

PMI Chapter Training Partnership for *Strategic and Business Management* Professional Development Units (PDUs)

The Challenge

With recent changes to PMI's Continuing Certification Requirements (CCR) to align with PMI's Talent Triangle™, chapters are now facing new challenges:

- Providing substantive and meaningful opportunities to their members, allowing them the ability to earn some of their required PDUs.
- PDUs in ***Strategic and Business Management*** are hard to define, especially given the range of industries and experience levels of the chapter's members.
- Project management and leadership-related courses, events, and activities are straightforward to identify; however, chapter board members and senior leaders are struggling to find creative ways to address their members' educational needs for the third skill area requirement of the Talent Triangle™.



The Solution

Offer your members an opportunity to earn PDUs and knowledge in the areas of strategy and business where they manage projects through additional certifications.

As a PMI Global Registered Education Provider (R.E.P.), our certification courses have already been reviewed for PDU eligibility across all of PMI's credentials and may be easily found in the PMI CCRS. These learning opportunities include sought-after certifications in emerging technologies such as big data and cloud solutions, information technology service management (ITSM and ITIL), cybersecurity and cyber resilience, Kepner-Tregoe, TOGAF, software testing, lean IT, COBIT, DevOps, and much more.

The Advantage

You can offer your members a wide range of opportunities for professional development that meets their specific needs, increase the value of chapter membership, and even **earn money for your chapter with our revenue-sharing model**, or pass those earnings back to your members for an even greater discount on training.

We offer over 150 award-winning, virtual instructor-led courses each year that are guaranteed to run as long as there is at least one student registered. On-demand e-learning and classroom-based courses are also available and the appropriate credentialing authority has approved every course. Most courses conclude with the appropriate certification examination, the cost of which is already included in the registration fee. See our current course offerings by clicking [here](#).

How Does It Work?

It's really quite simple. We provide your chapter with a unique discount code that provides your members with a percentage off our already low-priced certification courses. You let your members know of the opportunity and the code and let the savings begin! **And if you opt for the revenue-sharing model, we'll send your chapter checks every quarter that members use your unique code.**



The Details

Our certification courses are already amongst the most competitively priced in the industry, especially as all trainers are exceptionally well experienced, both as subject matter experts and as instructors, using course materials that have been continuously refined and updated to reflect the latest industry details. But we can still offer up to 15% off these prices. You decide how to spread that discount. It can all go to your chapter members, clearly showing the added value of being a member. Or you can bring a percentage back to the chapter for use with other programs, events, and activities.

Most chapters leverage a 10% discount for chapter members and 5% to the chapter's bank. On a \$2000 course, for example, that's a \$200 discount for your member and \$100 to the chapter. The chapter can quickly realize thousands of dollars a year in this revenue-sharing model. **Last year, we gave one chapter over \$9000 through this program.** Talk to us about how you would like to set this up.

There are lots of other options, too, that can bring even more money to your chapter. If any of our course offerings are likely to resonate with a large group of your chapter members, we can bring a live classroom event to your chapter. We'll work with you to cover the costs and can accommodate a number of different scenarios to minimize risk to the chapter and maximize revenue potential for the chapter.

And, to make everything as easy on your chapter's volunteers as possible, we will provide you with ample ready-to-use marketing material for newsletters, email blasts, social media, and your web site. This turn-key approach has proven very effective in getting the word out to your members and helps drive value directly to them and to the chapter.

Call us at **+1 (800) 452-7814** or email us at training@projectstrategy.com to begin a simple and straight-forward discussion regarding these opportunities to help your chapter members earn valuable PDUs as well as a new highly-desirable certification in their industry of choice. We're looking forward to helping your chapter and its members!

About Us

The Project Strategy Consulting Group is a Registered Consultancy of the Project Management Institute (PMI), a PMI Global Registered Education Provider (R.E.P.), and a Leadership Circle financial supporter of the PMI Education Foundation. We are a boutique consultancy and training provider helping organizations achieve strategic success. Founded in 1999, we specialize in the advancement of project, program, portfolio, and governance maturity and have offices and partnerships across the globe, including the United States, Canada, the United Kingdom, India, Nigeria, Latin America, and the United Arab Emirates. Learn more about the work we do and the clients we have served at www.projectstrategy.com.



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