



 **NRHA** | Retail Management
Certification Program

about the program

NRHA's Retail Management Certification Program gives key employees the opportunity to learn from professors, industry experts and fellow classmates in this college-level course geared toward future retail leaders. In this program focused on the hardware, lumber and home improvement industry, students work on improving their businesses and providing owners an immediate ROI on their attendance.

Course Curriculum Overview

- **Three visits over the course of six months** to NRHA headquarters in Indianapolis to interact with a small class of up to 25 peers, which allows students to build an industry network that will aid them in their future.
- **Practical inter-session homework assignments** that relate directly to the business the student manages. Homework will focus on topics that provide opportunities to improve the business.
- **Access to a Ball State University Business Coach** to counsel students on how to achieve maximum value from the program. This coaching interaction will engage the student and business sponsor in a discussion of how to apply the student's learning assignments directly to the business.
- **Access to an electronic Learning Management Platform** that allows students to receive assignments and submit homework online.
- **Personal assessments** that help students rate their management capabilities and personalize the training to their needs.
- **Multiple uses of interactive workshops** during classroom sessions, designed with the adult learner in mind. These workshops, which include simulations, case studies, small group exercises, role-playing and classroom discussion, will utilize learning tools that encourage interaction and help students immediately relate classroom experiences to business application.
- **A Business Improvement Project** assignment throughout the three-visit program culminates during the last visit, when students will present their plans and receive feedback on their business improvement suggestions.
- **A final Quick Win assignment** following the third visit, where students will enact three things they learned in the course, providing ROI to offset the student's tuition.

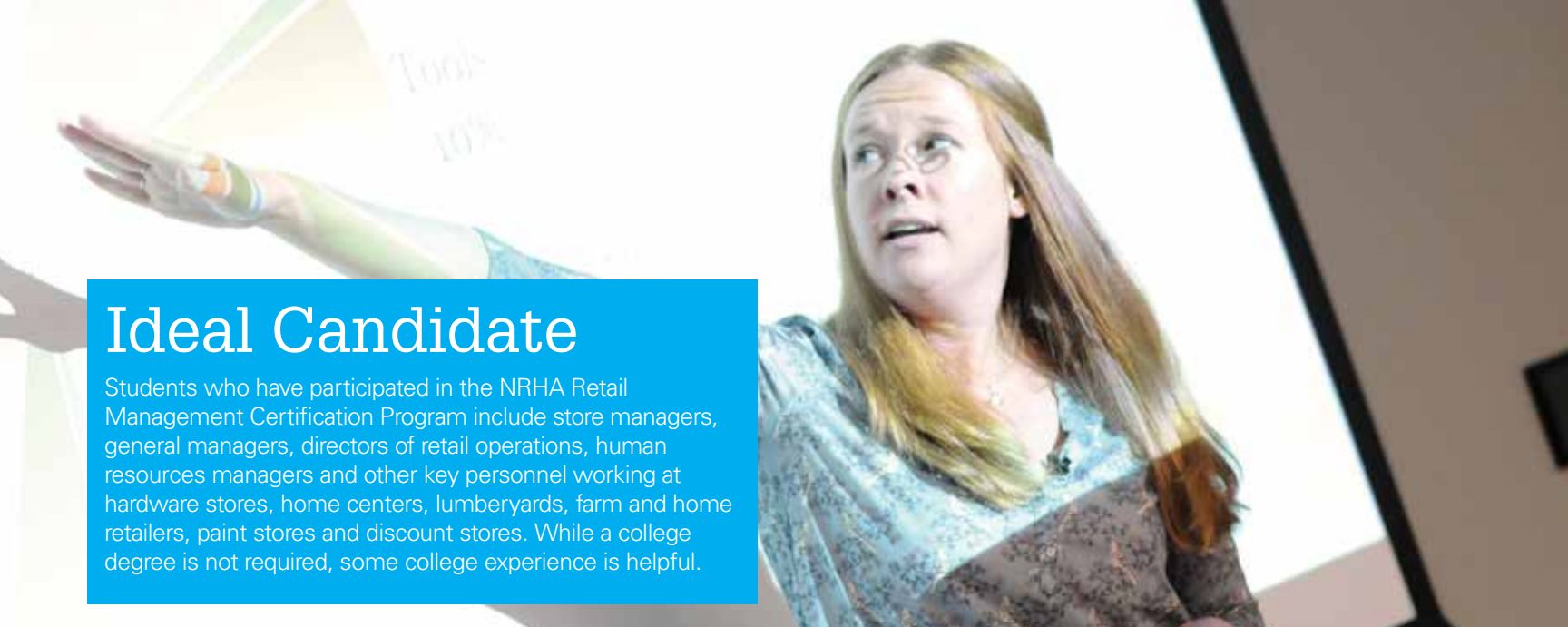
Curriculum designed and taught by NRHA and Ball State University's Schnatter Institute for Entrepreneurship and Free Enterprise. Business Administration Certificate awarded by NRHA and Ball State University.





“I found that the class has been the single most valuable thing I have done in my career, both for me personally and for our business.”

—Christian Herrick,
Randy’s Do it Best Hardware



Ideal Candidate

Students who have participated in the NRHA Retail Management Certification Program include store managers, general managers, directors of retail operations, human resources managers and other key personnel working at hardware stores, home centers, lumberyards, farm and home retailers, paint stores and discount stores. While a college degree is not required, some college experience is helpful.

Time Required

The program includes three visits to Indianapolis. During weeks when class is in session, students arrive on a Tuesday, enjoy a networking dinner Tuesday night, have class sessions all day Wednesday and Thursday, then depart on Friday morning. Preparation before each visit requires two hours per hour of classroom time (approx. 32 hours).

More Information

For more information about the program, scholarships or to apply, please visit www.nrhamcp.com or contact:

Tom Marcum, Director – Recruitment

317-275-9430, tmarcum@nrha.org

Scott Wright, Executive Director – Retail Leadership Institute

317-275-9417, swright@nrha.org

Cost & Scholarships

Tuition: \$12,500

(includes all meals, entertainment and course materials)
Financing and scholarships are available to those who qualify.

Lodging Costs: \$150 per night*

(9 total room nights) = \$1,350 on average

**Prices may increase or decrease depending on city events.*

Transportation Costs: Three trips to Indianapolis

Session Dates

Spring 2018 Session

Application Deadline Feb. 28, 2018

Visit 1 Apr. 10-13, 2018

Visit 2 June 12-15, 2018

Visit 3 Aug. 14-17, 2018

These companies are supporting your success as an independent retailer by providing scholarships.

