



PMBA Training Program at SAM

OVERVIEW:

The PM Business Academy (PMBA) is an internally developed program designed specifically for SAM's Project Managers. Created in collaboration with the Learning & Development team, Regional Managers, and subject matter experts, the PMBA covers five major topic areas and utilizes four learning methods, ensuring participants gain practical, real-world expertise:

The Five Major Topic Areas:

- // Business Development & Sales
- // Proposal, Scope, & Fee Development
- // Project Execution
- // Employee & Staff Development
- // Financial Performance

The Four Learning Methods:

- // Master Class Webinar
- // Skills Practice
- // Resource Documents
- // Pre-work

OBJECTIVES:

This comprehensive training aims to elevate the capabilities of our PMs, ensuring consistency and high standards in project delivery across the company.



**Standardize operations
among all SAM
Project Managers**



**Enhance understanding of
how project management
functions impact the
broader business**

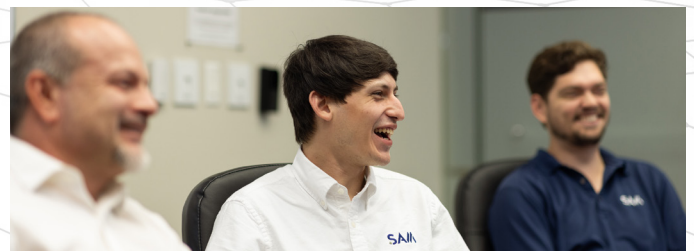


**Equip Project Managers
with skills to manage
projects with a strategic,
business-focused approach**

HOW TO GET INVOLVED:

Participation in the PMBA is through strategic selection rather than self-registration. Cohorts are carefully assembled in collaboration with SAM leadership to ensure a diverse and effective learning environment.

This structured approach ensures that all project managers at SAM are well-prepared to meet the challenges of their roles and drive the company forward with skilled leadership and operational excellence.



Managers who believe their Project Managers should be prioritized for early involvement are encouraged to contact Jeff Newsome at jeff.newsome@sam.biz to discuss potential inclusion in upcoming sessions.