



## Examination Preparation Workshop

# APMP Foundation-Level™ Workshop

### Workshop Overview

- 1-day workshop prior to Bid and Proposal Con
- 2 webinar sessions for preparation
- including exam (paper-based multiple-choice)

### Date

Monday, June 12, 2017,  
08:00 a.m. - 06:00 p.m.

Webinar sessions: to be published

### Location

New Orleans Marriott Hotel  
5 Canal Street  
New Orleans, Louisiana 70130 USA

### Fee

USD 759.- for APMP members  
USD 969.- for non-members  
USD 399.- corporate pre-paid rate

The fee includes:

- Tuition fee
- Exam fee
- Course handouts (color), excl. APMP Foundation Study Guide (APMP BOK Edition)
- Drinks, refreshments, lunch

Prices are without VAT  
(not applicable as CSK is based outside the U.S.), exam fees and APMP membership

### Organisation

CSK Management  
(Approved Training Organization, ATO)  
[www.cskmanagement.com](http://www.cskmanagement.com)

### Contact

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[training@cskmanagement.com](mailto:training@cskmanagement.com)

## The APMP Certification

The APMP Certification Program is the professional Certification Program for those working in a bid and proposals environment. The Program uses a process of examination and competency-based assessment, which is consistent and measured against worldwide best practice standards. Each level is tested in a different way, requires a minimum level of experience, and verification with a self-selected reference. The APMP-Foundation™ Level Certification is the entry level for the program.

## Why you should pursue certification?

When you achieve APMP-Foundation™ Level Certification, you demonstrate to your peers, clients and organization that:

- You are knowledgeable of the best practices for bid and proposal management.
- You are committed to your own professional development in the industry.
- You are prepared for additional responsibility and more complex assignments.
- You are positioned for the next level of Certification – APMP-Practitioner™ Level.





## CSK is an Approved Training Organization (ATO) of APMP®

All prospective ATOs must go through an exhaustive approval process to ensure they meet the high quality course delivery of APMP Certification standards. The process includes designating a lead trainer, attending and auditing workshops led by APMP's Chief Examiner, developing course materials that meet APMP Certification standards and having those materials approved.

CSK is a specialised training and consulting provider, focusing exclusively on proposal management, and therefore highly qualified to run this Certification workshop. The course program has been developed for bid and proposal professionals seeking to increase their win rates and to pass APMP's Foundation-Level Certification.



## The 2017 Foundation-Level™ certification workshop

This 1-day workshop gives you a comprehensive overview on proposal management best practices to prepare you for the APMP Foundation-Level exam. At the end of the day, candidates sit the paper-based, multiple-choice exam, and they get immediate feedback (pass/fail).

This training is based on the most current APMP competencies (May 2016). The course covers the five key competency areas *sales orientation, proposal planning, proposal development, proposal management, and information research and knowledge management*. It also provides useful hints on how to approach the Foundation exam.

The CSK Certification Training includes the following elements:

- We guide you through the APMP-Syllabus to make sure you know which areas are potentially tested.
- The participants learn the APMP specific terminology
- To prepare for the exam, we guide the participants through typical sample questions
- We provide hints for answering the exam questions most efficiently (types of questions, answering tactics, timing etc.)
- At the end of the day, candidates sit the exam and get immediate feedback (pass/fail)

### Prerequisites

The Foundation Level is aimed at proposal professionals with at least one year of experience. Your one-year minimum experience working in a bid and proposals related environment will be verified with a reference you choose.

### Preparation

You will receive a set of sample questions and a pre-reading assignment, based on the [APMP Foundation Study Guide](#).

### Course and examination fees

USD 759.- for APMP members

USD 969.- for non-members

USD 359.- corporate pre-paid rate

The fee includes:

- Tuition fee
- Exam fee
- Course handouts (color), excl. [APMP Foundation Study Guide](#) (APMP BOK Edition)
- Drinks, refreshments, lunch

### Questions?

[training@cskmanagement.com](mailto:training@cskmanagement.com)

### Registration

Register for the APMP Certification Workshop!

[www.cskmanagement.com/apmp-foundation-new-orleans](http://www.cskmanagement.com/apmp-foundation-new-orleans)

After registration, you will receive an immediate confirmation. Soon after, you will receive your pre-reading assignment.

