The accredited Business Solutions Professional Training & Certification project offers participants the opportunity to learn the Business Solutions Process, a business-focused demand-driven approach, that blends economic development, education and workforce development assets to assist businesses in competing in the local and global market, keep current business and attract new opportunities, retain current workers and create jobs.

The Business Solutions Professional (BSP) Program is one component of the 21<sup>st</sup> Century Workforce Initiative. Training is funded by the 21<sup>st</sup> Century Regional Strategies under a grant from the Michigan Department of Labor and Economic Growth.

The Business Solutions Professional Program consists of classroom training and fieldwork. The training course provides the opportunity to acquire the knowledge and skills required to take a demand driven customer focused approach. Participants can increase their understanding of:

- the services offered by the BSP,
- a demand driven workforce development system
- the alignment of BSP services with state plans to retain & create jobs
- the resources available to business
- the collaborative partnership among workforce development, economic development, education, and other resources providers.
- the structured process the BSP follows

Participants vary in their work responsibilities but all, in some way, are working to improve the economic well being of Michigan. Most participants will apply their learning to their fieldwork to gain the experience needed to be a Certified Business Solutions Professional however all can apply learning:

- To build productive relationships with employers and company stakeholders
- To foster and participate in collaborative partnerships between workforce development, economic development, education, community groups, business associations, and labor organizations to meet the challenges faced by employers in their region.

Fieldwork is the opportunity to gain the competencies required of a BSP and is the opportunity to demonstrate those competencies. Fieldwork allows the participant to apply their knowledge of the BS Process to businesses in their region and to demonstrate

their ability to form productive employer relationships and to collaborate with partners to increase the value of assets to the business.

Fieldwork is the opportunity to gain experience while working with a “safety net.” Each fieldwork participant will work directly with an experienced Certified Business Solutions Professional. The participant and their field advisor will plan the fieldwork which takes place in the participant’s work area.

*BSP Certification requires successful completion of the classroom training and the demonstration of competency during fieldwork.*

Participants have the option of completing the classroom coursework only. All Michigan Works Agency participants are expected to complete fieldwork however participants from other agencies may decide to take the course work only.

BSP classroom training, four 2 day class sessions, is spaced over a four month period. Participants are expected to attend and actively participate in all sessions and complete required assignments. Each session schedule is 8:30 – 4:30. Breakfast is from 7:30 – 8:30 and lunch is noon to 1:00.

Participants have the option of taking the classroom instruction as a for-credit course at MSU. Students can earn six 400 level social sciences credit hours. Those selecting this option must enroll and pay tuition. Students may enroll as regular students or as a lifelong education student. Participants taking the course for credit are required to complete additional assignments.

Course instructors are faculty members in the School of Labor & Industrial Relations at Michigan State University who are experienced in both classroom teaching and professional development training. Fieldwork coordinators are experienced CBSP.

Please contact Christine Quinn ([cquinn@scmw.org](mailto:cquinn@scmw.org)) if you have concerns or questions.