

## July 8<sup>th</sup> Skill Panel Meeting, 11:30 am to 1:30pm

Portland State Business Accelerator, Mt. Hood Conference Room

**Dan Hill** to present update of program since last meeting.

- Past business
- Current business
- Steering Committee Website

**Bob Lanier:**

- Closing comments on BioPro Workforce Training and the Steering Committee

**Presenters:**

Rod Sharman and Connie Plowman with Cadence Management Corporation

- Risk Management

Charlie and Marti Mamrak with Mamrak and Associates, LLC.

- Sales and Negotiations Training for the Bioscience Industry

### Steering Committee Meeting Minutes

**7/8/09 Portland State Business Accelerator 11:30 to 1:30pm**

Committee members in attendance: John Tortorici – OBA, Jeff Skinner – ControlTek, Robin Klein – Q&D Manufacturing, Anshu Kane – HemCon Medical Technologies, Glenda Grace – CP Medical, Lori Payne – Bioanalytical Systems, Jack McCutcheon – SAM Medical, Carla Blackadder – Genentech.

Opening Statement:

- Bob's closing remarks – thanking committee for participation and introduce John Tortorici. He described John's background with SAO and medical software
- John discussed Jan Foster's presentation and our purchasing the new website job board. The intention was to find out from the HR representatives if this would be a good tool for their use.
- Introductions for new committee members: Carla Blackadder from Genentech : Jack McCutchen from SAM Medical: Robin Klein from Q&D Manufacturing:
- John talked about the search committee for a replacement Executive Director – if anyone in the committee knows of a good candidate, please send them to John.
- Dan reintroduced himself and gave a history of his background in orthopedic device sales.

**Dan-** report on year to date, average number of students from last contract has increased to 11.8 from 8.31 from 2008. Total number of students year to date for 2009 is 330.

Success of Dave Benak's class: Enhancing Communication by understanding yourself and others.

Attended by Dan and Glenda Grace, she gave a very positive review of Dave's class.

Don Lewis' classes have been very successful, next one scheduled is: Practical Data Analysis

**Dan and Donna** gave a short presentation on the new OBA website and the ability for the committee to use the page dedicated to their group. The modules on the page include a calendar, the past meeting minutes posted with the ability to post other documents and a discussion board.

**Rod Sharman – Cadence Management Corporation: Approved by Committee**

Risk Management designed for Project managers. Audience of over 10,000 individuals Cadence focuses on Project Management scalability, people can take away and truly use. Next level for people that are trained already in project management skills. Risk of the project, not necessarily just the product whether positive or negative outcome. Rod discussed the structure of the class, with exercises and workshops – group breakouts. Class includes stories, workshops, physical activities etc.

\*Lori asked the committee if anyone is interested in certifying anyone in project management. Jeff Skinner in the past has had certified managers, but not at this time.

\*Carla Blackadder, please identify the target audience? Project managers, senior managers involved in projects, decision makers whether to take the risk or not, added value for PMP.

**Charlie and Marti Mamrak-Mamrak & Associates: Approved by Committee**

Technical Sales Training includes modules in professional sales, sales process and tactics, negotiations, account management and territory management (3 days for full program – can run modules as standalone)

Presentation at last meeting, decided to give another presentation for a larger audience. Jeff Skinner brought up that in medical industry the end user is not the customer that gets the sale. Marti addressed that the course covers the attendees learning to think in a broader way that encompasses the whole process.