STRUCTURAL BUILDING COMPONENTS MAGAZINE

August 2002

SCDA Update

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After meeting in Madison, WI on May 23, the SCDA Education Committee is pleased to announce the availability of SCDA's 2002 Technical Skills Evaluation and Certification Program! The main goal of SCDA is to provide technical education that will allow each participating company to grow the skills of all of their employees in a highly structured and professional manner. We believe that those companies that take part will also capture a very tangible business benefit through increased technical competency. By promoting a higher degree of professionalism, the value you are providing to your customers will increase.

This evaluation was designed to assess a variety of skill levels, primarily those of your technical support. Therefore, by its nature, it may be intimidating at first glance. New hires may not have a strong level of knowledge and may be able to answer only a few questions. Please note that this should not discourage any new hire from taking this evaluation. In fact, from a business perspective, this evaluation is structured to allow you to determine the strengths and weaknesses of all your technical staff and then focus your training appropriately. This is particularly valuable for a new or potential hire and may also be valuable for your sales staff and others in your operation.

We are in the process of laying the foundation for the preparation of educational classes geared to specifically train individuals in this industry. Presently, we are considering four different classes or obtainable levels (Level I, II, III, and IV). Each level will build on the previous set of skills learned, so a Level IV participant will be considered more knowledgeable than an individual who has completed Level I training. This evaluation will be used to quantify the knowledge base of the participant, which will in turn qualify him/her for the appropriate qualification level.

Our Technical Skills Evaluation should be used as a starting point for additional training. The beginning level of training is dependent on how well the participant scores on this evaluation. Participants with scores between 0 percent and 25 percent would qualify for Level I training. Participants with scores between 25 percent and 50 percent would be SCDA Level 1 certified, and then qualify for Level II training and so on.

We anticipate that suppliers will be interested in using the evaluation as a way to screen the people coming to their classes. Since the SCDA evaluation covers basic math and load development fundamentals, the evaluation will allow suppliers the opportunity to provide more structured classes where the skill levels are all similar, to ensure that the time spent is used most productively and the focus can be on the use and special attributes of their proprietary products.

There will be both SCDA Member and Non-member pricing. Members will be able to administer

the evaluation to all company employees for \$295 each. The resulting Certifications can then be promoted in the marketplace. Non-members will be able to "test-drive" the program for \$500, with the limitation of evaluating and certifying only a single employee. Multiple evaluations and certifications will be available only to members.

The work we have done above on the Technical Skills Evaluation and Certification Program is Phase I work per the SCDA strategic plan adopted by our Executive Committee. Phase II is to develop a comprehensive online training and certification program. You may view a similar online training program, as well as some sample Evaluation questions, on the SCDA web site. Phase II, which depends on gaining the funding needed through membership and exam participation, will begin immediately upon gaining 100 members.

SBC HOME PAGE

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