

## BUSINESS MANAGEMENT CAREER TRACK

The primary goal of the Business Management Career Track is to provide participants with a ready mixed concrete-specific education that enables them to establish long term supervisory and managerial careers in the industry. Candidates who complete the career track demonstrate in class their knowledge of business related problem analysis and resolutions to meet short and long term profitability goals. Case studies within courses can include exposure to financial data management, leadership development, best management practices, general supervision practices, human relations management, sales management, production management, business ethics, quality control management, and familiarity with concrete technology. To this end, coursework emphasizes applicable internal human and material resources and tools for optimal business results with external customers specific to the ready mixed concrete industry.

Candidates will be exposed to knowledge of ready mixed concrete accounting and finance, ready mixed concrete personnel management, ready mixed concrete leadership, and ready mixed concrete business organization management. This knowledge will come from courses that range from Employment Law to Financial Management topics that are relevant to the industry.

Some typical job titles that would benefit from this track are:

- |                              |                           |                  |
|------------------------------|---------------------------|------------------|
| • Accounting/Finance Manager | • Human Resources Manager | • Fleet Manager  |
| • Area Manager               | • Maintenance Manager     | • Sales Manager  |
| • General Manager            | • Operations Manager      | • Safety Manager |

**You may be well on your way to completing your Business Management Career Track CCPf  
Use the below check list to “track” your progress.**

### Certification Requirements (120 hours)

#### PREREQUISITES (1 of 2 below)\*

- Introduction to Concrete Fundamentals: Concrete 101 (CCSP Module I) Certification (24 hours)
- Affidavit of 2 years RMC supervisory experience signed by direct supervisor

#### REQUIRED COURSES (72 hours)\*

- Introduction to RMC Business Organization and Management (24 hours)
- Employment Law Seminar (16 hours)
- Financial Management for the Ready Mixed Concrete Industry (16 hours)
- Leadership: The Concrete Manager's Game Plan (16 hours)



[www.nrmca.org/steps](http://www.nrmca.org/steps)

Earn a **CCP f**, the highest professional designation in the ready mixed concrete industry.

#### ELECTIVES (24 hours minimum)\*

- Castron Sulfate Attack Seminar (6 hours)
- Concrete Construction Liabilities Seminar (16 hours)
- Concrete's Role in Sustainable Development (8 hours)
- Concrete Technology Training and Certification (Technical Short Course), earning Level 2 (32 hours)
- The Effective RMC Supervisor (20 hours) Certification
- Environmental Professional Certification for the Ready Mixed Concrete Industry (24 hours)
- EPCRA & TRI Workshop (8 hours)
- Fundamentals of Accounting, Finance, and Business Law: Business Knowledge (CCSP Module III) Certification (20 hours)
- Plant Manger Certification Course (24 hours)
- Professional Sales Skills Workshop (CCSP Module IV) Certification (24 hours)
- Ready Mixed Concrete Sales Manager Workshop (21 hours) Certification
- Frontline Supervisor Workshop (20 hours) Certification
- Understanding the Concrete Contractor's Business: Customer Knowledge (CCSP Module II) Certification (20 hours)
- Safety Course for the Ready Mixed Concrete Industry (20 hours) Certification

\* Other courses offered by NRMCA or other organizations may be substituted following an evaluation and approval by NRMCA (see CCPf Certification Rules).