

**CRAM Session- Baltimore  
April 11-13, 2019  
Agenda Framework**

Time	Domain/ Exam Weight	Activity
<b>Thursday, April 11</b>		
6:30 a.m. Breakfast Available at Hampton Inn Baltimore-Washington Int'l. Airport		
8:00 a.m. – 8:30 a.m.		<b>Introductions</b>
8:30 a.m. – 10:00 a.m.		<b>Orientation to CRAM</b> <ul style="list-style-type: none"> <li>• Rules of Thumb</li> <li>• How to think through a CAE question</li> </ul>
10:00 a.m. – 10:15 a.m.		<b>Break</b>
10:15 a.m. – 12:00 p.m.		<ul style="list-style-type: none"> <li>• CSE Helicopter Perspective</li> <li>• Systems Thinking</li> <li>• Leadership Perspectives</li> </ul>
<b>*What are your dinner plans?</b>		
12:00 p.m. – 1:00 p.m.		<b>Lunch</b>
1:00 p.m. – 3:15 p.m.	D1/16 - 18%	<b>Strategic Management</b> 15 Self-Assessment 105 Content
3:15 p.m. – 3:30 p.m.		<b>Break</b>
3:30 p.m.- 5:30 p.m.	D4/9-11%	<b>Programs and Services</b> 15 Self-Assessment 75 Content
5:30 p.m. – 6:30 p.m.		D1 Activity – Financial Scavenger Hunt
6:30 p.m. – 7:00 p.m.		<b>Debrief and Adjournment</b>
7:00 p.m.		<b>Dinner</b>
<b>Friday, April 12</b>		
6:30 a.m. Breakfast Available at Hampton Inn Baltimore-Washington Int'l. Airport		
7:30 a.m. – 10:00 a.m.	D5/16-18%	<b>Leadership</b> 15 Self-Assessment 30 Judgment Diagram 60 Content
10:00 a.m. – 10:15 a.m.		<b>Break</b>
10:15 a.m. – 12:00 a.m.	D2/10-12%	<b>Governance and Structure</b> 15 Self-Assessment 60 Content
<b>*What are your dinner plans?</b>		
12:00 p.m. – 1:00 p.m.		<b>Lunch</b>

1:00 p.m. – 2:15 p.m.	D3/7-9%	<b>Membership</b> 15 Self-Assessment 60 Content
2:15 p.m. – 2:30 p.m.		<b>Break</b>
2:30 p.m. – 3:45 p.m.	D8/7-9%	<b>Public Policy, Government Relations and Coalition Building</b> 15 Self-Assessment 60 Content
3:45 p.m. – 5:00 p.m.	D7/2-4%	<b>Knowledge Management</b> 15 Self-Assessment 35 Content
<i>* Discussion about checking out of hotel early tomorrow and taxi sharing.</i>		
6:30 p.m.		<b>Dinner Plans made from Earlier in Day</b>
<b>Saturday, April 13</b>		
6:30 a.m. Breakfast Available at Hampton Inn Baltimore -Check-out of hotel		
7:30 a.m. – 8:30 a.m.		Domain Clean Up (tentative) Group Photo
8:30 a.m. – 10:30 a.m.	D6/15-17%	<b>Administration</b> 15 Self-Assessment 105 Content
10:30 a.m. – 10:45 a.m.		<b>Break</b>
10:45 a.m. – 12:00 p.m.	D9/6-8%	<b>Marketing, PR, &amp; Communications</b> 15 Self-Assessment 60 Content
12:00 p.m. – 12:30 p.m.		Wrap Up
12:30 p.m.		Adjourn