Standing Ovation®

The best BPCS / ERP LX training on earth

Nearly two decades of training success

Unbeaten Path started providing BPCS training soon after our company was founded in 1991. Our first classroom presentation was at one of Bristol-Myers Squibb's sites in Puerto Rico. That class and every one since has earned high marks from BPCS v3.x – v8.x users. At some shops, we've been invited back every several years to train a newly rotated group of incumbents. Unbeaten Path's formula for success has been:

- Our class instructors posses these three attributes:
  1. Successful hands-on experience with multiple implementations of the BPCS modules they teach, and …
  2. Exceptional business practice savvy, and …
  3. Robust exposure to multiple discrete and process industries.
- The class illustrations we use are drawn from production data at that specific company (or from an expert prototype developed for that company using a modest sample of familiar data from their business).
- Our smart, graphically-oriented training materials greatly simplify the many complicated topics in BPCS/ERP LX.

Each training assignment has been delivered with Unbeaten Path's unique money-back guarantee of quality service. Our philosophy has been: never risk suffering the embarrassment of poor student feedback about one of our training classes … and we have never received a bad report. Why? Because Unbeaten Path instructors easily exceed the performance expectations evoked by a money-back guarantee.

The classroom preparation process

We don't believe in "one-size-fits-all" education at Unbeaten Path. Our approach is to do pre-class data gathering homework to make sure the training experience is both pertinent and efficient for students. Depending on the assignment, these preparation steps have provided high value:

Audience definition

It's rarely a good idea to have a classroom mix of seasoned users looking for expert application tips with brand new incumbents. In like manner, mixing IT programming staff with "superficial BPCS users" isn't the best idea either. *(A "superficial BPCS user" hasn't been equipped to venture beyond a few basic menu selections … they've memorized the ones they do use like a gym locker combination.)*

In a pre-class telephone planning session, Unbeaten Path can design a sequential approach that makes the training efficient for users who start at remarkably different knowledge levels. For example, we can devote the first 2.5 days of a 3 day course to fundamentals. Then after lunch on the final day, we invite expert users and programming staff to join the class and pepper the instructor with sophisticated questions.

The classroom preparation process, *continued ...*

Precise definition of training objective

Our pre-class planning telephone conference inquires about the real training need.

Is it a version migration with expert users just looking for net change information? Is it a new group of incumbents who need to see all the fundamentals? Are the attendees attempting to start using functionality in a few never-used parts of a BPCS/ERP LX module? Is something broken about how the business process has been shoe-horned into BPCS? Will the audience be composed of more senior people who are just looking for a description of the ERP LX integration architecture?

Each circumstance calls for a unique classroom presentation strategy. Unbeaten Path wants to figure that out before the class starts rather than hearing about disappointments and adjustments during the first coffee break.

Selecting the best venue

Large class sizes demand a classroom setting; however, if only 2 or 3 current BPCS / ERP LX users are scheduled for the training, then it is sometimes a much better idea to do the training at their desks. We don't dismiss the ROI that can be earned from an **elbow-to-elbow** approach which gives our trainer the flexibility to suggest, "hey ... let's get up, walk over there, and show me exactly what you mean."

Data collection and familiarization

Our instructors ask for pertinent data before the class begins. The idea is to avoid wasting class time looking around for a suitable item number or vendor number or customer number to answer participant questions or to present suitable illustrations.

We also inquire about unusual business practices or custom modifications so that our instructors aren't surprised by left turns and dead ends during the course. If we know about peculiar things in advance, we can arrive to teach from that perspective.

Expert prototyping

Circumstances may argue in favor of preparing an expert prototype of the subject module(s) and then use that prototype as the basis for all the class illustrations. We employ real client data for that purpose. This approach helps class participants understand the material better. They can hang new concepts on familiar items, BOMs, work centers, chart of account structures, vendors, customers, etc.

For more information about Expert Prototyping, please click **here**.

The Unbeaten Path way

Our training was labeled with the "**Standing Ovation**" trademark on purpose. That's the idea ... to make classroom participants feel great about what they learn in our courses. The way we prepare for the training and execute the training is remarkably different than other approaches in the marketplace.

Part of the reason we selected the name "**Unbeaten Path**" for our consulting company is because our founder (Milt Habeck) just about got fired by his employer Johnson Wax back in 1988 for subjecting a group of Johnson Wax users to SSA's generic "ink pen" training. His idea was to do BPCS training an entirely different way when he started Unbeaten Path in 1991.

Standing Ovation training materials

Each student in our classroom training receives a pertinent Unbeaten Path training manual. Users really like those books because they have a smart/clean/savvy graphic design that helps teach difficult concepts. For example, cost accounting is entirely outlined on just two pages.

Please select one of the links below for more information including a table of contents for each book, a summary description of the course that uses that book, and a few sample pages from the book. The links will arrive at the Overview Training Manual for each BPCS version and then you can move to books about specific types of modules from that starting point.

BPCS version 4.x

BPCS version 6.x

ERP LX version 8.x

Advanced training for AS/SET

Demand for expert-level AS/SET training has declined. However, if you are looking to equip someone to help move v6.x custom mods to the ERP LX level, please click **here** to learn more.

Training reference letters

Please click **here** to jump to our reference letter menu. To see a specific letter, click on one of the green diamonds which will appear in the right-hand rectangle.

Questions ?

It would be a privilege to answer any questions about **Standing Ovation** classroom education. Here's Unbeaten Path International's contact information:

Toll free North America: (888) 874-8008
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Send us an e-mail (click **here**)

Unbeaten Path®