

# TRI-CITIES BUSINESS REVIEW

Saginaw, Bay City & Midland Business News, Events

## New crop of trained business solutions professionals ready to help Mid-Michigan

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Robert Schooks

The State of Michigan's Department of Labor and Economic Growth, in conjunction with South Central Michigan Works! and Michigan State University have teamed to train a good number of individuals to be Business Solutions Professionals.

This program is a business-focused, demand driven approach to help Michigan Businesses to retain current workers, create jobs and operate competitively in our global market. Upon completion of the training and demonstration of competency through field work assignments, participants are granted Certification as a Business Solution Professional.

Armed with this training and knowledge, CBSPs take to the streets to help companies that are either in a growth mode or conversely, in danger of a declining market share. They accomplish this through a network of partner organizations that have the resources to help and assist in a broad array of specialties.

There is no lack of companies that require assistance and the CBSPs are there to gather information and data through personal interviews, site visits and tours. After analysis, teams confer as to best methods and partners that can address the specific issues uncovered by the research. A written report is generated and presented to the company for agreement to the components of the solution. This action plan is then implemented with the cooperation of all parties.

I will graduate with certification credentials in October along with a good numbers of "classmates" and be deemed to go forth and assist. Naturally my focus will be primarily directed to manufacturing companies, since this industry is in the most severe depressed condition. We will do all we can to make a difference.

If anyone who is reading this letter needs help or assistance of the CBSP program. [Contact me](#) at Saginaw Valley State University and I will direct your inquiry to the proper channel.

Be Lean, be mean, and be competitive.

[Robert M. Schooks](#) is director of the Center for Manufacturing Improvement & MMTC-NE at Saginaw Valley State University.