

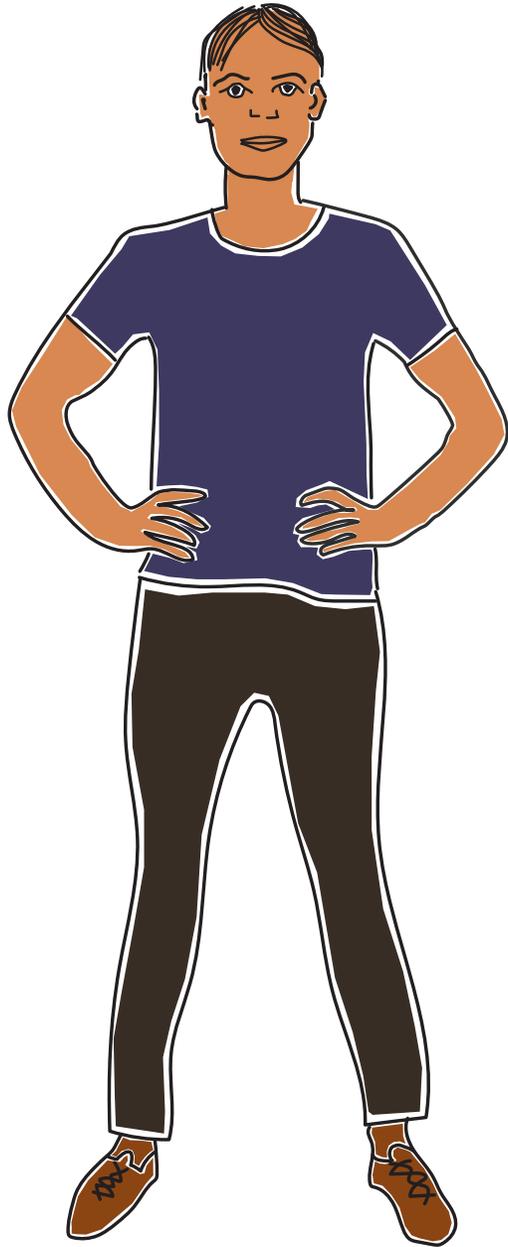


CSM LEARN

High Performance, for everyone



David Goldberg
CEO
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What's needed for success in school, college, work and life

High Performance

I have **rock-solid math and literacy skills**

I can use my skills to **solve real-world problems**

When needed, I **learn new skills on my own**

I execute my skills **with care and persistence,**
striving for excellence

My **self-confidence is well-earned**

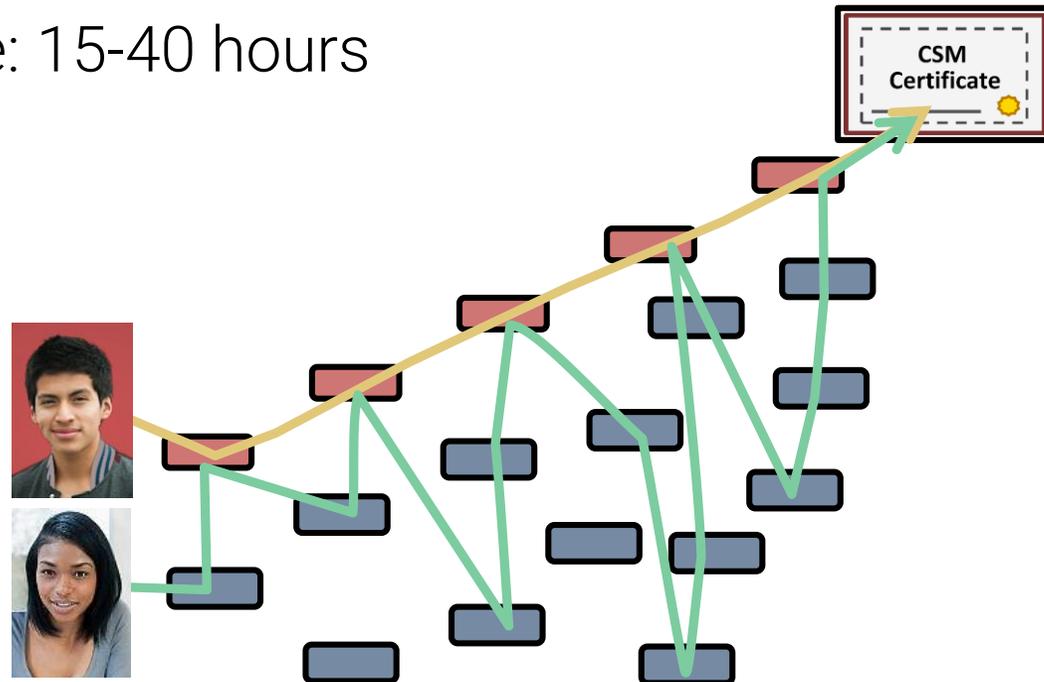
The CSM COURSE teaches HIGH PERFORMANCE



- Skills**
- ❖ Quantitative reasoning
 - ❖ Applied literacy
 - ❖ Problem-solving

*Self-paced
online course*

HS diploma: 25-60 hours
College graduate: 15-40 hours



Question 1: Who should not take the drug Astronex?

Women who are pregnant

TO: Packaging Design Department

RE: New Prescription Guidelines

Last week the Food and Drug Administration created new drug classification guidelines that will go into effect in two months. After reviewing these guidelines, we have determined that the drugs that we at Prescott Pharmaceutical produce need to be relabeled to reflect these changes. Please review this memo so that you can change the packaging of our drugs before they are shipped to pharmacies.

Following Food and Drug Administration guidelines, the drugs that Prescott Pharmaceutical produces fall into four different categories. Viconton and Xerxes are Class 559A drugs. The 194B drugs are Welltox and Claritol. Xanatron and Milantose are 614S drugs. All of the other drugs we produce are 443C drugs. Please disregard all previous drug classifications, as these new guidelines replace them.

The Food and Drug Administration has also placed limits on how many doses of a drug can be prescribed at any one time, based on that drug's classification. This information will also have to be included on all labeling. All Class 614S drugs have a prescription limit of 35 doses. The prescription limit for Class 194B drugs is 5 doses. All Class 559A drugs have a prescription limit of 85 doses. Finally, the prescription limit for all Class 443C drugs is 50 doses.

Drugs are placed into different classes based on which patients should not be taking that drug. Class 443C drugs should not be taken by women who are pregnant. Class 614S drugs should not be taken by patients over the age of 80, and Class 559A drugs should not be taken by patients with heart disease. Also, 194B drugs should not be taken by patients taking blood thinners. This information will also have to be included on all advertisements for our drugs.

Once you have drafted new packaging labels, please send copies of all materials to the legal department for review. Thank you.

Ursula Lawson, Legal Department, Camelot Pharmaceutical

Inference and Information extraction

35% of all adults
55% of college grads

Fractions, decimals, percent

25% of all adults
45% of college grads



$$9/10 = 0.9 \text{ [decimal number]}$$

$$2/5 = 0.4 \text{ [decimal number]}$$

$$75\% = 0.75 \text{ [decimal number]}$$

$$80\% = 0.8 \text{ [decimal number]}$$

$$1/3 = 33.33\% \text{ [percent]}$$

$$7/10 = 70\% \text{ [percent]}$$

$$0.3 = 30\% \text{ [percent]}$$

$$0.25 = 25\% \text{ [percent]}$$

$$0.6 = 3/5 \text{ [fraction]}$$

$$0.6667 = 2/3 \text{ [fraction]}$$

$$10\% = 1/10 \text{ [fraction]}$$

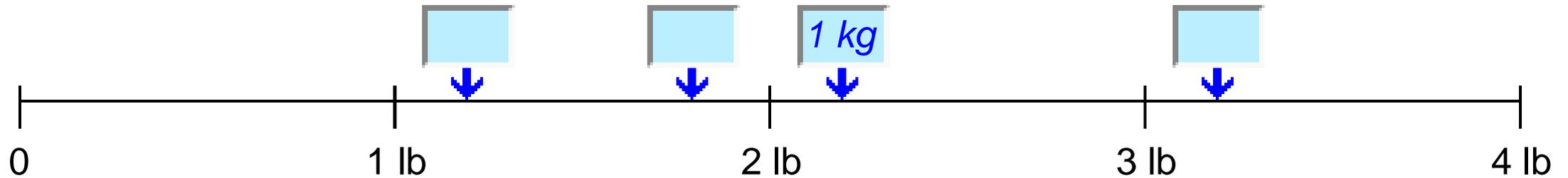
$$50\% = 1/2 \text{ [fraction]}$$

Intuitive understanding of units

25% of all adults
45% of college grads



Click at the location of 1 kg



A gallon of water weighs a little less than:

- 4 grams
- 40 grams
- 400 grams
- 4 kilograms
- 40 kilograms

Error Reporting

35% of all adults
55% of college grads



Below are 7 pieces of information, all of which are true.
Click on the boxes in front of the 4 most important pieces of information to include in an email to a repair person.

This is a problem with our P/139-X Pneumatic Stapler. *What's broken*

The stapler slipped and fell when my cousin was using it. *What happened before*

The logo on the handle of the pneumatic stapler has worn off.

We first noticed the problem with the pneumatic stapler on
Wednesday at 11:33am

I checked the main spring and it seemed OK. *What you tried*

The pneumatic stapler no longer drives the staples in straight. *How it's broken*

I've been in the construction business for 11 years.



Here are some facts about the PowerTower 2500:

- PowerTower 2500 comes with a hard drive with 200 gigabytes of storage.
- PowerTower 2500 does not interface with VT_2 protocol routers.
- PowerTower 2500 comes with pre-installed operating system version 9.
- PowerTower 2500 has 5 serial ports
- PowerTower 2500 has integrated network auto-sensing.
- PowerTower 2500 is a short tower.

The computer will meet the mandated cost-benefit profile only if it meets the following requirements:

- The computer has equal to or under 3 serial ports ~~x~~ **AND** the speed of the computer's bus is between 150 and 200 MHz. ??

OR

- The computer is a short tower. ✓

Does the PowerTower2500 meet the mandated cost-benefit profile?

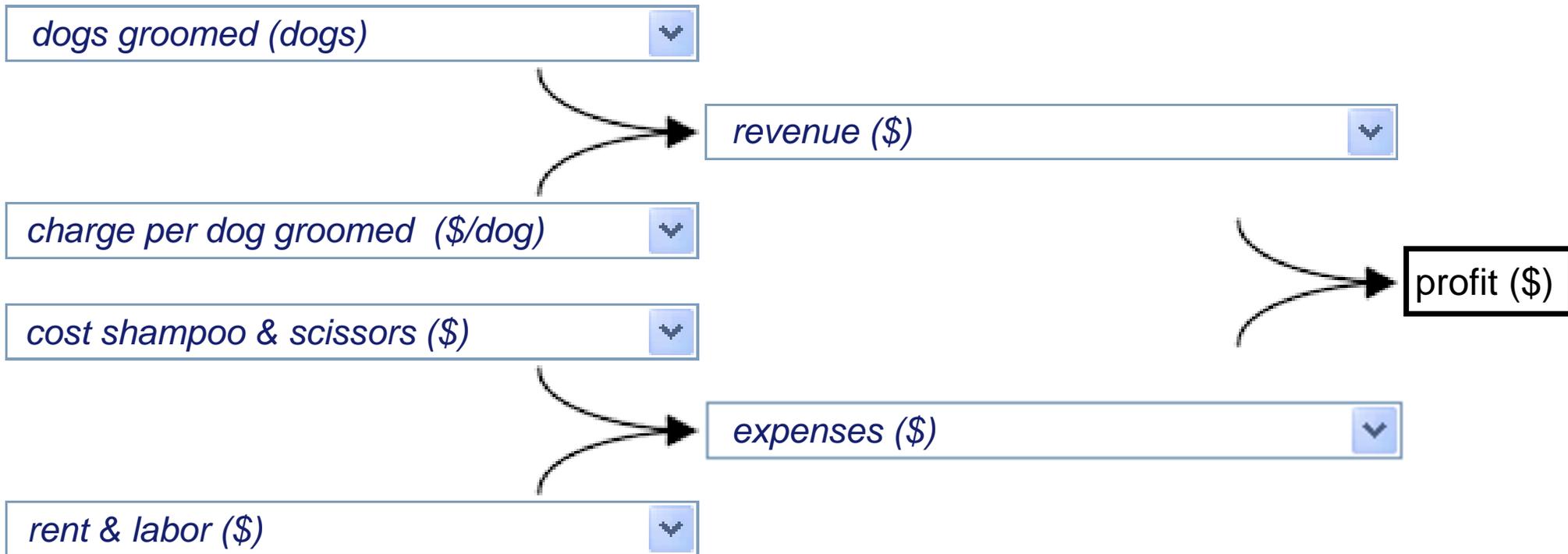
- Yes
- No
- Not enough information

A problem-solving skill

10% of all adults
30% of college grads



Hair of the Dog is a pet grooming salon. Arrange the steps needed to find the profits of the salon in March.



Deep understanding

5% of all adults
20% of college grads



Solve the following problems in your head. Do not use a calculator, and only use paper if absolutely necessary.

99.5% of computer keyboards produced by Dolan Production do not have keys that stick.

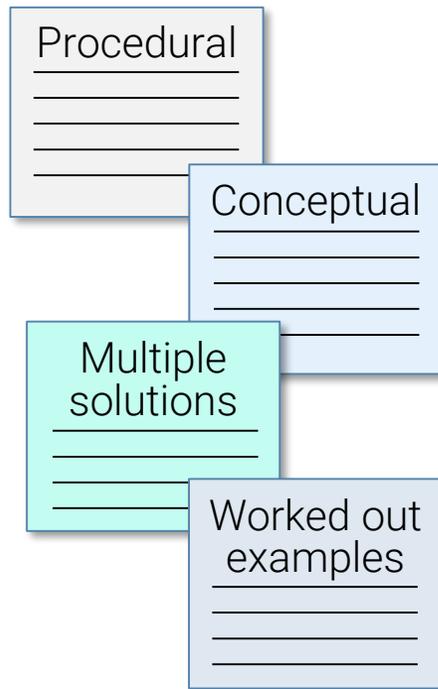
Another way of saying this is to say that 1 in of the computer keyboards has keys that stick.

| Answer | % of Federal L&D Managers |
|------------|---------------------------|
| 45 | 12% |
| 135 | 23% |
| 200 | 44% |
| 225 | 6% |
| 300 | 2% |



Learning strategies

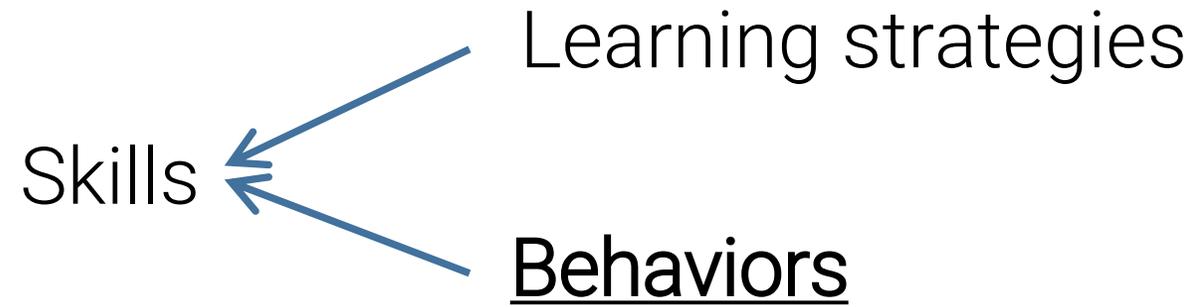
Skills

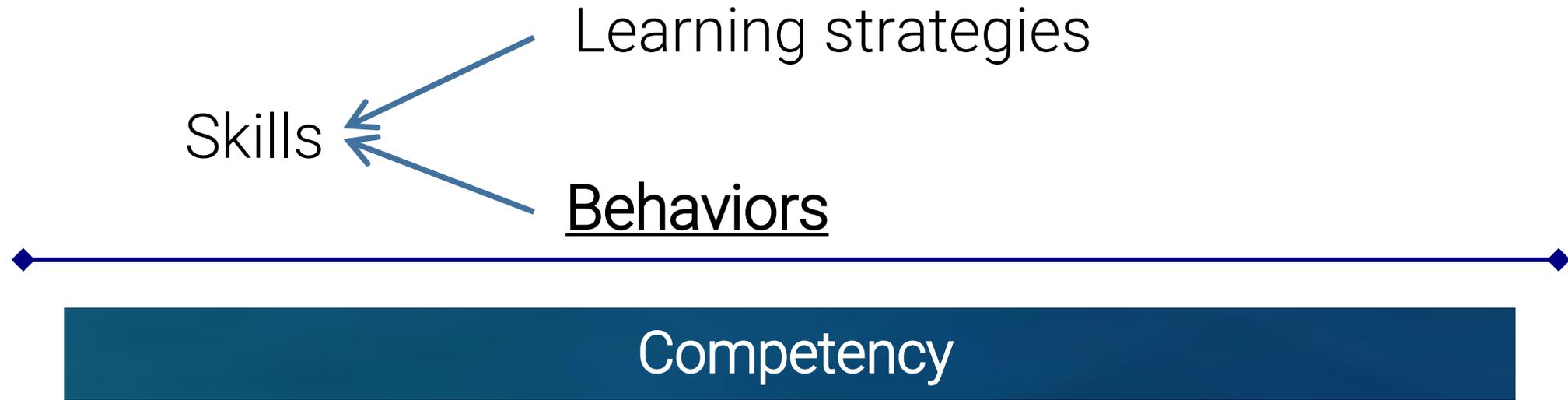


How do they try to learn?



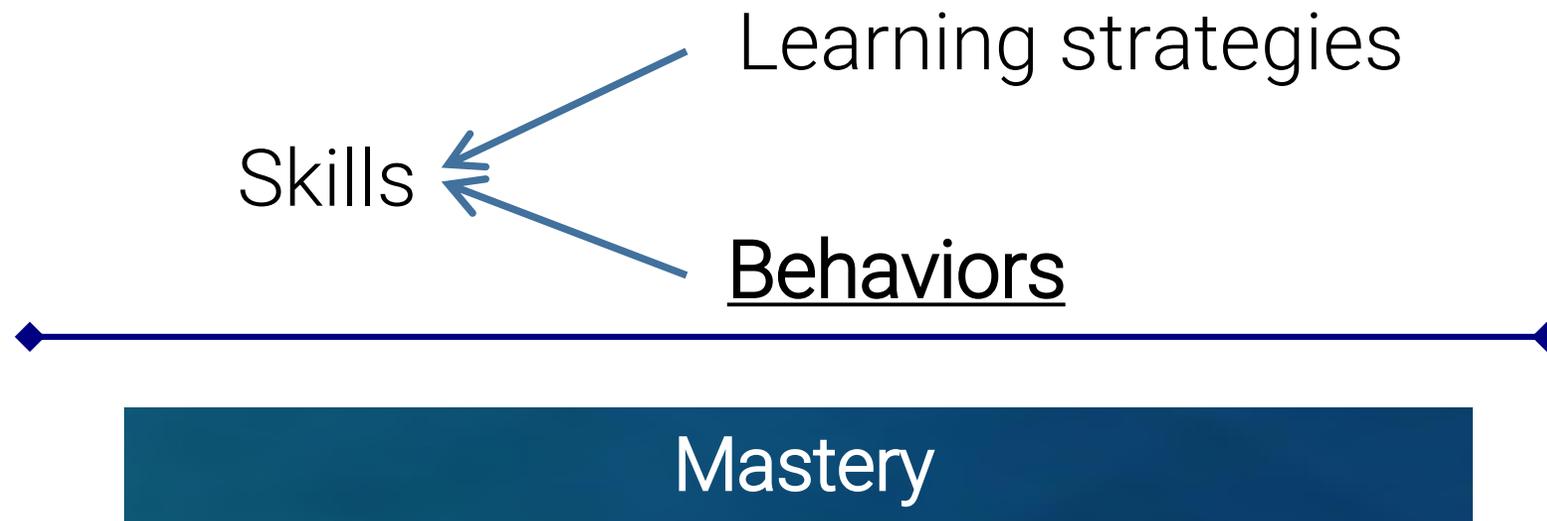
The CSM COURSE teaches HIGH PERFORMANCE





Defined by Item Response Theory as
60-70% right on a multiple-choice test

The CSM COURSE teaches HIGH PERFORMANCE



On every skill, every student must:

- Score 100%
- Repeat this within a few attempts
- Repeat this 2 weeks later

$0.2 \times 2 =$

$9 \times 0.08 =$

$7 \times 0.2 =$

$0.4 \times 80 =$

$30 \times 0.05 =$

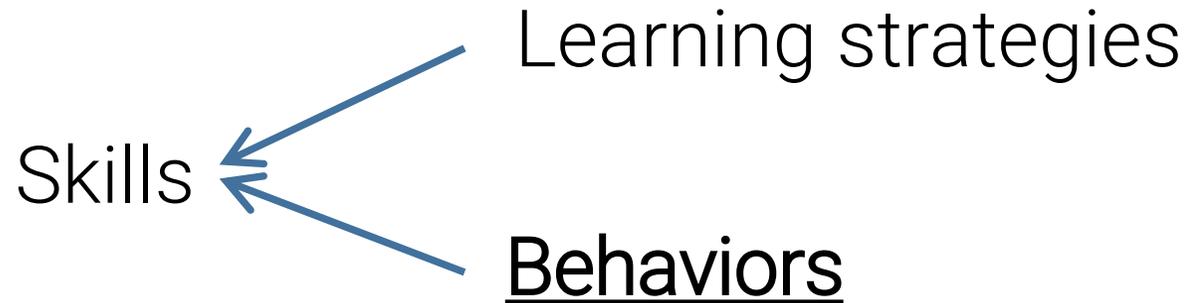
$0.2 \times 0.6 =$

$0.3 \times 0.5 =$

$900 \times 0.08 =$

$0.06 \times 7000 =$

$0.09 \times 200 =$

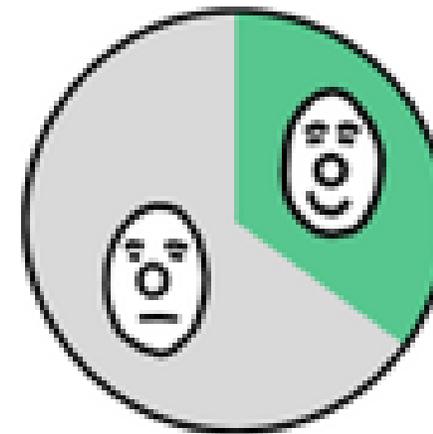
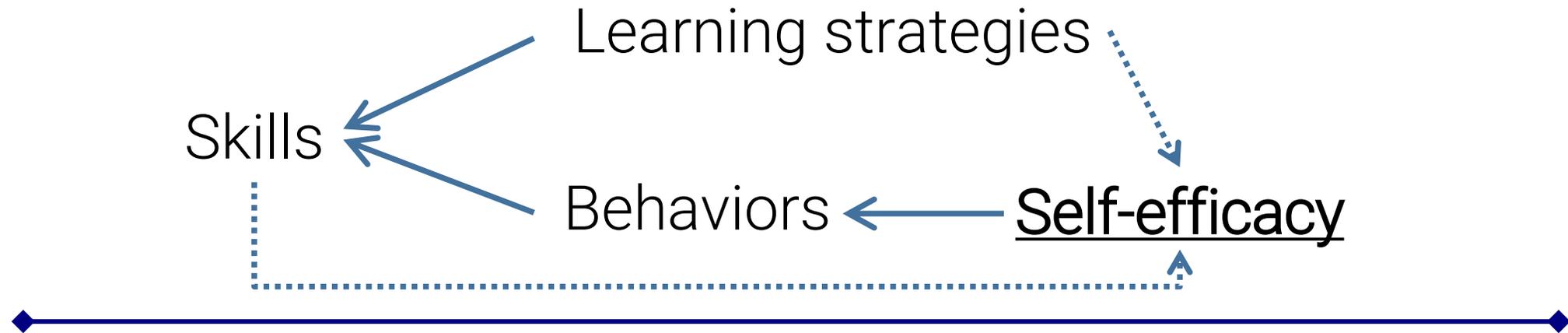


Mastery

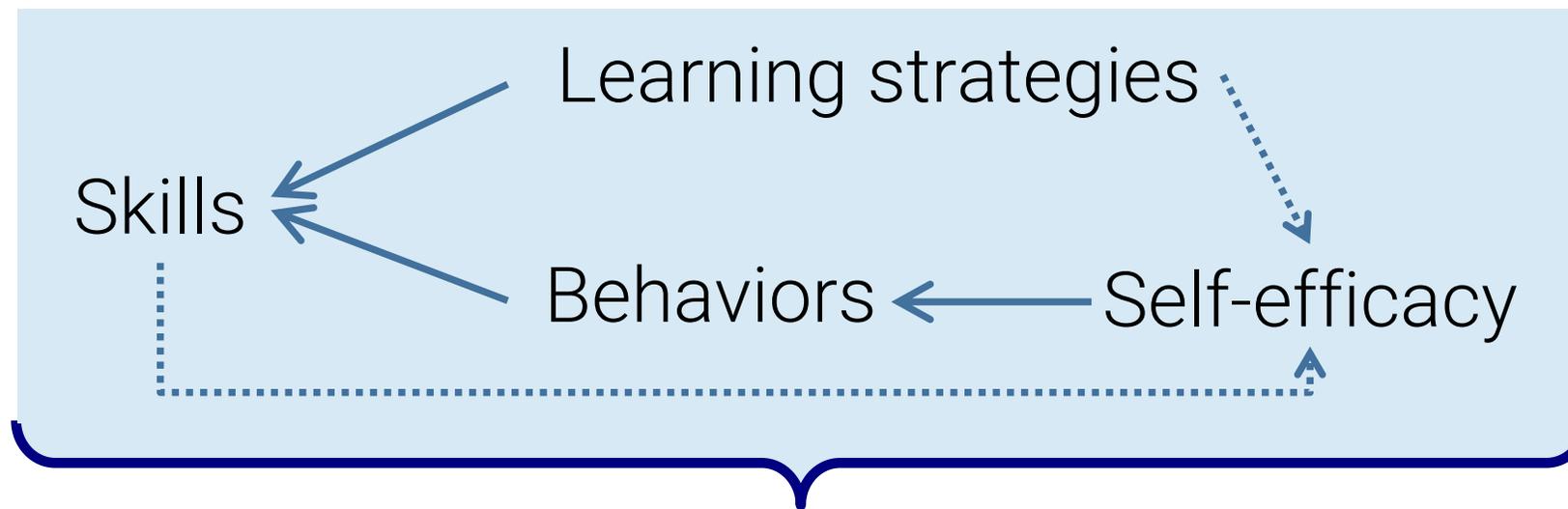
- ◆ Students with mastery learn skills **much, much** better
- ◆ Education is the only place where B/C skills are OK
- ◆ Students learn from mastery
 - ◆ What A-level work is
 - ◆ That they can do A-level work
 - ◆ How good it feels to do A-level work



The CSM Course teaches HIGH PERFORMANCE



Only **35%** of 4-year college graduates
can do what you just did!



HIGH PERFORMANCE

- ◆ Math and literacy
- ◆ Problem solving
- ◆ Independent learning
- ◆ Care, persistence, striving for excellence
- ◆ Self-efficacy

Reaching your potential: CSM gets college credit



American Council on Education
Credit Recommendation Service



- ✦ 3 semester hours of quantitative reasoning credit at the baccalaureate level
- ✦ The major coordinating body for higher education



Colleges with >500,000 college students

Reaching your potential: CSM teaches career success skills



- ◆ Center for Energy Workforce Development (CEWD)
 - ✦ PEPCO saw CAST test pass rate go from 20% to 67%
- ◆ Common Employability Skills
 - ✦ Many industry associations
 - ✦ Representing 75% of jobs growth



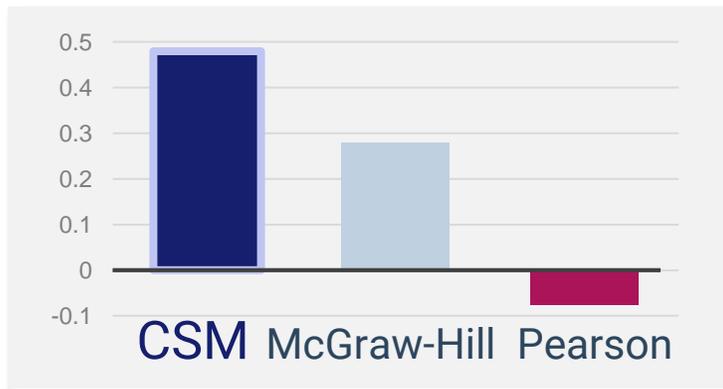
“The CSM High Performance course and certificate addresses a core set of the Common Employability Skills that is directly linked to high performance on the job.”

Valerie Taylor, author of the Common Employability Skills framework

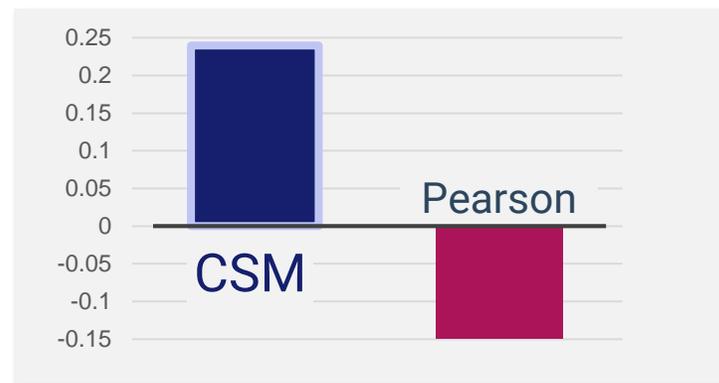
TABLE Study (SRI - Stanford Research Institute)



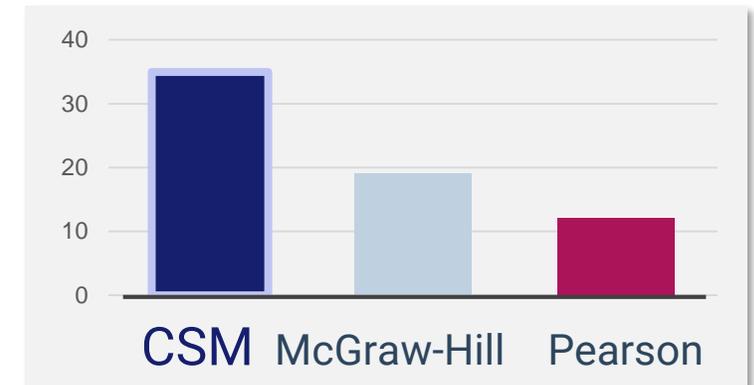
Math gains
relative to classroom



Literacy gains
relative to classroom

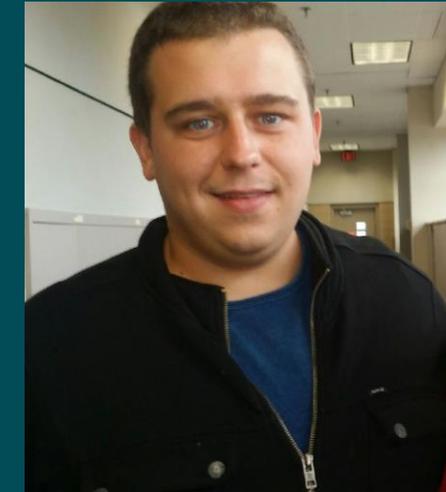
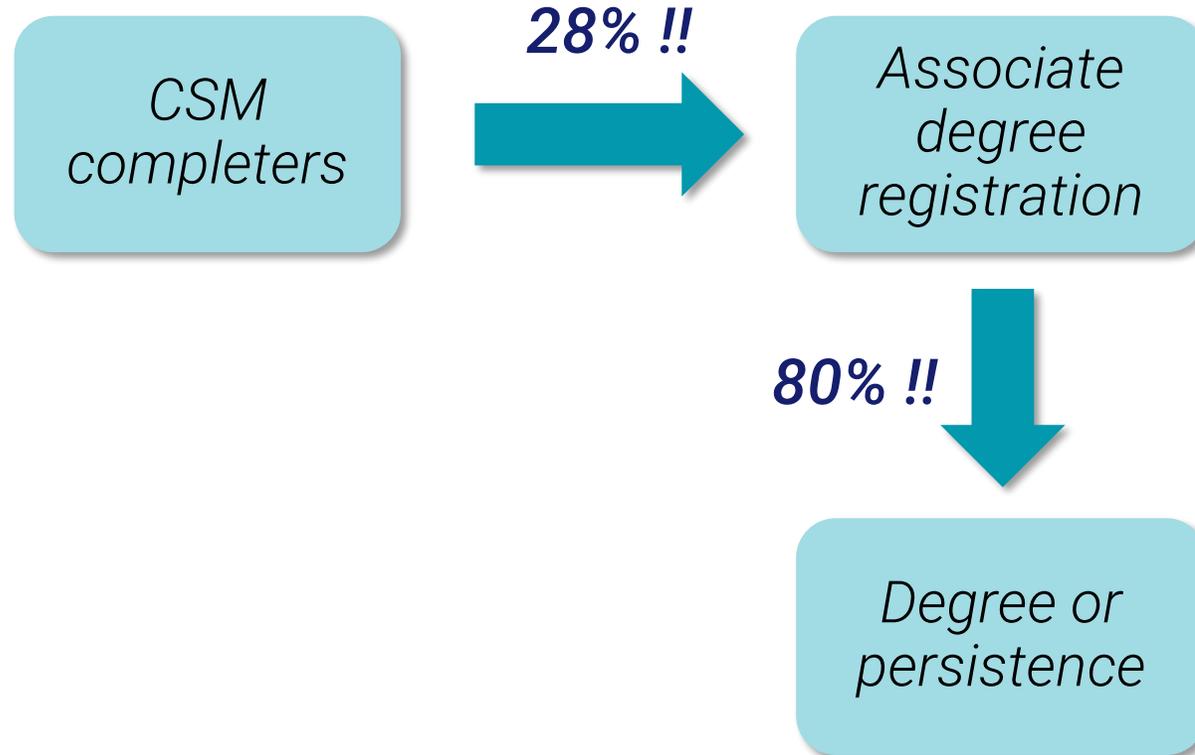


Engagement





Tri-C / Cuyahoga Community College Adult Diploma Program



**Brian
Russell**

ADP Graduate
Mandel Scholar
Graduated: AS
in Mechatronics

Incumbent workforce: health insurance company



| | agree |
|--|-------|
| I found parts of CSM challenging | 100% |
| I found CSM motivating | 100% |
| There are more tasks that I can handle | 97% |
| I feel more prepared for further education | 93% |
| I feel more excited about further education | 100% |

25% postgrad
25% bachelor
20% associate
30% high school diploma

I must say, it was a **rewarding experience** to complete the program.

CSMlearn provides a valuable tool for strengthening the proficiency of employees **at all levels of the organization**. ... If allowed to permeate an organization, it has the potential to **effect the team culture**, and **strengthen the foundation of the enterprise**.

After taking the course, I am more convinced that the program has the potential to **improve our workforce performance and culture**.



FOUNDED BY FIREMENSM

Don Fox, CEO

1030 Restaurants

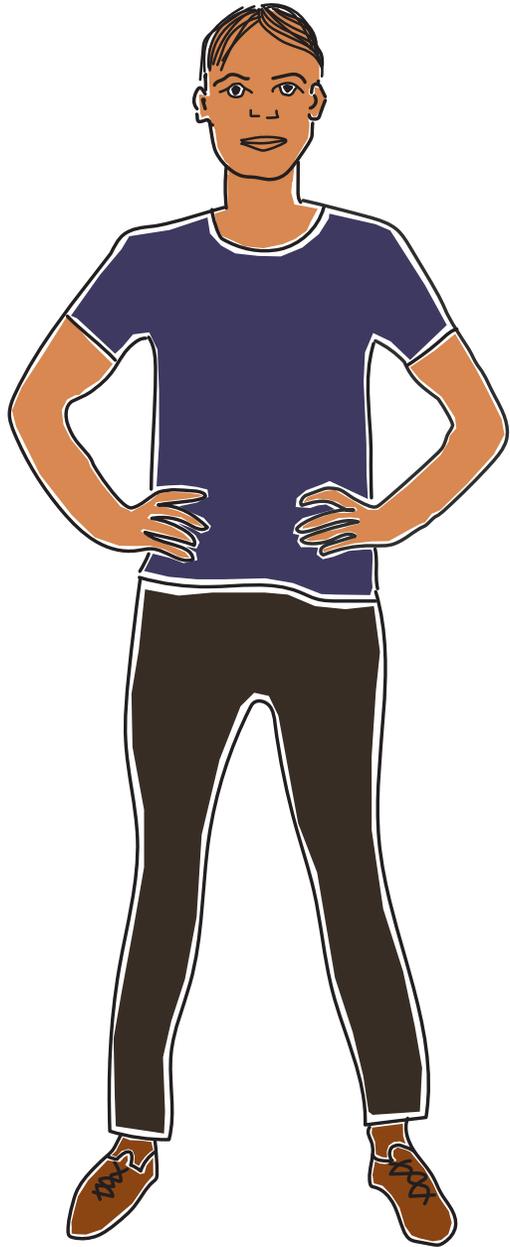


Shawn Firenza

SVP Operations

\$9 billion revenues

37,000 employees



High Performance

I have rock-solid math and literacy skills

I can use my skills to solve real-world problems

When needed, I learn new skills on my own

I execute my skills with care and persistence,
striving for excellence

My self-confidence is well-earned



- ◆ CSM
 - ✦ Course + certificate
 - ✦ College credit
 - ✦ Employability skills

 - ◆ People take different times to finish...
 - ✦ HS degree: 20-60 hours
 - ✦ College degree: 15-40 hours
- ...but EVERYONE can succeed!**
- ◆ CSM is \$39 (Free of charge from USET!!)
 - ✦ Free instructor and program support
 - ✦ \$99 for CSMlearn expert online coaches



- ◆ Workforce development
 - ✦ Schools, workforce centers
- ◆ Preparation for certification examinations
 - ✦ EPA grant proposal for water/wastewater
- ◆ Award of Operator-In-Training Apprentice status from the USET Certification Board
- ◆ Employee upskilling
 - ✦ Promotion pathways
 - ✦ Building the skills and confidence needed for lifelong learning
 - ✦ Transforming culture

We are a High Performance organization