

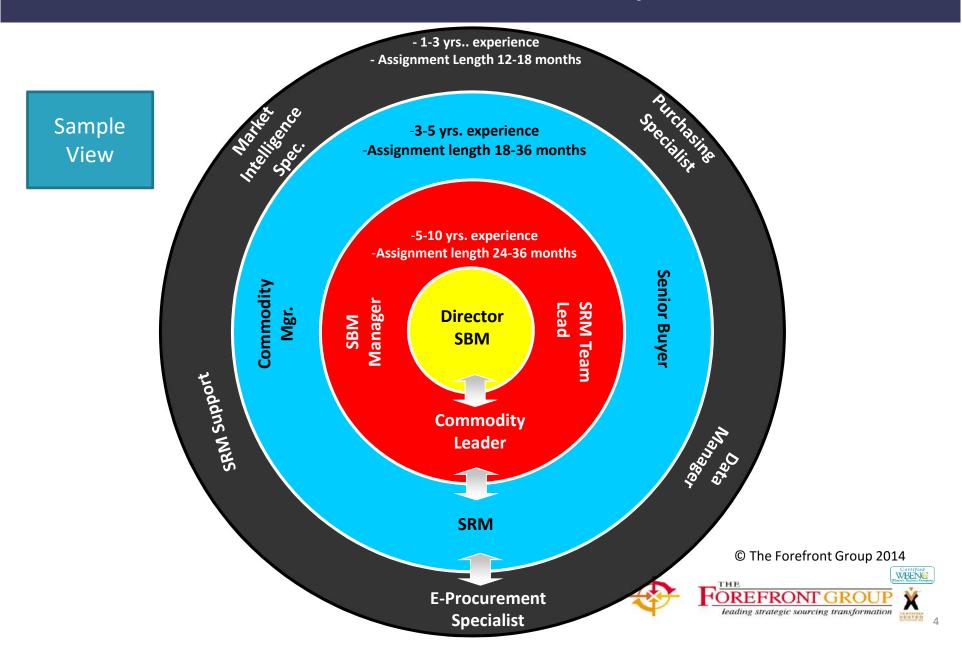
The best Companies have a professional career development roadmap leading to increasing levels of knowledge and experience



Development Process Overview

- Tiered process to provide a clear career path
- Each tier of progression corresponds to the expected level of knowledge required from a Knowledge Development Program and is supported with multiple options for continued learning.
- Tiered progression exposes employees to higher complexity, higher risk assignments.
- Management Commitment for 40 hours of professional development per employee yearly
- Progress will be captured in annual reviews and employee development planning
- Joint employee/manager responsibility required
- Global Program





Typical Development Progression

Tier 1

Tier 2

Tier 3

Tier 4

Tier 5

© The Forefront Group 2014

- •1-3 years experience
 - •Assignment length 12-18 months
 - •Minimum of two different assignments within tier one
 - •Progression is expected within the tier

- •2+ years experience
- Assignment length 18-36 months
 - Minimum of two different assignments within tier two
- Progression is expected within the tier

- •5+ years experience
- Assignment length 24-36 months
- Minimum of two different assignments within tier
 three
- Progression is expected within the tier

- •7+ years experience
- Assignment length 24-36 months
- •Minimum of two different assignments within tier four
- Progression is expected within the tier

- •10+ years experience
 - •Assignment length 24-36 months
 - •Minimum of two different assignments within tier five
 - Progression is expected within the tier
- •Timeframes are absolute best case scenario based on high performers
- •Longer cycle assignments still are appropriate.



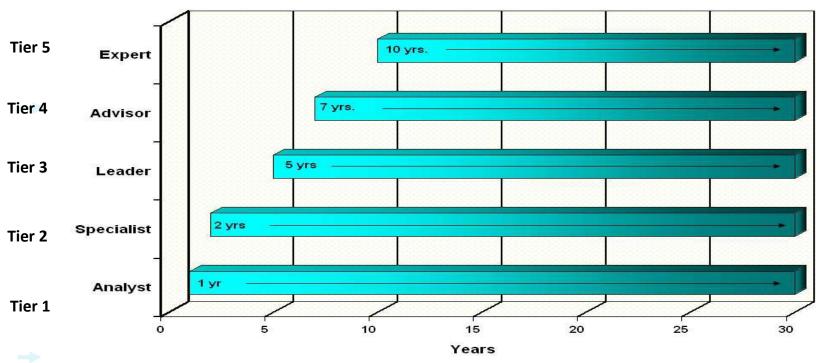
FOREFRONT GROUF

leading strategic sourcing transformation

WBENG

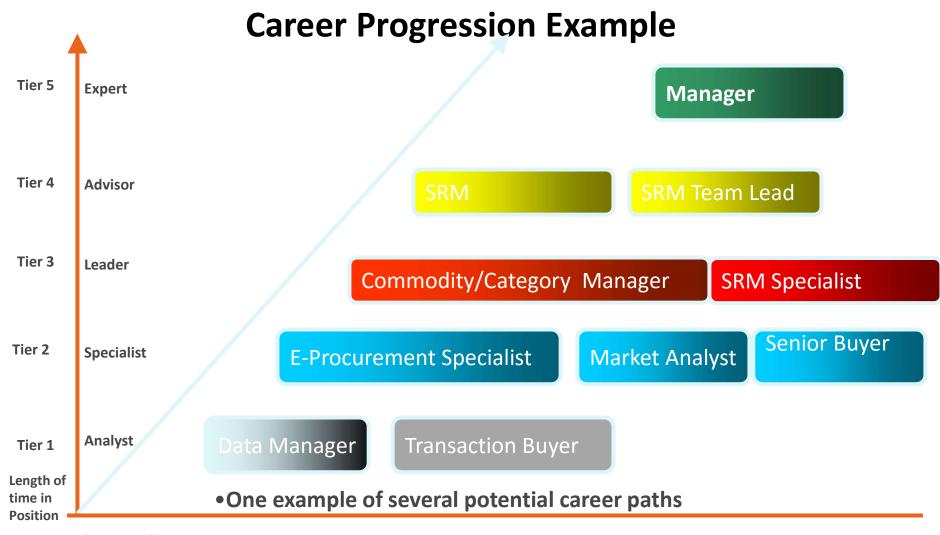
Director

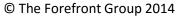
Career Progression Roadmap Job Level Profile Matrix



- Tiered progression correlates to the Job level profit matrix
- Indicates Minimum years experience for each tier
- Specialist positions could remain in a single tier but provide salary growth











Cross Functional Development

- The Career Progression Roadmap encourages cross-functional assignments, cross-global and international assignments where possible.
- The Career Progression Roadmap builds not only Strategic Sourcing knowledge and skills, but skills that can be utilized in other company functions across multiple levels.



Resource Rotation

- Planned resource rotations will be mapped out and reviewed annually with a calendar built for planned movements.
- There will be an annual review of resource rotation opportunities
- **High potential resources** would be the first to have opportunities.
- Objective would be not to have anyone in the same role or supplier relationship for more than three years.

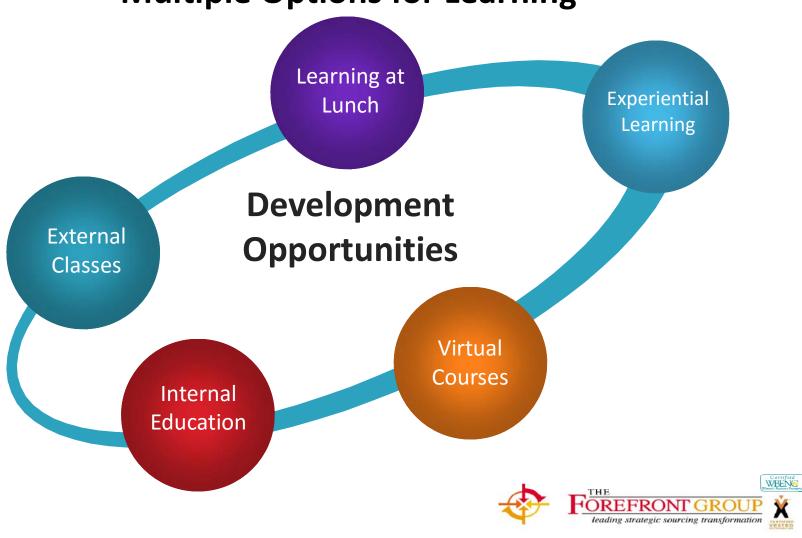


Experiential Modules

- One of the multiple professional development options
- Structured on-the-job assignments to provide exposure to more complex activities
- Temporary and finite activities
- Supported by an experienced resource coach
- Directed by Management Team
- Coded for traceability and credit in Employee Development database



Strategic Sourcing Skills Multiple Options for Learning



Rules of Engagement

Employee Responsibilities:

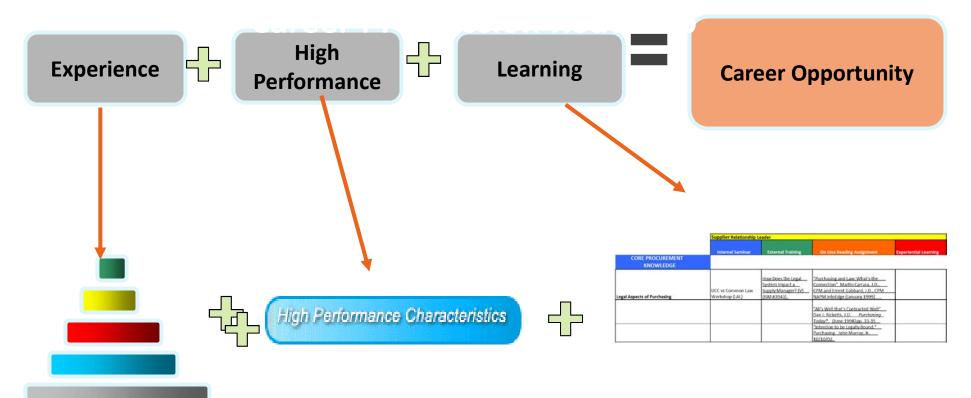
- Understand where you are in the process
- Seek continued learning options
- Review annual development plans to assure continued professional progress
- Complete 40 hours of formal development annually

Manager Responsibilities:

- Complete annual employee professional development plans to support continued career progression
- Identify continued learning options to assure progressing knowledge
- Maintain employee data
- Endorse 40 hours of development per employee



Development Formula



Position availability and resource needs impact movement cycle.



For More Information on:

- Sourcing Business Models Mapping and Selection
- TFG Knowledge Assessment and Development Toolkit (KAT)
- TFG High Performance Skills Development
- TFG Career Progression Roadmap
- Organization Optimization Design Model
- TFG Maturity Assessment
- TFG Training Curriculum Catalog

Contact:

Bonnie Keith, President The Forefront Group

bkeith@theforefrontgroup.com

609-922-8977

Or Info@theforefrontgroup.com

