



Business and Industry Customized Contract Training

Customized Training is the key to increasing business and industries profitability and competitive advantage. Bates customized training provides companies the opportunity to help receive training that matches exactly what the employees need to be better employees and therefore to improve business processes. Customization combines knowledge and skills that are specific to a business, industry or workplace and involves developing new specific training plans or customizing Bates current courses training courses.

Business, industry and entrepreneurship is the backbone of a growing economy. Bates is committed to serving the needs of small and emerging businesses with affordable training and technical assistance. For established companies, manufacturers look to Bates for training and services to improve their efficiency and competitiveness. The college has a vast array of expertise to customize training for companies targeted at improving productivity and strengthening management. Today’s organizations require managers and leaders to be prepared for the challenges of a dynamic new workplace. We offer a full complement of services to meet the needs of frontline supervisors, middle managers and senior leadership responsible for getting results in your organization. Below are sample training categories used with companies.

Entrepreneurship is the driving force for economic growth and innovation in any country. In an era of fast technological change and fierce international competition, nurturing the entrepreneurial spirit and enhancing the entrepreneurial capability are the very foundation upon which competitiveness can be strengthened, success can be made and a better life can be created. Bates was founded in 1940 and since 1980 has conducted business startup training to entrepreneurs of all ages. Students can receive information about developing a market plan, marketing and promotion, management issues, financial tips and tools, research and a lot more.



Sample Categories of Contract Training

Management & Supervisory Training	Technical & Production	Workplace Basic Skills
<ul style="list-style-type: none"> • Skill Building for Supervisors & Managers 	<ul style="list-style-type: none"> • Workplace Safety 	<ul style="list-style-type: none"> • English as a Second Language/Intensive
<ul style="list-style-type: none"> • Information Technology 	<ul style="list-style-type: none"> • Warehouse and Distribution 	<ul style="list-style-type: none"> • Reading
<ul style="list-style-type: none"> • Customer Service 	<ul style="list-style-type: none"> • Production Supervision 	<ul style="list-style-type: none"> • Math
<ul style="list-style-type: none"> • Product Development 	<ul style="list-style-type: none"> • Forklift 	<ul style="list-style-type: none"> • Writing
<ul style="list-style-type: none"> • Total Quality Management 	<ul style="list-style-type: none"> • Chemical Safety* 	
<ul style="list-style-type: none"> • How To Do Business in the United States 	<ul style="list-style-type: none"> • Laboratory Safety** 	
<ul style="list-style-type: none"> • Business Writing 	<ul style="list-style-type: none"> • Manufacturing Technology 	
<ul style="list-style-type: none"> • Cultural Diversity 	<ul style="list-style-type: none"> • Blueprint Reading 	
<ul style="list-style-type: none"> • Microsoft Certified Training 	<ul style="list-style-type: none"> • Welding 	
<ul style="list-style-type: none"> • Frontline Leadership 	<ul style="list-style-type: none"> • Electrical 	
<ul style="list-style-type: none"> • AchieveGlobal 	<ul style="list-style-type: none"> • Maintenance 	
<ul style="list-style-type: none"> • Time Management 	<ul style="list-style-type: none"> • First Aid/CPR 	
<ul style="list-style-type: none"> • Stress Management 	<ul style="list-style-type: none"> • Hazardous Material 	
<ul style="list-style-type: none"> • Market Research 	<ul style="list-style-type: none"> • Confined Space 	
<ul style="list-style-type: none"> • Presentation Skills 	<ul style="list-style-type: none"> • Inventory Control and Stocking 	

*Chemical Emergency Response Awareness and Operations, Chemical Spills and Waste Procedures, Hazard Communication

**Laser Safety, Respirator Use, Self Contained Breathing Apparatus



Entrepreneurship Training and Consultation

Consultation and training is conducted by business and marketing specialists as well as “entrepreneurs in residence” who co-teach and offer a unique perspective on business planning and problem solving. Specialists provide one-on-one training and consultation to business managers and

owners who recognize that increasing their management skills and understanding of critical business issues can result in increased sales and profits. These professionals have a thorough understanding of small and medium sized business and a strong desire to help build your company.

Services include, but are not limited to:

- Family Business
- Business Start-up Planning
- Financial Management Tools
- Sales and Marketing Program Design
- Business Plan Development
- Problem Solving and Team Building
- Record systems and Information Systems
- Strategic Planning
- Manager Mentoring
- Re-Engineering



International Business Training

Keeping up with increased competition and changing markets is not easy in today’s global economy. Our staff provides customized training and consultation for companies interested in entering world markets as well as those companies who are already involved in international trade. We are prepared to help you with:



- Foreign Market Research
- Market analysis for a given product or service
- Interpretation and use of statistics and information regarding export or import of products
- Development of international business plans
- Guidance through state and federal trade assistance programs



Some of Our Contract Training Clients

The Boeing Company

Alaska Airlines

Tokyu Home Corporation, JAPAN

Supervalu

Gensco

Department of Transportation

Toray Composites, Inc

Tredegar Industries

Dyno Overlays, Inc.

Pacific Maritime Association

Evergreen Lumber

Toray Composites (America), Inc.

Flex-A-Lite, Inc.

Northwest Interpretive Center

McChord AFB

Costco Wholesale

Pierce Transit

City of Tacoma

Kaiser Aluminum

City of Sumner

American Cancer Society

Port of Tacoma

Premier Industries

Tacoma Public Utilities

Allenmore Hospital

Eagle Hardware & Garden

Cascade Plastics, Inc.

Department of Revenue

