

## APMP Professional Accreditation Onsite Coaching

Assess your knowledge and competencies against business development industry best practices as you prepare for accreditation as a proposal professional.

Whether you are new to business development or a seasoned professional, this coaching workshop will:

- Teach you key principles and skills necessary for effective proposal development
- Refresh your knowledge of proposal development best practices
- Prepare you for the APMP-Foundation™ Level exam
- Help you identify gaps in your skills and competencies

### Workshop Description

As an APMP Approved Training Organization (ATO) with an APMP Professional™ Level trainer, Shipleys is qualified to offer this coaching workshop. It is designed for proposal professionals seeking to prepare for the Foundation™ Level exam offered by APMP. Proposal development competencies and skills addressed include:

- Researching and managing market information
- Planning for effective proposal development
- Developing winning proposals
- Managing a proposal effort
- Understanding the sales process

You can build and refine skills in this workshop while testing your knowledge in key competency areas. The coaching session includes sample questions and responses similar to those on the actual Foundation™ Level exam. This workshop can be scheduled for your organization — or it is available through our public workshop program.

### Prerequisite and Testing

Proposal professionals must demonstrate at least 1 year of professional proposal development experience prior to taking the exam. The actual Foundation™ Level exam is offered online through APMP.

**What:** Workshop and exam for APMP-Foundation™ Level accreditation, held in conjunction with the 21<sup>st</sup> Annual APMP® International Conference & Exhibits.

**Location:** Walt Disney World Dolphin Resort  
1500 Epcot Resorts Boulevard  
Lake Buena Vista, FL 32830  
407-934-4000

**Date:** June 1, 2010

**Time:** 8:00 A.M. to 4:00 P.M.  
  
Coaching Workshop: 8:00 am to 1:00 pm  
  
Examination: 2:00 p.m. to 3:00 pm  
  
Results: 3:00 pm to 4:00 pm

**Cost:** Coaching: \$450 per person  
Exam: \$600 non-APMP  
\$400 APMP

Who Should Attend	Workshop Length	Workshop Material
Anyone preparing for the APMP-Foundation™ Level Exam	4-6 Hours	Shipleys Proposal Guide

Shipleys Wins