



THE ROSS AGILE CONSULTING GROUP

# Assisted Adoption Program

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[www.rossagileconsultinggroup.com](http://www.rossagileconsultinggroup.com)



## **The Ross Agile Consulting Group**

It is with great appreciation that we welcome you to review our potential to be an asset to your organization. Given our diverse leadership background and exposure to all facets of agile delivery, we feel we would be an excellent fit for any opportunity.

## **Alex R. Fahrion, Founder**

Alex R. Fahrion, a strategic software professional and military veteran, offers over 15 years of proven domestic and international experience leading complex enterprise-level software solutions. Alex's core experience lies within formal Scrum and Scaled-Scrum training, agile transformations, and consulting organizations on business-driven strategic solutions.

# OUR PROGRAMS



## LITE

**ASSISTED ADOPTION  
PROGRAM  
50 PARTICIPANTS**



## GROWTH

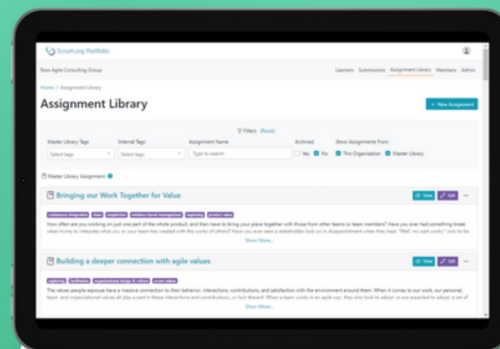
**ASSISTED ADOPTION  
PROGRAM  
100 PARTICIPANTS**



## ENTERPRISE

**ASSISTED ADOPTION  
PROGRAM  
150 PARTICIPANTS**

# What's Included?



## Formal Training

- 5 Licensed courses
  - 2 APS
  - 1 PSMPO
  - 1 PAL-E
  - 1 Additional course

\*All courses include 2 exam attempts for each student (2 of each PSM & PSPO for PSMPO course)

\*Included courses can be swapped with any other licensed course.

## 4 Cohort Groups

- 90-minute all-hands kickoff and conclusion celebration
- Interactive coaching **software platform** for each participant
- **Monthly Assignments** for each participant based on user type with live coaching feedback/grading
- 1-hour monthly cohort check-ins for each cohort
- 1-hour cross-functional team check-ins (groups of 8-10)
- A copy of all **learning assets** for each participant
- Closeout retrospectives, feedback, and 6-month plan of action for each cohort

## Administrative Program Management

- Designated Consulting Hours
- Included Administrative Hours
- Program Guide Platform Account With Dashboard View
- Monthly Reporting and Monthly Check In with Primary Coach
- 6 Month Additional Plan of Action at conclusion of program

# SAMPLE PROGRAM ROADMAP

Month 1

Months 2-7

Month 8

Monthly Assignments For Each Participant

Scrum Master Kickoff

Cohort Checkin

Cohort Checkin

Cohort Checkin

Cohort Checkin

Cohort Checkin

Cohort Checkin

Retrospective

Product Owner Kickoff

Cohort Checkin

Cohort Checkin

Cohort Checkin

Cohort Checkin

Cohort Checkin

Cohort Checkin

Retrospective

Formal Training Courses

TEAM Kickoff

Cohort Checkin

Cohort Checkin

Cohort Checkin

Cohort Checkin

Cohort Checkin

Cohort Checkin

Retrospective

Leadership Kickoff

Cohort Checkin

Cohort Checkin

Cohort Checkin

Cohort Checkin

Cohort Checkin

Cohort Checkin

Retrospective

Bi-Monthly Cross-Functional Group Checkins

Retrospective

Administrative Program Management

All Hands Celebration

6-Month Plan Of Action

# Lite Assisted Adoption Program

8-Month Program



50  
Participants

5 Licensed courses

- 2 APS (10 participants each)
- 1 PSMPO (3-day course; 10 participants)
- 1 PAL-E (10 participants)
- 1 Additional course (10 participants)

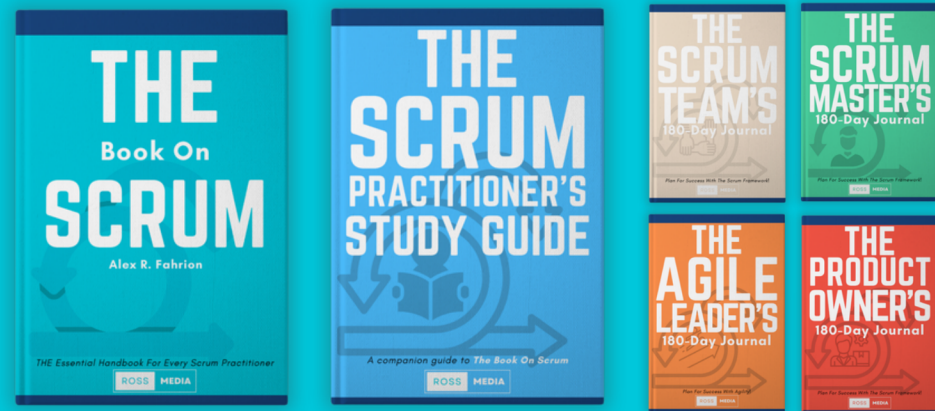
- All courses include 2 exam attempts for each student (2 of each PSM & PSPO for PSMPO course)



# Lite Assisted Adoption Program



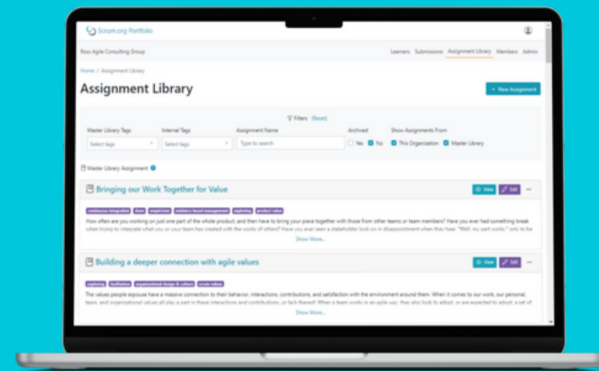
90-minute all-hands kickoff and a 90-minute all-hands conclusion celebration



A full set of learning assets for each participant

50 Participants

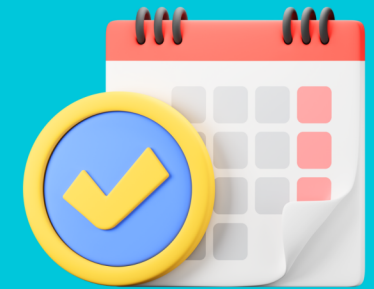
4 Cohort Groups  
(SM, PO, Team, Leadership)



- Access To Interactive Coaching Portfolio Software For Each Participant
  - **Monthly Assignments** for each participant based on user type with live coaching feedback/grading. Each participant then begins their own individual plan based on performance and interaction with the coach.



1-hour bi-monthly cross-functional team check-ins



End of program retrospectives, feedback, and 6-month plan of action for each cohort



1-hour Monthly Cohort Check Ins

# Lite Assisted Adoption Program

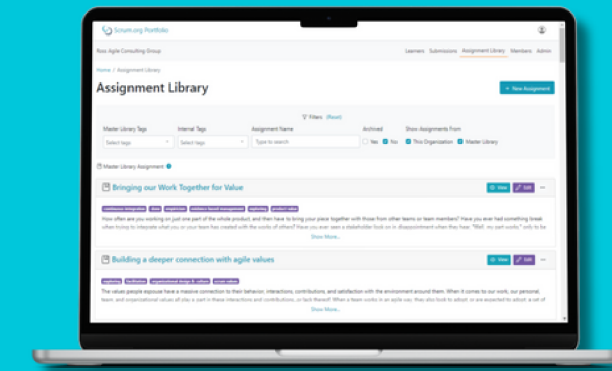
## Administrative Program Management



40 Designated Consulting Hours



16 Included Administrative Hours



Program Guide Platform Account With Dashboard View



Monthly Reporting and Monthly Check In with Primary Coach



6 Month Additional Plan of Action at conclusion of program



# Growth Assisted Adoption Program

8-Month Program



100  
Participants

5 Licensed courses

- 2 APS (20 participants each)
- 1 PSMPO (3-day course; 20 participants)
- 1 PAL-E (20 participants)
- 1 Additional course (20 participants)

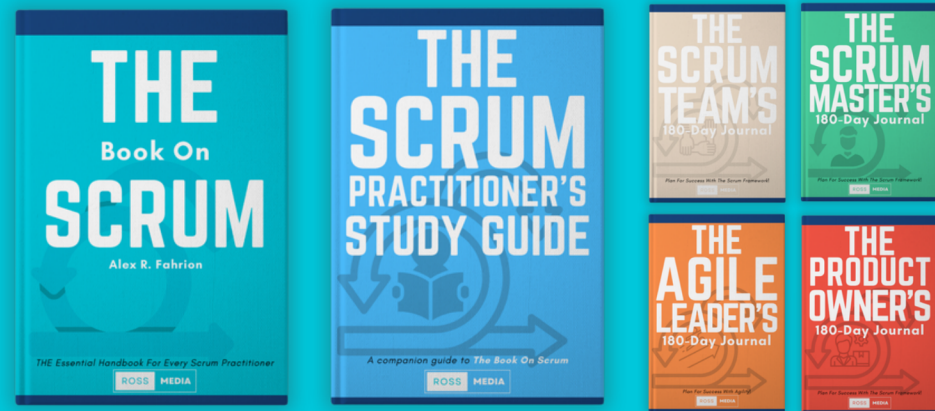
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# Growth Assisted Adoption Program

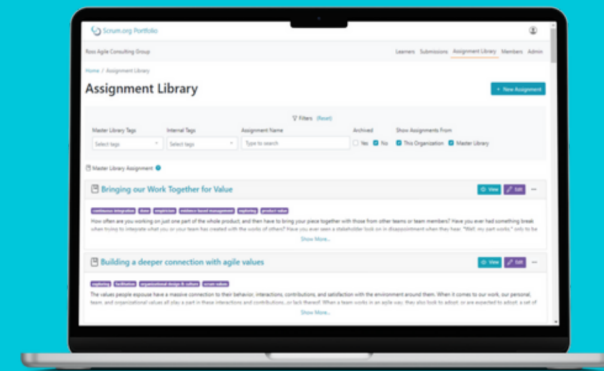


90-minute all-hands kickoff and a 90-minute all-hands conclusion celebration



A full set of learning assets for each participant

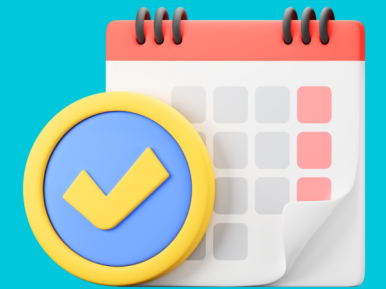
100 Participants  
4 Cohort Groups  
(SM, PO, Team, Leadership)



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# Growth Assisted Adoption Program

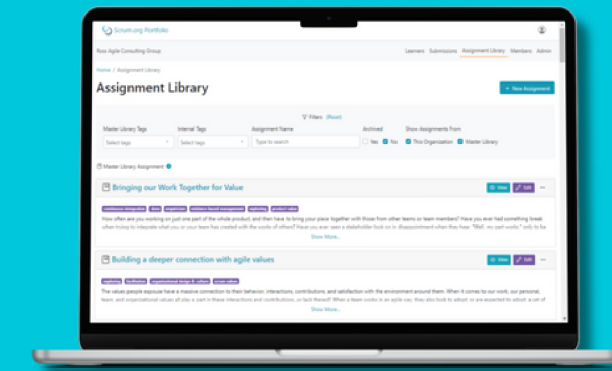
## Administrative Program Management



40 Designated Consulting Hours



16 Included Administrative Hours



Program Guide Platform Account With Dashboard View



Monthly Reporting and Monthly Check In with Primary Coach



6 Month Additional Plan of Action at conclusion of program

# Enterprise Assisted Adoption Program

8-Month Program



150  
Participants

5 Licensed courses

- 2 APS (30 participants each)
- 1 PSMPO (3-day course; 30 participants)
- 1 PAL-E (30 participants)
- 1 Additional course (30 participants)

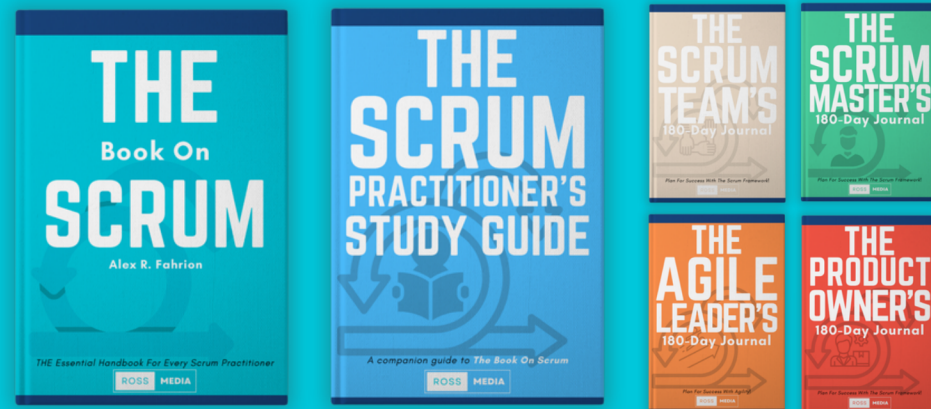
- All courses include 2 exam attempts for each student (2 of each PSM & PSPO for PSMPO course)



# Enterprise Assisted Adoption Program



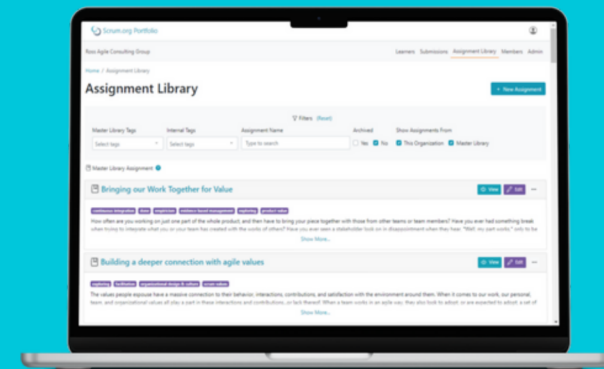
90-minute all-hands kickoff and a 90-minute all-hands conclusion celebration



A full set of learning assets for each participant

150 Participants

4 Cohort Groups  
(SM, PO, Team, Leadership)



- Access To Interactive Coaching Portfolio Software For Each Participant
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1-hour bi-monthly cross-functional team check-ins



End of program retrospectives, feedback, and 6-month plan of action for each cohort



1-hour Monthly Cohort Check Ins

# Enterprise Assisted Adoption Program

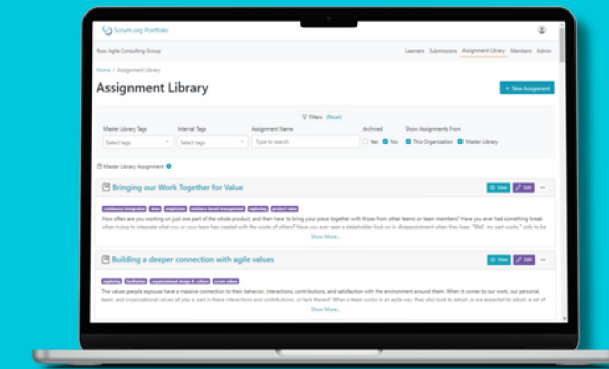
## Administrative Program Management



40 Designated Consulting Hours



24 Included Administrative Hours



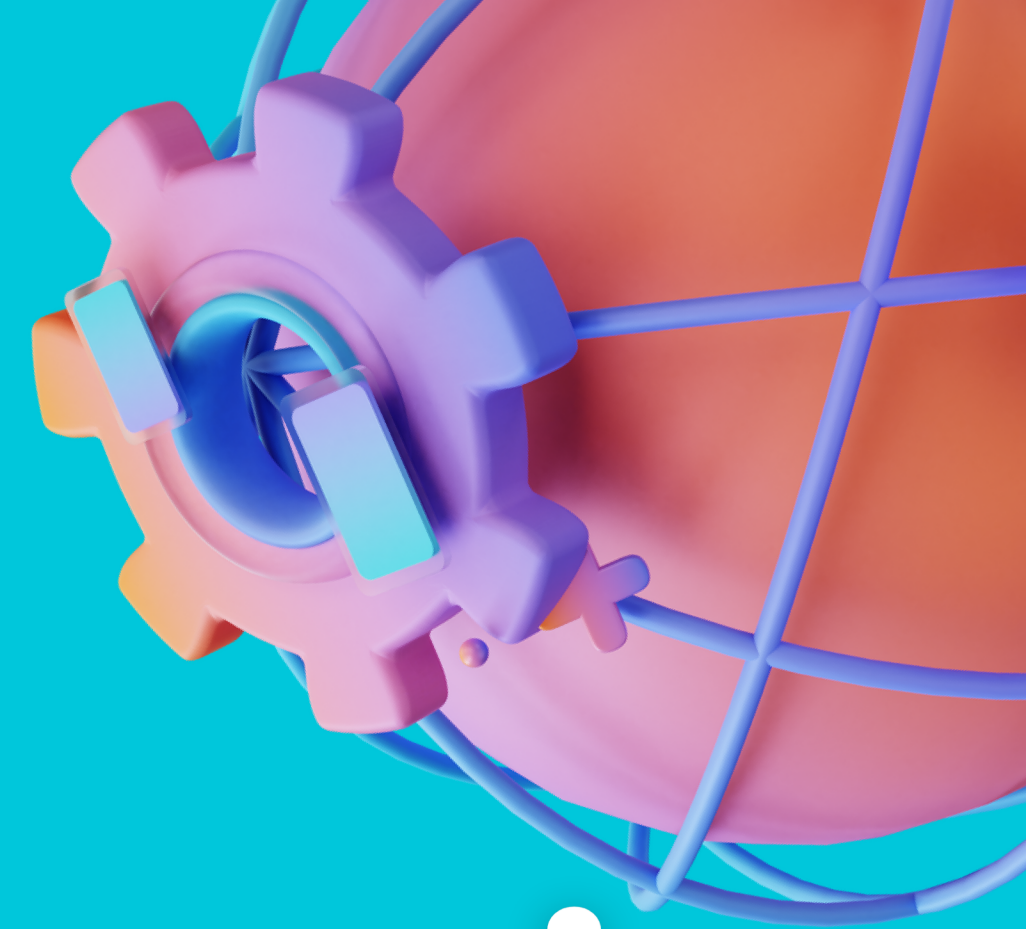
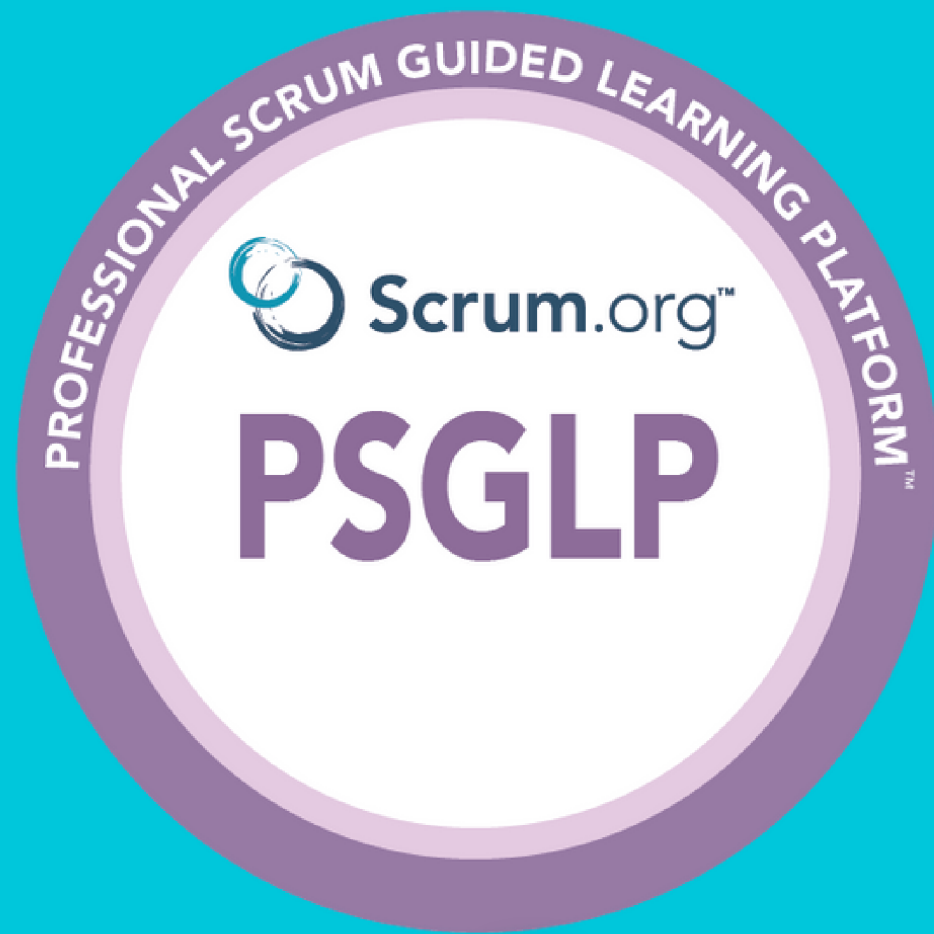
Program Guide Platform Account With Dashboard View



Monthly Reporting and Monthly Check In with Primary Coach



6 Month Additional Plan of Action at conclusion of program

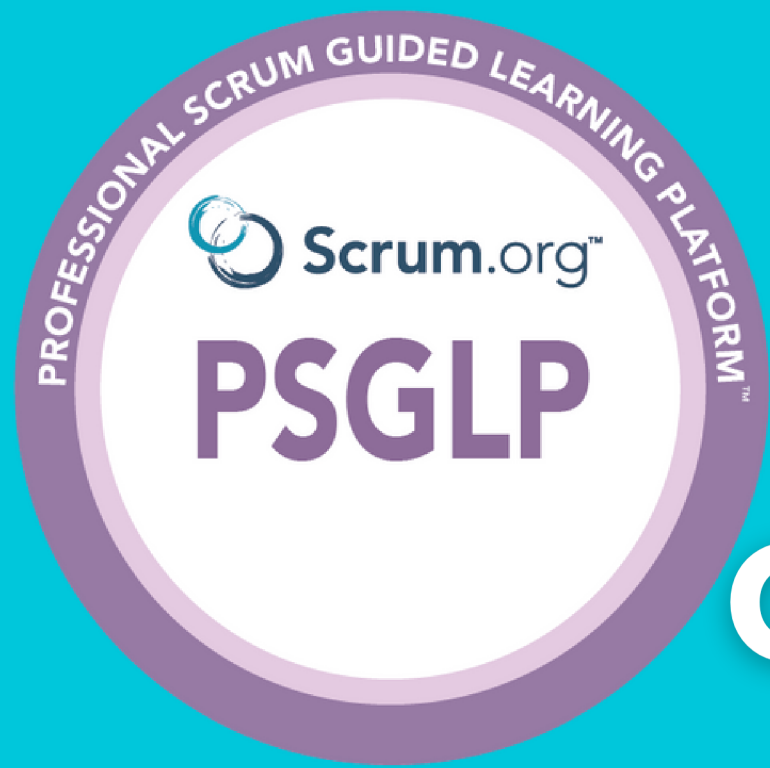


# Guided Learning Software Platform

included with every program

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<https://www.rossagileconsultinggroup.com/>



# What is the Guided Learning Platform?

The Professional Scrum Guided Learning Platform™ (GLP) supports practitioners in enhancing their skills through targeted, real-world assignments seamlessly integrated into their daily work, allowing them to practice and refine their abilities. An experienced Guide facilitates the guided learning experience by offering feedback on assignments and designing learning journeys that promote increased and enhanced proficiency. Guides provide valuable and tailored feedback, validating growth based on completed work.





# Benefits Of The Platform

- ✓ **Specific and Customizable**
- ✓ **A more effective way to learn**
- ✓ **Increased impact through proficiency**
- ✓ **Improved critical thinking skills**
- ✓ **Enhanced adaptability**

# Ways To Use Guided Learning



## UPLIFTING SCRUM MASTER CAPABILITIES

By adopting a Guided Learning approach to bolstering Scrum Masters' capabilities, organizations can increase the likelihood of consistently delivering value each Sprint, as solely investing in Scrum Master training often falls short in helping teams grow and deliver more value.



## LAUNCHING AGILE TEAMS

To foster disciplined and self-sustaining teams that consistently deliver value, it is essential to invest in assisting teams in effectively applying their knowledge to their work. This involves providing foundational training and subsequent Guided Learning, which offers new teams the necessary support to bridge the gap between theory and practice.



## BUILDING INTERNAL CHANGE AGENTS

Resilient agile organizations thrive by leveraging employee talent and employing a Guided Learning approach to develop internal change agents, enabling the achievement of desired outcomes and adapting to complex challenges.

# Admin View

In this area, you can track your learner's performance and assignments in the admin panel.

Admins can view how many assignments each learner has open, submitted, in review, and completed.

The screenshot shows the Scrum.org Portfolio interface for the Ross Agile Consulting Group. The user is viewing the 'Learners' section for Sarah Dillon. The course 'Product Development With Scrum Journey' is marked as 'Published'. The interface displays a summary of assignments categorized as 'Required' and 'Optional'. The 'Required' section shows 3 open assignments, 0 submitted, 0 in review, and 0/3 completed. The 'Optional' section shows 0/0 completed. Below this, a table lists three assignments under the heading 'Fundamentals of Organizational Scrum', all of which are 'Not Done'.

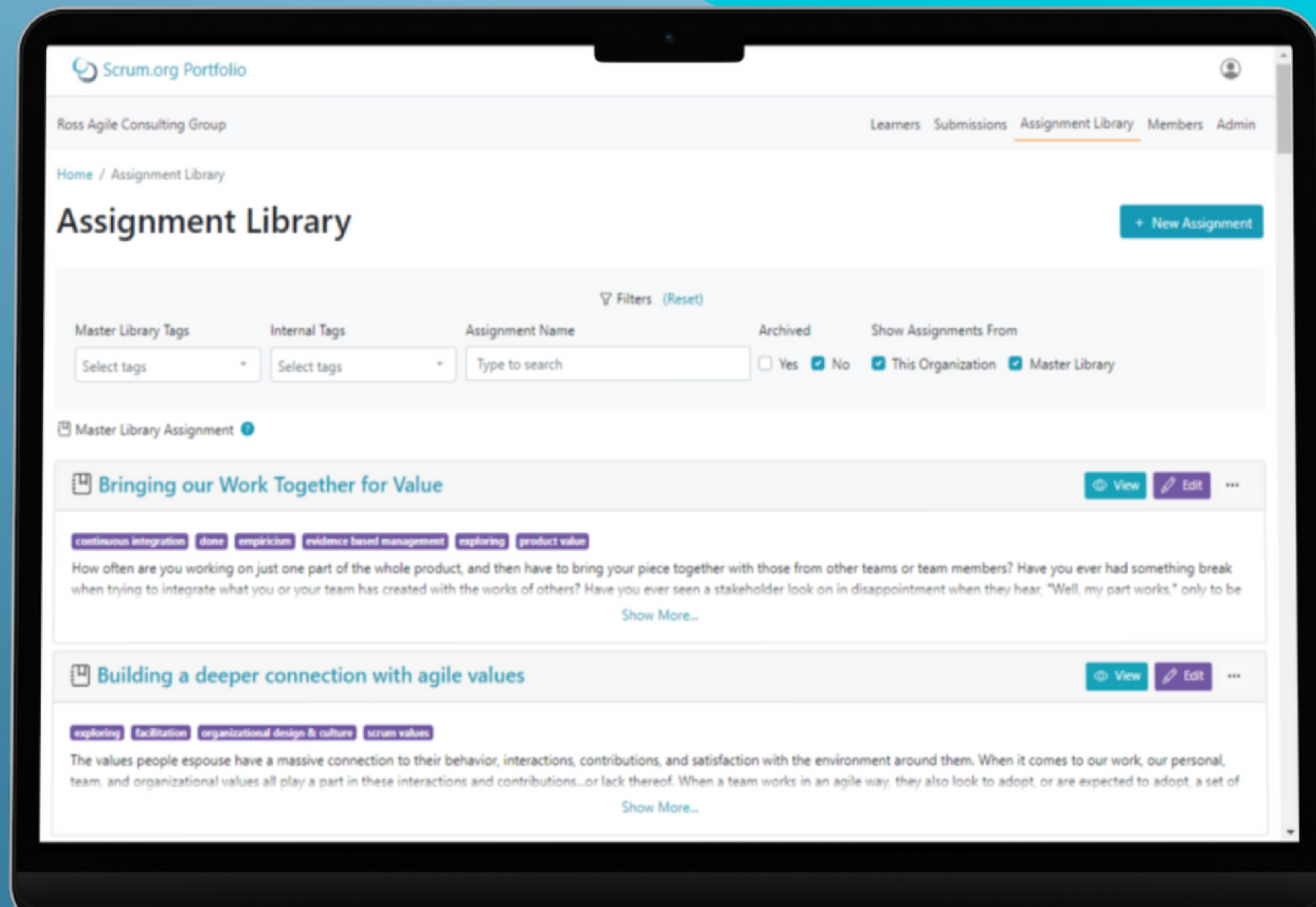
Required	Optional
<input type="checkbox"/> Open: 3	<input checked="" type="checkbox"/> Completed: 0/0
<input type="checkbox"/> Submitted: 0	
<input type="checkbox"/> In Review: 0	
<input checked="" type="checkbox"/> Completed: 0/3	

### Fundamentals of Organizational Scrum

Bringing our Work Together for Value	Not Done
Building a deeper connection with agile values	Not Done
Closing the Satisfaction Gap	Not Done

# Assignment Administration

Your coach will create, edit, and issue assignments in this section. Scoring, feedback, and comments are provided via assignments.

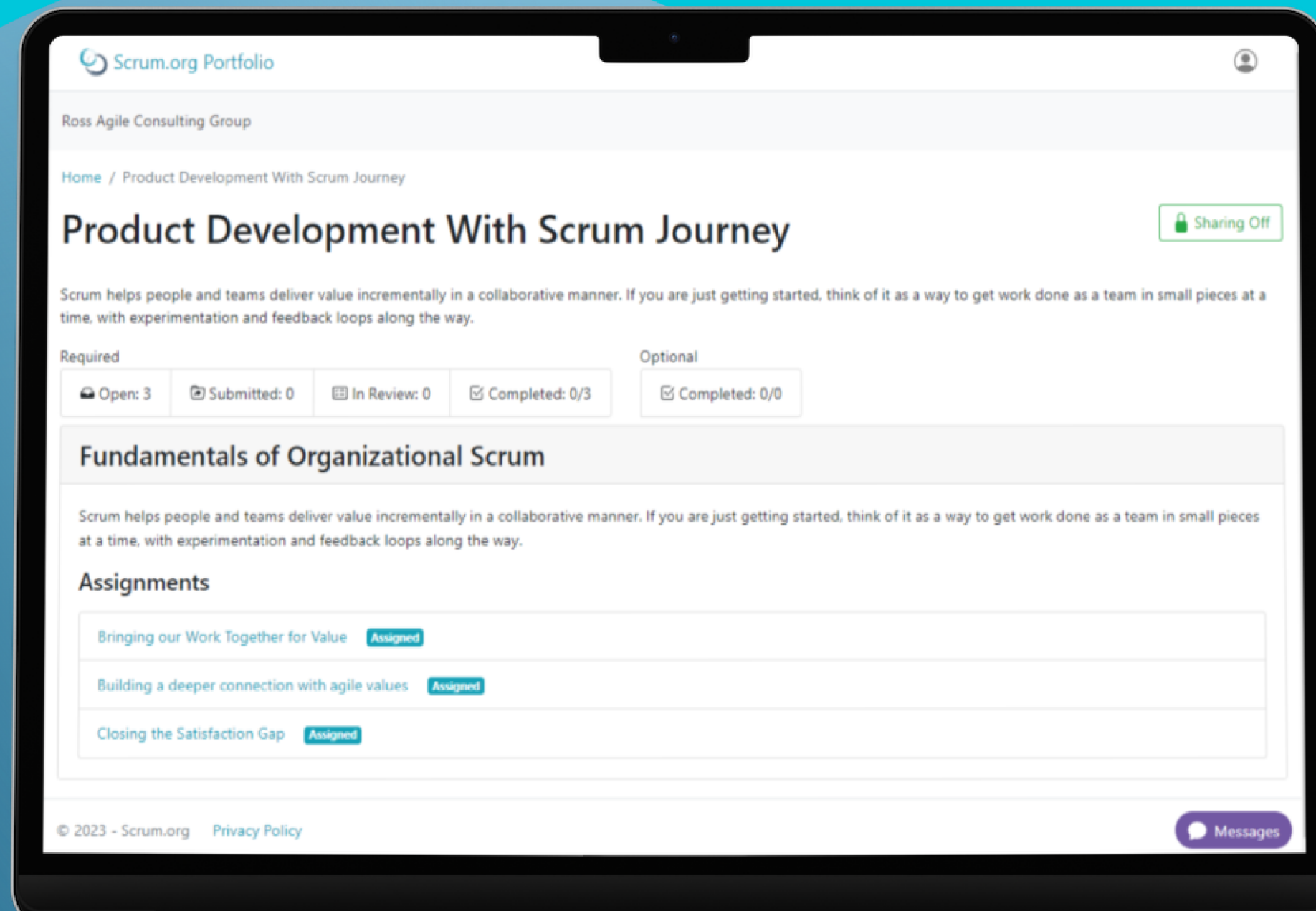


The screenshot displays the 'Assignment Library' page within the Scrum.org Portfolio. The page is for the 'Ross Agile Consulting Group' and includes navigation links for 'Learners', 'Submissions', 'Assignment Library', 'Members', and 'Admin'. The main heading is 'Assignment Library' with a '+ New Assignment' button. Below this is a filter section with 'Filters (Reset)' and options for 'Master Library Tags', 'Internal Tags', 'Assignment Name', 'Archived' (Yes/No), and 'Show Assignments From' (This Organization, Master Library). The page lists two assignments: 'Bringing our Work Together for Value' and 'Building a deeper connection with agile values'. Each assignment entry includes tags, a brief description, and a 'Show More...' link.

# Learner View

Similar to the admin panel, learners can track how many assignments they have open, submitted, in-review, or completed.

Learners can engage with their coach as necessary



The screenshot displays the 'Learner View' interface for 'Product Development With Scrum Journey' on the Scrum.org Portfolio. The page is titled 'Product Development With Scrum Journey' and includes a 'Sharing Off' toggle. It features a progress summary for 'Required' and 'Optional' assignments. The 'Required' section shows 3 Open, 0 Submitted, 0 In Review, and 0/3 Completed assignments. The 'Optional' section shows 0/0 Completed assignments. Below this, the 'Fundamentals of Organizational Scrum' section is visible, followed by an 'Assignments' list with three items: 'Bringing our Work Together for Value', 'Building a deeper connection with agile values', and 'Closing the Satisfaction Gap', all marked as 'Assigned'. The footer includes '© 2023 - Scrum.org Privacy Policy' and a 'Messages' button.

Scrum.org Portfolio

Ross Agile Consulting Group

Home / Product Development With Scrum Journey

## Product Development With Scrum Journey

Sharing Off

Scrum helps people and teams deliver value incrementally in a collaborative manner. If you are just getting started, think of it as a way to get work done as a team in small pieces at a time, with experimentation and feedback loops along the way.

Required

Optional

Open: 3 Submitted: 0 In Review: 0 Completed: 0/3

Completed: 0/0

### Fundamentals of Organizational Scrum

Scrum helps people and teams deliver value incrementally in a collaborative manner. If you are just getting started, think of it as a way to get work done as a team in small pieces at a time, with experimentation and feedback loops along the way.

### Assignments

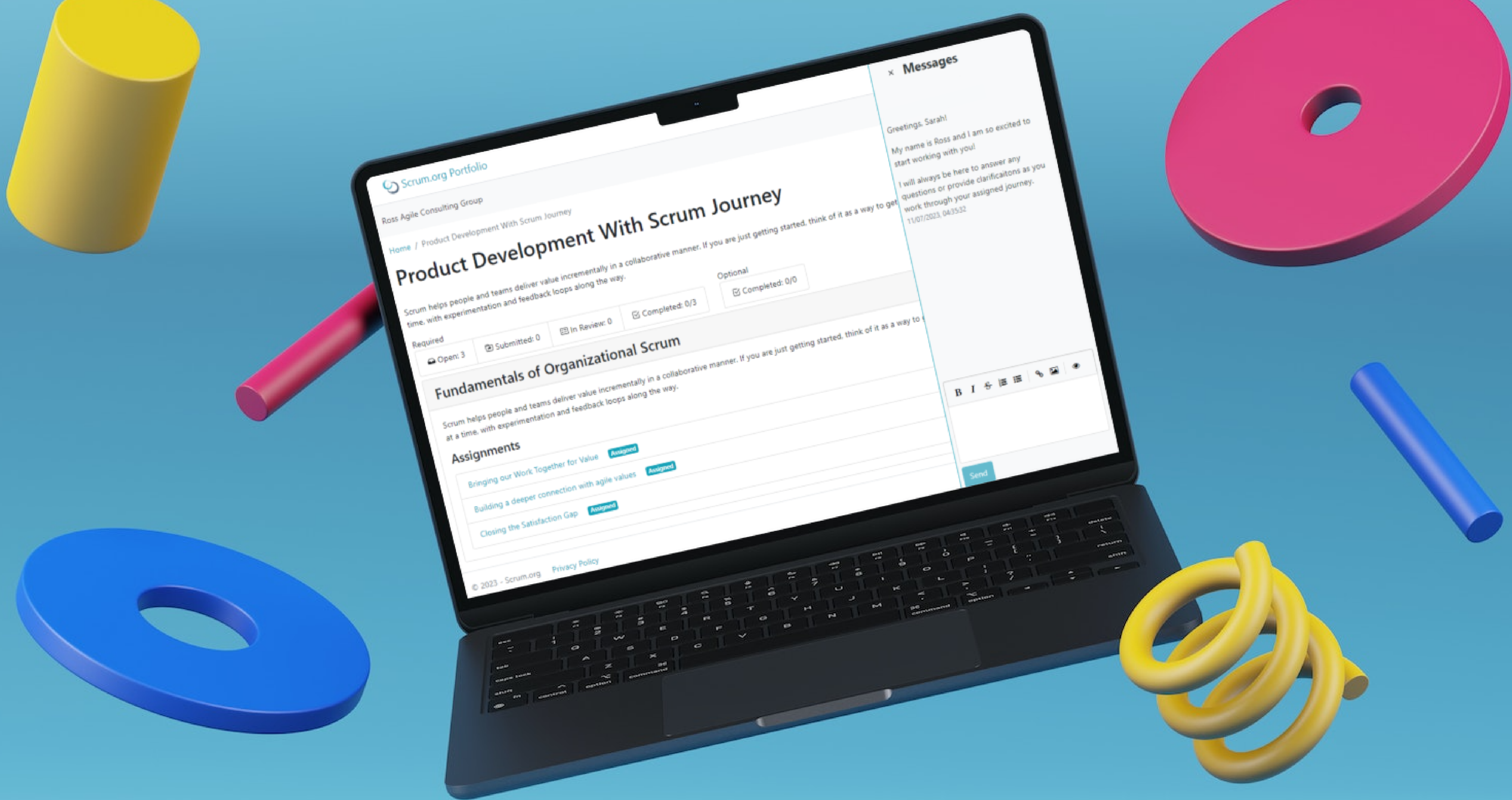
Bringing our Work Together for Value **Assigned**

Building a deeper connection with agile values **Assigned**

Closing the Satisfaction Gap **Assigned**

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Messages



# Coach Chat Feature

Confused with the assignments? Participants can utilize chat support for assistance throughout their Scrum journey!



# Other Conditions

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<https://www.rossagileconsultinggroup.com/>



# Other Conditions

## Additional Items

- Overage after allotted hours billed at \$250/hr in half-day increments
  - Additional consulting hours are billed at \$250/hr or may be purchased in bulk at a discount.
  - Additional courses can be added
    - Request Fee structure for additional courses
  - Onsite requests available at the discretion of the coach
    - Must be onsite for 2 consecutive days (16 hours + 4 hours of travel time)
    - Travel fee of \$1,000 is added for each trip; No T&E is charged beyond this fixed fee
- 