

PIP INTERNATIONAL AND MELBOURNE UNIVERSITY JOIN FORCES FOR BUSINESS SUCCESS

January 2006

In an Australian first, consulting firm Partners in Performance International (PIP) and the University of Melbourne, through Melbourne University Private's School of Enterprise, have joined together to create two new postgraduate-level certificates that aim to maximise business performance.

The Professional Certificate in Operations has just been approved, and the Graduate Certificate in Operations is currently under review, with plans for approval by year end 2005. Both courses focus on the practical elements of running better businesses.

Skipp Williamson, CEO of PIP, founded PIP International in 1996 and has achieved outstanding results for clients in metals processing and manufacturing across the globe. Currently expanding into the services sector, PIP views itself as a Resultants® consultancy, improving performance by generating more net income, reduced risk and lower investment needs.

PIP's successful client training programmes are led by highly experienced management consultants, skilled in delivering rapid results. PIP's practical, hands-on approach has seen unprecedented turnarounds – clients report 20-30% increase in throughput and revenue, and 10-20% reduction in unit costs within a 6-12 month period.

Now components of the PIP approach have been integrated into the School of Enterprise's postgraduate-level Certificates, which will be awarded by the University of Melbourne. The Professional Certificate in Operations covers nine modules – 30% of assessment is based on practical skills demonstrated in on-the-job management and improvement, and 70% on a portfolio of written work assessed by staff of the School of Enterprise.

Courses are delivered by PIP Business Coaches, who become Fellows of the School of Enterprise in support of their teaching role under the guidance of the University's Academic Co-coordinator, and are conducted on site, as part of PIP training and consultancy. Courses are expected to be completed within a 6-12 month period.

The Professional Certificate in Operations involves 28 hours of formal lecturing and up to 260 hours of training, tutorial, coaching and review time. The Graduate Certificate is an extension of the Professional Certificate in Operations and involves further classroom sessions, extensive mentoring, tutoring and integrated implementation through workplace projects.

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All student facilities of the University of Melbourne are available to Australian-based participants, and those overseas can access the University's electronic database, with other services to be negotiated with a local University.

Skipp Williamson, CEO of PIP International said: "This course trains people to operate and manage businesses better, using the client's business as the case study. It's about solving real issues, with positive profit outcomes. The University of Melbourne is very forward-thinking and realizes that the practical management of a business on a day-to-day basis is an important supplement to management theory. We are delighted to be able to contribute towards two programs that put theory into practice to generate real business outcomes."

Executive Dean of the School of Enterprise, Mariann Fee, also welcomed the initiative by saying, "This is an example of how the School of Enterprise can bring a partnership with industry to fruition and benefit the University of Melbourne by extending its commercial education reach, and its capacity to deliver innovative business-results focused academic programs globally".

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