

FLEETWHIZ™

DECISIONMAKING TOOLS

Advanced Shop-Parts-Fuel Manager Certifications Seminar Textbook

FleetTextBooks.org Library™
Management Textbook MDC 61

INTRODUCTION TO THE ADVANCED SHOP–PARTS–FUEL MANAGER CERTIFICATIONS PREREQUISITE SEMINAR

Introduction: The information presented in the *Advanced Manager Certifications Seminar and Seminar Textbook* focuses on major themes and concepts discussed in the Professional, Advanced and Master's Degree Manager Certification Textbooks and includes a detailed "roadmap" for achieving world-class fleet–shop–parts–fuel financial and operational performances. There are private- and public-sector seminars and seminar textbooks available. The Advanced Manager Certifications Seminar costs \$300 to \$750 depending on cosponsors' pricing policies.

Remarks:

1. The *Advanced Manager Certifications Seminar* overview is presented in the following illustration.

Illustration – Advanced Manager Certifications Seminar Covering Shop–Parts–Fuel–Employee–Supplier Management Overview

1. Attendees: Open to all practicing personnel with positions in shop–parts–fuel functions
2. Seminar options: Private-sector manager-oriented or public-sector manager-oriented
3. Presenter: Mr. Kelly Walker, Professional, Advanced and Master's Degree Certifications designer, author and instructor
4. Length: 2 days and 16 hours of intensive instruction
5. Handout: The *Advanced Shop–Parts–Fuel Manager Certifications Seminar Textbook* is an 1-volume, 21-section, 260-topic, 700-page overview of the complete Advanced Shop–Parts–Fuel Management Certifications and includes a detailed "roadmap" for achieving world-class financial and operational performances.
6. Locations: North America
7. Dates: Attend 1 *Advanced Manager Certifications Seminar* 1 time. There are over 4 seminars held per year.
8. **Advanced Shop–Parts–Fuel Manager Certifications Seminar Completion Certificate** is provided.
9. Others: Usually, includes 2 lunches and breaks
10. Advanced Shop–Parts–Fuel Manager Certifications prerequisite:
All Shop–Parts–Fuel Manager Certification candidates must attend 1 *Seminar* 1 time and read completely the *Seminar Textbook*.

INTRODUCTION TO THE ADVANCED SHOP–PARTS–FUEL MANAGER CERTIFICATIONS PREREQUISITE SEMINAR

Remarks: Continued from the previous page.

2. The 2-day *Advanced Shop–Parts–Fuel Manager Certifications Seminar* agenda is presented in the following illustration. The seminar covers the 1-volume, 21-section, 260-topic and 700-page *Seminar Textbook*.

Illustration – Advanced Shop–Parts–Fuel Manager Certifications Seminar 2-Day Agenda

Day 1 Seminar Agenda Focuses on Fleet Business and Advanced Shop–Parts–Fuel Management Skills.

1. Why Will Fortune 500® Decisionmakers Embrace and Government, Utility and Family-Owned Business Decisionmakers Resist the New Fleet–Shop–Parts–Fuel Models?
2. Structure the Fleet–Shop–Parts–Fuel Functions as a Separate Corporation or Enterprise. Apply Fortune 500® Company Business Model Practices.
3. Select Optimum Business–Fleet–Shop–Parts–Fuel Management Models.
4. Apply 20 Benchmarks With Over 100 Performance Measures to Improve Business–Fleet–Shop–Parts–Fuel Management Financial and Operational Performances.
5. Get in Compliance With All Compliance Controlling Authorities' Laws, Rules and Regulations.
6. Implement The New Shop Management Model Redesigned, Reengineered and Restructured to Solve Long-Term Technician Shortages and Disinvestments in Noncore Functions.
7. Implement The New Parts Management Model Redesigned, Reengineered and Restructured to Solve Long-Term Parts Personnel Shortages and Disinvestments in Noncore Functions.
8. Implement Purpose-Built, Near-Real-Time Fleet–Shop–Parts–Fuel Management Software.
9. Implement the New Fuel Management Model Redesigned, Reengineered and Restructured to Minimize the True-Cost of Fully-Loaded Gallons of Fuel. Eliminate Tethered Costs.

INTRODUCTION TO THE ADVANCED SHOP–PARTS–FUEL MANAGER CERTIFICATIONS PREREQUISITE SEMINAR

Remarks: Illustration continued from the previous page.

Illustration – Advanced Shop–Parts–Fuel Manager Certifications Seminar 2-Day Agenda (cont'd)

Day 2 Seminar Agenda Focuses on Integrating World-Class Shop–Parts–Fuel–Employee–Supplier Functions.

10. Implement the New Field Shop Services Management Model Redesigned, Reengineered and Restructured to Solve Long-Term Technician Shortages and Disinvestments in Noncore Functions.
11. Integrate and Optimize Fleet–Shop–Parts–Fuel Functions and Achieve World-Class Productivity, Financial and Operational Performances.
12. Compute the 12-Step Fully-Loaded Labor Rate for Technicians and Tradesmen Using World-Class Computation Methodologies.
13. Cope Effectively With Shop–Parts Skills Shortages. Implement the 18-Step Technician and Parts Personnel Recruit–Retain–Develop Strategy.
14. Compute Optimum Fleet–Shop–Parts–Fuel Staff Levels Using 18 Benchmarks.
15. Make Optimum Shop Labor Insource–Outsource Decisions.
16. Apply Over 70 Labor Funding Options to Gain Usage of Technician and Tradesmen Labor With and Without Incurring Employer-Of-Record Costs, Risks and Liabilities.
17. Structure-In Control Over Achieving World-Class Employee Financial and Operational Performances.
18. Maximize Warranties, a Financial and Operational Risk Management Tool.
19. Maximize Performance Guarantees, a Financial and Operational Risk Management Tool.
20. Apply Negotiations to Reduce by 10% to 30% Fleet–Shop–Parts–Fuel Costs, Risks and Liabilities.

Seminar Review With Action Plan

21. Apply Over 25 Decisions to Reduce Capital and Operating Budgets by 25% in 12 Months!

**ADVANCED SHOP-PARTS-FUEL MANAGER
CERTIFICATIONS SEMINAR TEXTBOOK
TABLE OF CONTENTS**

A 10% Sampling of the FleetWhiz™ CD

- A. Introduction to The Fleet-Shop-Parts-Fuel Integration and Optimization Institute . . . 1

5 Fleet Business Management Sections

1. Why Will Fortune 500® Decisionmakers Embrace and Government, Utility and Family-Owned Business Decisionmakers Resist the New Fleet-Shop-Parts-Fuel Models? . . 42
2. Structure the Fleet-Shop-Parts-Fuel Functions as a Separate Corporation or Enterprise. Apply Fortune 500® Company Business Model Practices 58
3. Select Optimum Business-Fleet-Shop-Parts-Fuel-Employee-Supplier Management Models by Asset Category and Asset Class 89
4. Apply 20 Benchmarks With Over 100 Performance Measures to Improve Fleet-Shop-Parts-Fuel Management Financial and Operational Performances 111
5. Get in Compliance With All Compliance Controlling Authorities' Laws, Rules and Regulations. Avoid Lawsuits 139

6 Shop-Parts-Fuel Management Sections

6. Implement The New Shop Management Model Redesigned, Reengineered and Restructured for the 21st Century 149
7. Implement The New Parts Management Model Redesigned, Reengineered and Restructured for the 21st Century 338
8. Implement Purpose-Built, Near-Real-Time Fleet-Shop-Parts-Fuel Management Software 440
9. Implement The New Fuel Management Model Redesigned, Reengineered and Restructured for the 21st Century 452
10. Implement The New Field Shop Services Management Model Redesigned, Reengineered and Restructured for the 21st Century 479
11. Integrate and Optimize the Fleet-Shop-Parts-Fuel Management Model to Achieve 21st Century Performance Targets 496

**ADVANCED SHOP–PARTS–FUEL MANAGER
CERTIFICATIONS SEMINAR TEXTBOOK
TABLE OF CONTENTS (CONT'D)**

6 Labor Management Sections

12. Compute the 12-Step Fully-Loaded Labor Rate for Technicians and Tradesmen Using World-Class Computation Methodologies 499

13. Cope Effectively With Shop–Parts Skills Shortages
Implement the 18-Step Technician Recruit–Retain–Develop Strategy 515

14. Compute Optimum Fleet–Shop–Parts–Fuel Functions'
Staff Levels Using 18 Benchmarks..... 543

15. Make Optimum Shop Labor Insource–Outsource Decisions 567

16. Apply Over 70 Labor Funding Options to Gain Usage
of Technician and Tradesmen Labor With and Without
Incurring Employer-Of-Record Costs, Risks and Liabilities 586

17. Structure-In Control Over Achieving World-Class Employee
Financial and Operational Performances 595

3 Supplier Management Sections

18. Maximize Warranties, a Financial and Operational Risk Management Tool 603

19. Maximize Performance Guarantees,
a Financial and Operational Risk Management Tool 613

20. Apply Negotiations to Reduce by 10% to 30%
Fleet–Shop–Parts–Fuel Costs, Risks and Liabilities 627

1 Review With World-Class Action Plan Section

21. Apply Over 25 Decisions to Reduce Capital and Operating Budgets
by 25% in 12 Months! 659

Get Certified! Get Respect! 705

The background features a gradient from dark blue at the top to light blue at the bottom, with several curved, parallel lines in shades of blue sweeping across the upper half of the page. The logo text is positioned in the upper right quadrant.

FLEETWHIZ™

DECISIONMAKING TOOLS

FleetTextBooks.org LLC

381 Casa Linda Plaza #385

Dallas, TX 75218-3423 USA

214-320-3006

Website: www.FleetTextBooks.org

Email: Info@FleetTextBooks.org