

- **Knowledge**
- **Certification**
- **Networking**



The International Association of Certified Practicing Engineers is a partnership of academics, practical engineers and those striving to increase their knowledge and boost their career.

The goal is to build an organization that would validate a candidates' engineering fundamentals, prove their individuals skills, and enhance their networking ability.

Nine Keys to Becoming Promotable

1. **Have a Strategy**
2. **Take Responsibility**
3. **Be a Professional**
4. **Be a Team Player**
5. **Not My Job**
6. **Make your Boss Look Good**
7. **Do the Important Things First**
8. **Be Happy**
9. **Build Your Network**



1. Have a Strategy

Strategy

- a plan of action or policy designed to achieve a major or overall aim
- the art of planning and directing overall military operations and movements in a war or battle



1. Have a Strategy

Rather than continuing to apply blindly up the ladder, highly successful (and highly promoted) people tend toward a more strategic approach.

They choose jobs not based on simply getting to the next rung up, but on their particular strengths. And they have their next move already in mind. They figure out what their next job should be before applying to a new one.



1. Have a Strategy

That way they're always thinking about the skills and experiences they should be building now to move seamlessly towards their next position.

You may think that you need to say "yes" to every proposed project in order to get ahead, but that's not true. Some projects are suicide missions with no chance of success.



1. Have a Strategy

Truly successful people (even Warren Buffett) know that picking their projects and their battles—and prioritizing what they need to do to end up where they need to be—is the better strategy. They are discriminating in their choices.

For the long term view – early in your career the best paying offer, may not be the best offer.

For the long term view – early in your career, do not sell your future for a small amount of cash.



1. Have a Strategy

A Well Thought Out Plan

You should have a 1 year, 5 year and 10 years plans – with contingencies

Things that should be in your plan to be promotable

- 1. Gain Knowledge – this is really the currency you will sell in the future – technical and management skills**
- 2. Gain Recognition – Get Proper Certifications**
- 3. Build your network – Your best job / promotion will come from the people that know you**

Just by Coincident these are the Key Legs of IACPE

- **Knowledge**
- **Certification**
- **Networking**



1. Have a Strategy

1. **Gain Knowledge – this is really the currency you will sell in the future – technical and management skills**

Today you have unlimited access to knowledge. The internet started in 1990's. This was my internet as a child.



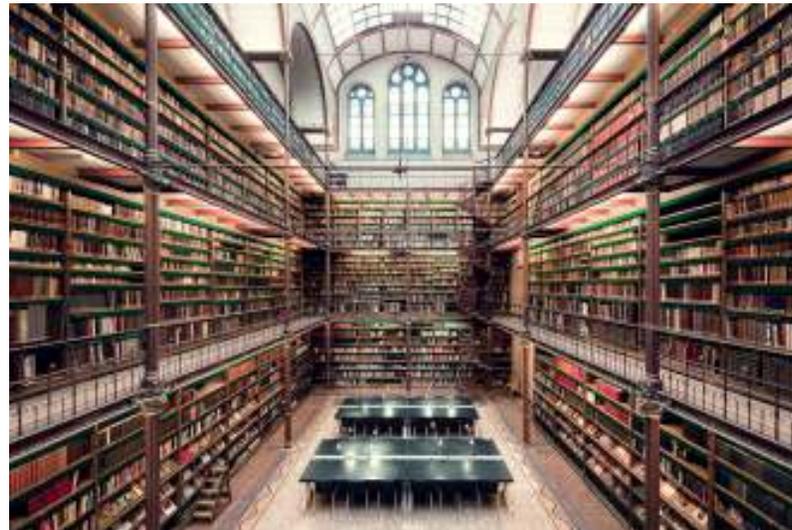
1. Have a Strategy

1. **Gain Knowledge – this is really the currency you will sell in the future – technical and management skills**

Prior to the 1990s you needed access to books and knowledge. There was a large advantage for students that has access to good libraries.

Today you are on equal playing field with every student in the world.

Today, if someone obtains more knowledge than you, it is because they are working harder than you.



1. Have a Strategy

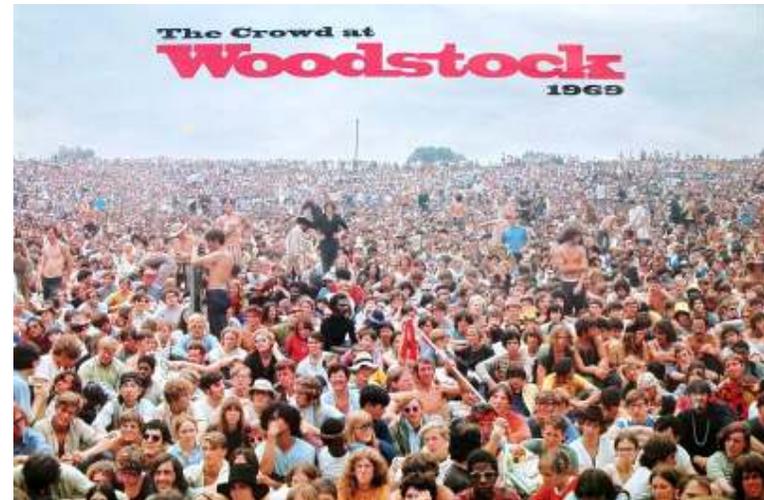
The greatest tool you have to gain knowledge – most people use only for entertainment. I was looking for a good picture for online gaming – and this is a great picture – the guy is loosing money while playing. It does not have to be internet gaming – **any time waster cost you money.**



1. Have a Strategy

I can heard the older people now – this young generation just waste time and their opportunities. I think this happens in every generation.

But the successful people understand, time wasters cost you opportunities and money.



1. Have a Strategy

In the past there were limitations to gaining Knowledge, obtaining Certifications, and Networking ability.

You needed to go to a Prestigious College to have the best opportunities for Knowledge, Certifications, and Networks.

Today there is a much more level playing field. Of course there are many advantages to attending Oxford, but not like the previous generations.



1. Have a Strategy

If you're serious about rising through the ranks, you need to realize that self-improvement isn't a one-month or one-year effort. It doesn't have an expiration date at all. You need to consistently, unerringly and frustratingly strive for better every single day of the rest of your life.

Are there any weaknesses you really need to correct before the next promotion is possible? These questions, while simple are strategic. It allows you to check your strengths and weaknesses. It forces you to assess what has worked and what will work to get you promoted.

IACPE has Great Certification Programs



1. CERTIFIED PRACTICING PROJECT MANAGER (CPPM)
2. CERTIFIED PRACTICING COMMISSIONING SPECIALIST (CPCS)
3. CERTIFIED CONSTRUCTION SAFETY SPECIALIST (CCSS)
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8. CERTIFIED PROCESS TECHNICIAN (CPT)



2. Take responsibility for your mistakes and your achievements

Everyone makes mistakes and it is all part of the growth process, just **be ready with solutions for fixing your mistakes.**

This demonstrates leadership and accountability, two qualities superiors favor.

If you want to be successful in any career, you need to take responsibility—even for issues that aren't directly your responsibility.



2. Take responsibility for your mistakes and your achievements

Your boss isn't going to look at you one day and say, "Well, you make less mistakes than the other guy, so I guess I'll put you in charge." He's only going to give you more authority if he trusts that you can handle it.

Even if your colleagues do make a habit of messing up, the right response isn't to point fingers and deny culpability; it's to educate them and stop the mistakes from happening again.



2. Take responsibility for your mistakes and your achievements

In essence, you need to be a part of the solution, even if you aren't part of the problem.

Part of being in charge of other people is taking responsibility for everything that goes wrong around them and because of them.

IT'S WRONG

2. Take responsibility for your mistakes and your achievements

Did you help save the organization time or money, or contribute to team performance?

Be proud of what you've achieved at work and don't be afraid to talk about your accomplishments and how they impacted the company.

This will help boost your confidence, and once you feel confident you'll radiate ability. The more confident you feel, the more other people will sense that.



3. Be A Professional

In addition to the on-the-job accomplishments, employers also take attitude, behavior and appearance into consideration when deciding who deserves to move up in the ranks.

While your work performance may be strong, if you're not presenting yourself in a professional manner, it may be preventing your superiors from taking you seriously.



3. Be A Professional

When a company tells its employees that there's no dress code and that it's a casual work environment, that's a trick.

Don't be fooled – there's no such thing as a casual work environment when it comes to how you look.

Fair or not, how you dress is super important. Dress code or no, have you ever noticed that management usually dresses formally?

You need to dress for the role you want, not the one you have. You'll immediately be looked at in a much more professional light.

3. Be A Professional



4. Be A Team Player

Much has been made of loner geniuses who skyrocket to success despite wearing sandals to investment conferences and showing a general disregard for the opinions of others.

Some of the most influential and successful people in the world are the kind of people who have no concept of social etiquette.

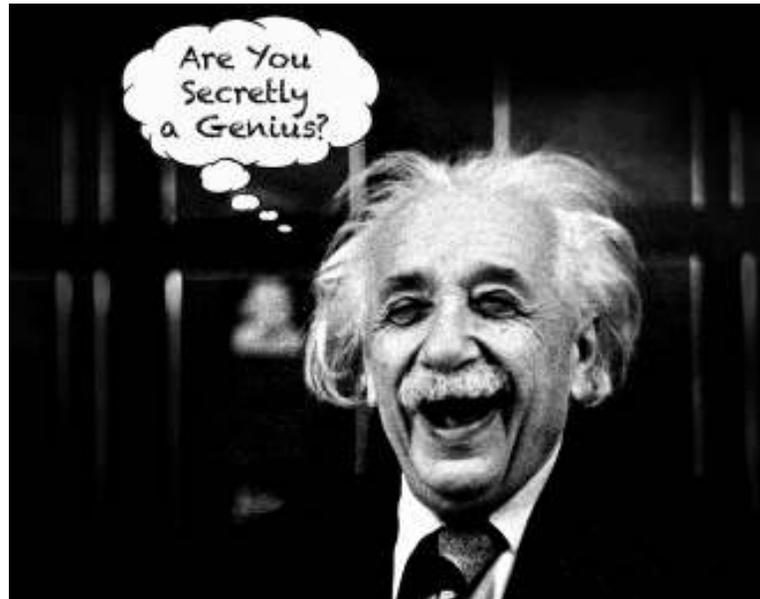


4. Be A Team Player

Do not make the mistake of thinking that you are one of those people.

The Mark Zuckerbergs of the world are an extremely small percentage of successful people overall.

The rest made their fortunes through networking, good impressions, and advantageous partnerships with others.



4. Be a Team Player

Which is better for a race – a horse or a camel?



4. Be a Team Player

Which is better for a race – a horse or a camel?

It has to do with the length of the race. For a 5km race, a horse might be best.

For a 300km race, a camel might be best.

Remember you may live a long time.

4. Be a Team Player

Horses

1. They need food and rest daily
2. They can survive about five days without water
3. Easy to break a leg
4. Easy to develop stomach issues called colic - can only eat special diet
5. Very temperamental – they will actually hurt themselves
6. Need constant attention

4. Be a Team Player

Camels

1. **A camel can easily survive a journey without water for three days, and in cool weather it can live without water for as long as a month by feeding on vegetation.**
2. **They can eat cactus – live on almost any vegetation.**
3. **Camels can travel 200km per day carrying a rider. Arabian baggage camels are heavier build and capable of carrying a 200 kg load up to 100km per day.**

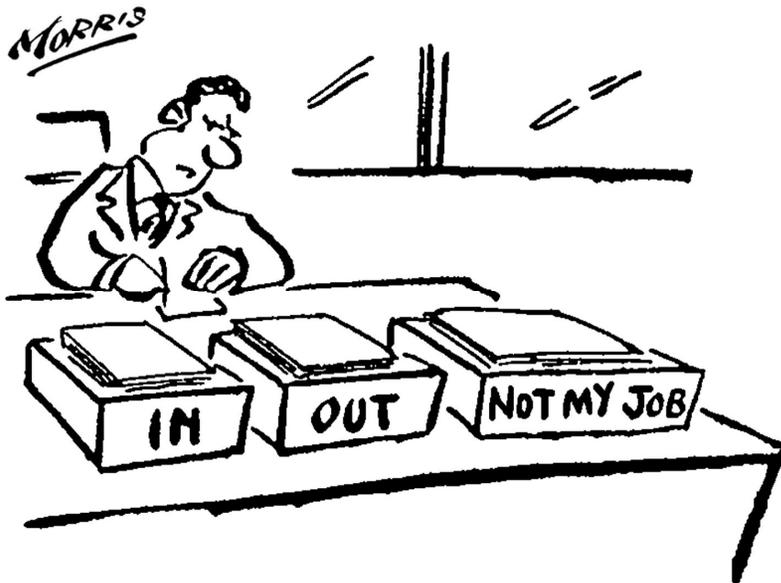
4. Be a Team Player

- 1. Horses are temperamental and more or less or pets.**
- 2. Camels do the hard work that is required – solid contributor to any team.**
- 3. You are getting ready to run a 90 year race – which are better attribute's to have in for your race?**
- 4. Temperamental or Solid Contributor**

5. Never Say That Is Not My Job

Exceptional employees don't walk past a problem they could help solve simply because it isn't in their job description.

They see their roles more broadly than that, as chiefly about helping the team reach its goals.



5. Never Say That Is Not My Job

As a result, they're always willing to give of their time and knowledge.

When they see something that needs to be done, they step up and help out.



5. Never Say That Is Not My Job

Perseverance and persistence are the greatest qualities you can have as you fight for a better station in life.

No career is going to be perfect, and no projects are going to proceed without mistakes, setbacks and failures, but what ultimately matters isn't what you go through; it's how you rise above it.



6. Make Your Boss Look Good

Give your boss ongoing support and communicate openly. This will show that you're good at building relationships with your superiors.

Another thing to be careful about is always agreeing with your boss. Be honest and don't be afraid to respectably push back a little if you disagree, but in private. It's OK to have an opinion; it shows critical thinking.

What's the best way to get promoted? Get your boss promoted.



7. Do the Important Task First

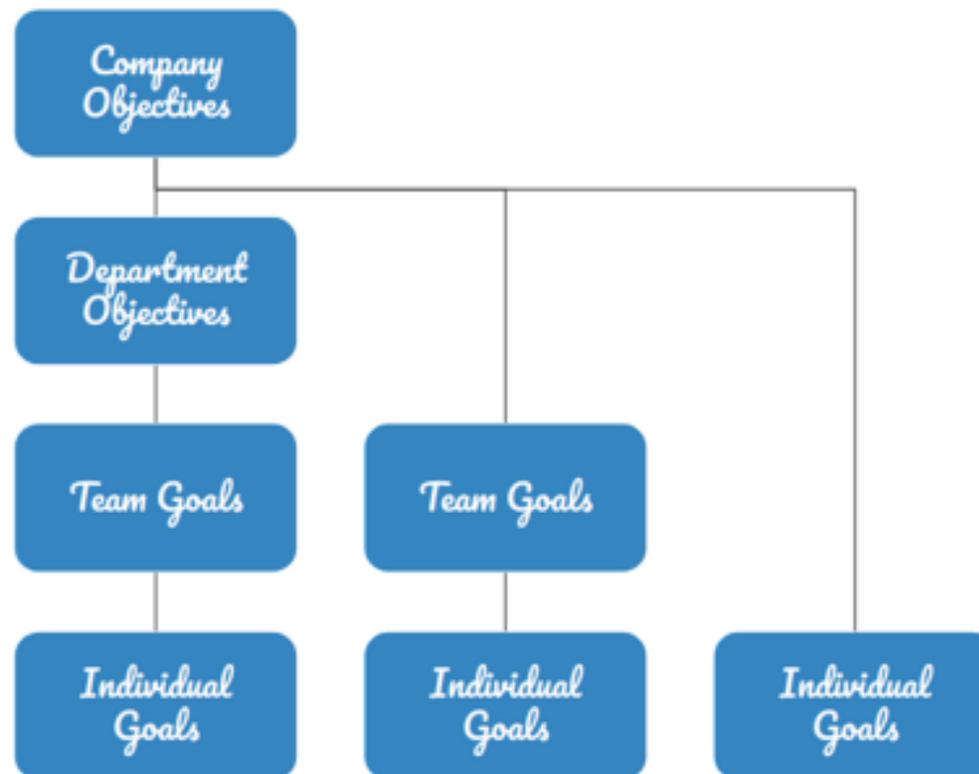
As you climb the corporate hierarchy, it's only natural that you assume new responsibilities and tackle new challenges. However, it's important not to let yourself get bogged down by the tasks that add no value.

This is another important muscle to flex when positioning one's self for a promotion. While it's important to have an eye towards your 90 or 120 day goals so that you stay on top of your chief responsibilities and accountabilities, you also want to have an eye towards how your work plays into the bigger picture of your career and the company.



7. Do the Important Task First

Get clear on your department or organization's one, two, and even five-year goals and work with your supervisor to make sure that how you are spending your time and energy is moving you—and the company—in the right direction.



8. Be Happy

Life is too short not to be happy – and people want to work with happy people. And let's face it, right now too many workplaces are seas of persistent complaint.

Senior leaders also want emerging talent who see opportunities rather than obstacles.



8. Be Happy

Not only does a Negative Nelly or Negative Ned kill moral, she or he also comes across as someone incapable of solving problems and inspiring others towards solutions... keys to positioning one's self as an effective leader.



8. Be Happy

One of the things managers pay special attention to when it comes to promoting their team members is their maturity to handle things.

In other words, you should be someone your manager can depend on when things are difficult to handle. You must, therefore, be proactive and extremely organized.



8. Be Happy

Create folders as per your convenience to arrange documents, presentations and spreadsheets in order.

Be responsive and always respond to important mails. If you find it too tough to handle multiple responsibilities, use sticky notes to stay on top of things.

The way you do your job sets you apart from your colleagues. So, don't leave a bad impression by doing a shoddy job.



8. Be Happy

While you might think you'd be happier in a higher position, your boss has a different take on the matter.

They need to see that you have a positive attitude first – and then they might consider promoting you.



8. Be Happy

Remember: having a positive energy is what attracts positive things like promotions.



9. Build Your Network

The most successful people understand that, in order to get anywhere in life, they have to build friends and influence.

This doesn't mean politicking. It just means: comporting themselves with integrity, honesty, and professionalism.



9. Build Your Network

They build relationships with the people and institutions that can make a lasting difference in their careers at the current job and in the future.

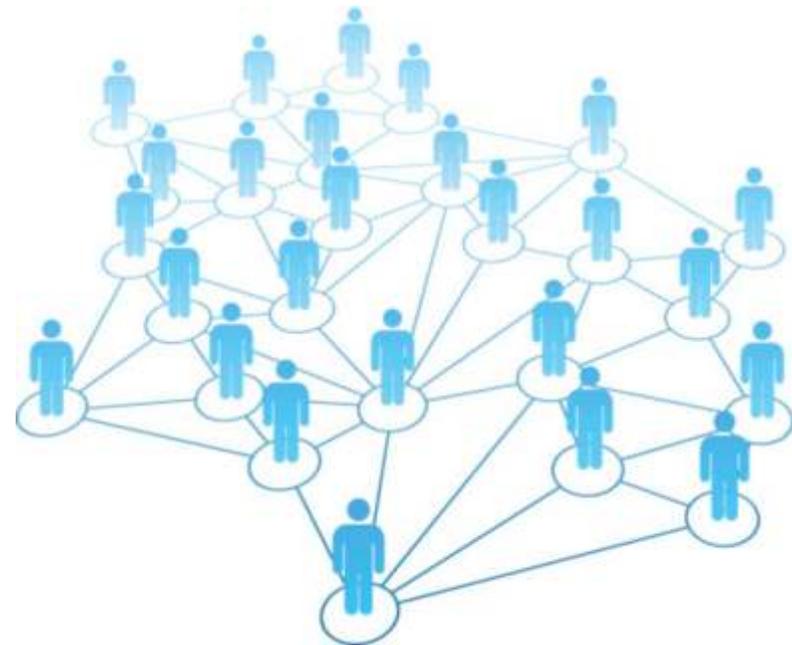
It's important to develop mutually beneficial relationships within your department, your team, your company, as well as external contacts.



9. Build Your Network

We are seeing a lot of employees not just moving up but also across. To put yourself in line for such an opportunity, set the time to get to know all of your colleagues.

Be curious about their work and opportunities they foresee on the horizon.



9. Build Your Network

Instead of trying to isolate yourself on the way up, try to build up a network of people who are essential for a well-functioning team and can function as support concerning your future career.

You will learn a lot more when it comes to optimization of work processes if you talk to people in different departments and companies instead of locking yourself away from other employees.



9. Build Your Network

They believe in the motto “Life is who you know.”

They understand the importance of establishing connections with peers, leaders, employees, and thought-leaders outside the organization.

And they understand that strong relationships come from giving, not asking. They nurture their relationships regularly.



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Starting / Building IACPE



- 1. We began writing the Kolmetz Handbook of Process Equipment Design in 2007. We are honored it has been well received all over the world.**
- 2. We would get emails from students asking for student discounts. The Handbook is mostly purchased by companies so the cost was high for students.**

Starting / Building IACPE



- 3. In June 2014, we developed an idea to start an Engineering Association and utilize the handbook to train and certify individuals at a student rate.**

IACPE has three Levels

CPE Level 1

CPE Level 2

CPE Level 3

CPE Level I

- **CPE Level I candidate would: Study and understand the six (6) Fundamental Engineering Training Modules**
- **Review a sample test of one hundred (100) questions on each of the six (6) Fundamental Engineering Training Modules**
- **Pass a test of twenty-five (25) questions from each of the six (6) Fundamental Engineering Training Modules**

Fundamentals of Solid and Fluid Mechanics

Fundamentals of Thermodynamics Heat and Mass Transfer

Fundamentals of Engineering Materials and their Strength

Fundamentals of Physics and Electromagnetism

Fundamentals of Inherently Safer Equipment Design

Professional Engineering Ethics Part 1

The value of these modules if purchased separately would be greater than USD \$1,000.00

CPE Level II

- **Enrollment in CPE Level II would follow the completion of CPE Level I. CPE Level II candidate would: Study and understand the three (3) required and four (4) of the other listed Fundamental Engineering Training Modules**
- **Attend one (1) webinar (internet based training)**
- **Review a sample test of one hundred (100) questions on each of the six (7) chosen Fundamental Engineering Training Modules**
- **Pass a test of twenty-five (25) questions from each of the seven (7) chosen Fundamental Engineering Training Modules**
- **Complete a unique design assignment to certify Fundamental Engineering Training Modules understanding**

CPE Level II

Required Modules (3)

Piping Fluid Flow Hydraulics Line Sizing and Material Selection
Project Management
Statistical Process Control

Additional Modules (4)

Choose four additional modules from the 50+ chapters of the Kolmetz Handbook of Process Equipment Design.

These seven modules are valued at USD \$3,500.00 if bought separately at KLM Technology Group Website. The real value of the CPE Certification is Level II and Level III.

CPE Level III

The three (3) required Curriculum Modules for CPE Level III include:

**Production Control Engineering
Professional Engineering Ethics Part 2
Professional Reports and Presentations**

Additional Modules (4)

Choose four additional modules from the 50+ chapters of the Kolmetz Handbook of Process Equipment Design.

These seven modules are valued at USD \$3,500.00 if bought separately at KLM Technology Group Website. The real value of the CPE Certification is Level II and Level III. Total value is over USD \$8,000.00.

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All the best in Your Career and Live