



APMP - Benchmarking Worldwide Best Practice

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After this Presentation

- You will understand:
 - Who the APMP are
 - how the APMP Accreditation Program supports Best Practice
 - what it takes to become APMP Accredited



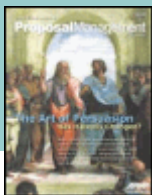
Who are the APMP?

‘Our mission is to advance the arts, sciences, and technology of new business acquisition and to promote the professionalism of those engaged in those pursuits’



The APMP – where it started and where it is now

- 1989 in the USA
- 2007 worldwide membership
- 18th Annual Conference
- Professional Accreditation Program
- Body of Knowledge
- 2 Major Publications





How APMP Accreditation supports Best Practice



Why did we need a Professional Accreditation Program?



Today's business climate requires employers to hire proficient and productive Proposal Managers.



Competency-based
Interviewing



Accreditation
Programmes

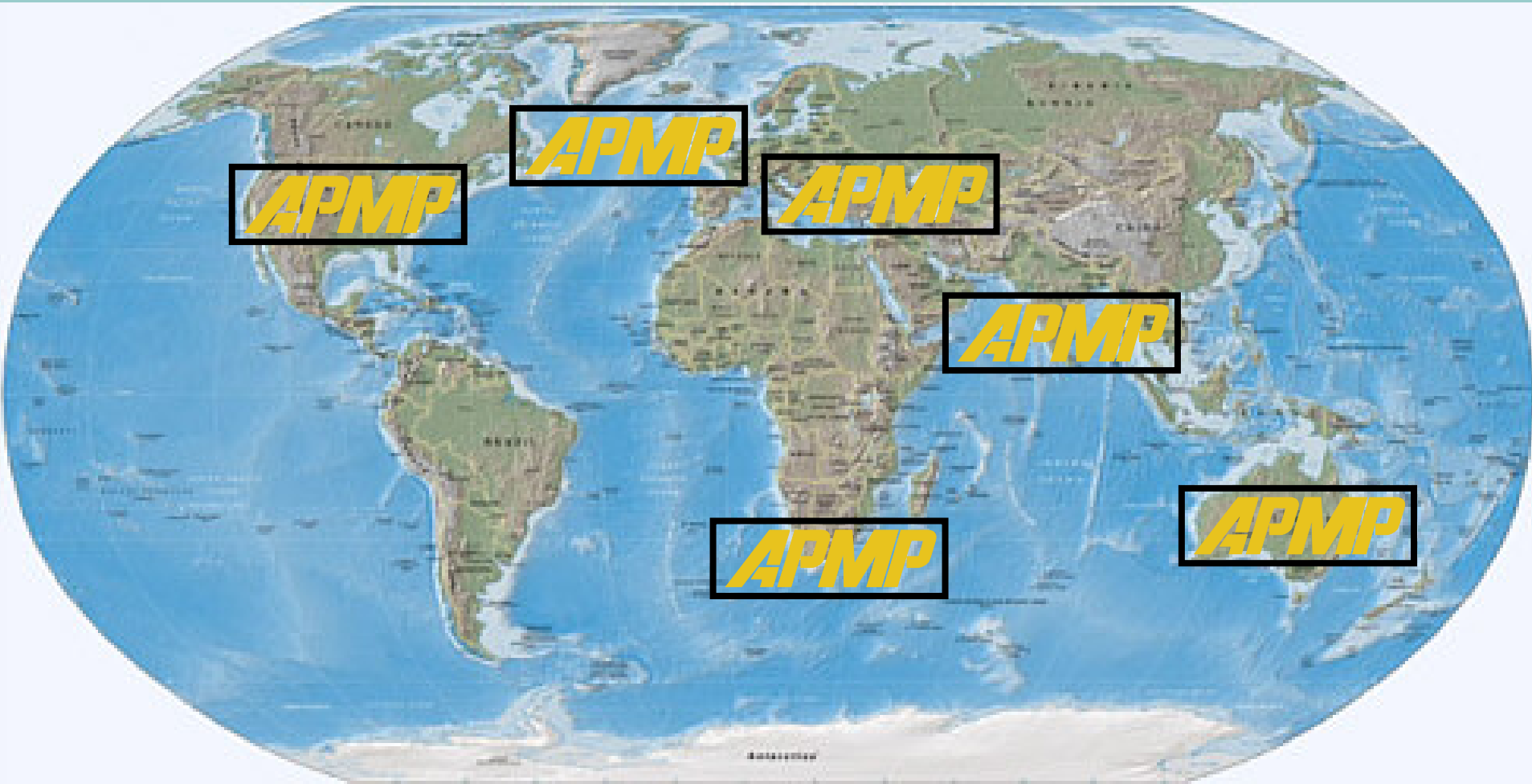


Competency-based
Assessment

have all evolved to help organizations with their resourcing decisions



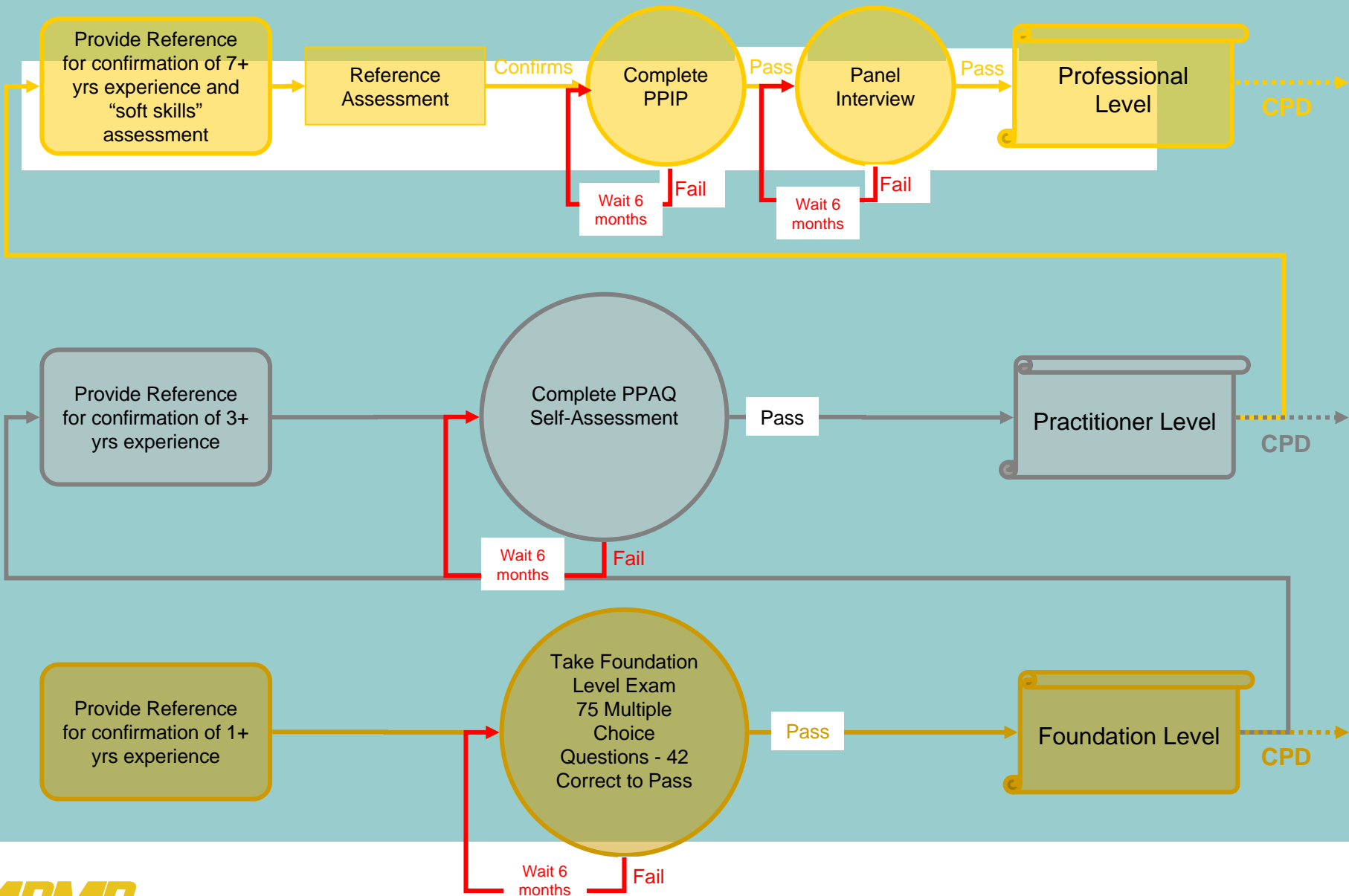
Demonstrated Competencies Worldwide





How the Accreditation Program Works

Level	Referee	Years	Tests	Type of Assessment
Foundation	✓	1	Awareness of Best Practice	Multiple Choice Examination
Practitioner	✓	3	Application of Best Practice	On-line self assessment
Professional	✓	7	Advocate of Best Practice	Reference, Presentation and Interview





Benefits of the Accreditation Program



Independent proof of abilities
Professional recognition
Career facilitator
Discriminator



Competence-based recruitment
Commitment to people
Reduces attrition
Improves performance

Closing the Gap with Other Professions



Continuing Professional Development



Approved CEU/CPD Points

Min. Years Experience	Reference Required	What is Tested	How it is Tested	CEU Points (in 2 Years)
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PROFESSIONAL LEVEL PPM.APMP	>> 7	>> Yes	>> Advocacy of Best Practice	>> Reference, Presentation & Interview	>> 40
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PRACTITIONER LEVEL APM.APMP	>> 3	>> Yes	>> Application of Best Practice	>> Online Self - Assessment	>> 40
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FOUNDATION LEVEL AM.APMP	>> 1	>> Yes	>> Awareness of Best Practice	>> Multiple Choice Examination	>> 20
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Collect "CEU" Points from Activities

Attending educational presentations at conference



Reading, researching & contributing articles to the APMP journal & perspective



Attending any Business Development related training



Participating in local chapter meetings



How much will it cost?

