

## Powerful Negotiation Skills Taught



Western Area Power Administration, Sierra Nevada Region, engaged Sierra College to provide Communication and Negotiation Skills training on July 7-8. Participants agreed that they gained skills that they could put to use: "This will be extremely helpful out in the field," "I can use this knowledge to communicate better with my customers," and "I learned how to assess other peoples' approach to communication, and how it meshes with mine."

The course also covered negotiation: "I learned negotiation tools and steps," "Understand behavior during negotiation," and "Frame arguments and present positions for negotiation."

Sierra College uses professional trainers who work with businesses to customize on-site training to meet the needs of their employees. Comments included: "Great course with dynamic, engaging speaker," and "Trainer's teaching technique was interesting, engaging and entertaining."

Learn more at [sierracollegegetraining.com](http://sierracollegegetraining.com), or contact Carol Pepper-Kittredge at **916-660-7801** or [training@sierracollege.edu](mailto:training@sierracollege.edu).

## SIGN UP FOR LEAN TRAINING

**CURRENT STATE MAPPING  
October 7 & 21**

**PRACTICAL PROBLEM  
SOLVING  
November 4 & 18**

Apply Lean methods to cut costs, engage employees and increase productivity. Sierra College CACT and the Continuous Improvement Network offer monthly introductory classes; register at [www.cacinetwork.com](http://www.cacinetwork.com). Sierra College CACT also provides customized Lean training at employer worksites; contact Carol Pepper-Kittredge at **916-660-7801** or [training@sierracollege.edu](mailto:training@sierracollege.edu).

## CCC Trained to Conduct Energy Surveys



In partnership with California Conservation Corps, Sierra College has provided energy survey and retrofit training to 350 Corpsmembers in over 18,000 hours of courses, funded through Prop 39. Sierra College Trainer, Brian Hurd, developed curriculum and conducted the energy survey and basic electrical training.

Corpsmembers also gain practical field experience by surveying lighting, HVAC and plug load energy used in public schools, explained Scott Linton, Manager, Energy Corps, CCC. The UC Davis Energy Efficiency Center developed a comprehensive data analytics program and provides individualized reports for each school site.

"By assisting contractors' crews in retrofitting the lighting systems, Corpsmembers gain workplace skills for the energy industry," said Linton. "There are now 10 crews statewide that have surveyed 1000+ schools representing over 58 million square feet and 10,000 buildings. They have completed 18 retrofits of 3,200 fixtures statewide to LED lighting."





## Become Zero Waste Business Certified

Sustainable manufacturers save money by reusing, recycling, reducing waste and designing products to minimize packaging materials. In partnership with Sierra College CACT, the U.S. Zero Waste Business Council developed new curriculum for training professionals to become certified as Zero Waste Business Associates (ZWBA) and offered training on June 8 in Lincoln, CA to fulfill some of the requirements for certification. The U.S. Zero Waste Business Council also offers certification for facilities. Find monthly webinars at [www.uszwbc.org](http://www.uszwbc.org).

## November 6 - Attract Girls to STEM Careers

On November 6, businesses and Sierra College will introduce 100 high school girls to nontraditional career paths such as Welding, Mechatronics and Engineering. The goal of the Non-Traditional Employment for Women (NEW) event is to inspire high school girls to consider Science, Technology, Engineering and Math (STEM) careers. Become a sponsor or lunchtime mentor: call Carol Pepper-Kittredge at 916-660-7801 or [training@sierracollege.edu](mailto:training@sierracollege.edu).



## October 2 – Celebrate Manufacturing Day

SME and Sierra College Center for Applied Competitive Technologies (CACT) can help you participate in National Manufacturing Day on October 2 and throughout the month.

You may want to offer a tour for students or host an open house. The goal is to communicate the value of manufacturing to our economy.

Contact Jeff Briggs at SME, 916-316-8100 or [jeff.briggs@sacvalleysme.org](mailto:jeff.briggs@sacvalleysme.org).

## Inspire Innovation



Through a partnership with Hacker Lab, Sierra College has opened a co-working and maker space in Rocklin with tools, training and start-up resources. Design, 3D Printing and other maker workshops enable inventors to prototype new products. Companies utilize the co-working space for innovation teams to work outside of the confines of the office. There are many free meet-ups and monthly open houses. Check out: [hackerlab.org](http://hackerlab.org).

## California Business Portal Opens

The new Governor's Office of Business and Economic Development (GO-Biz) website, [businessportal.ca.gov](http://businessportal.ca.gov), has information on financing, incentives, permitting and emergency preparedness. Learn how manufacturers may qualify for a partial exemption of sales and use tax on certain manufacturing, and research and development equipment purchases and leases.

## Connect at SME Events



To promote advances in the manufacturing sector and connect students to future careers, Sierra College CACT partners with SME. You are invited to attend the monthly SME meetings, held on the second Tuesday of the month at changing locations in the Sacramento Valley region. For upcoming events, go to [www.sacvalleysme.org](http://www.sacvalleysme.org).

## Training Customized

Since 1992, Sierra College has provided customized training to businesses and agencies, and technical support to manufacturers and technology companies in the greater Sacramento region. In addition, CACT connects the future workforce to manufacturing careers. Learn more at [sierracollegegetraining.com](http://sierracollegegetraining.com).



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