



PMP® Certification¹:

Sponsoring Opportunities for Employers

¹ PMP, PMBOK, PMI are registered marks of Project Management Institute

Organizations benefit from the PMP certification of their employees to improve their performance and bind them to the company.

- **Internal projects:**
These are cost centers. Certified project managers win the standing necessary to deliver on time and budget what is needed in an organization that earns its money not with projects but with the operational business.
- **Customer projects:**
These are profit centers. Certified project managers help win the business at better prices. In addition, certification gives project managers a better standing in front of the customer.
- **Both:**
Performed by a professional trainer, the intensive learning process during exam preparation increases the individuals' knowledge and professionalism.

How can organizations give practical support?

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1. During Decision Making

- Assure your project managers that you are prepared to sponsor the certification process in both money and time.
- Bring in experts to help your employees selected for certification understand the prerequisites and pre-screen their work history to assess whether they meet these requirements.
- Give your project managers confidence in your full support during the entire process.

In short: Begin the process with the exam in mind but do one step after the other.

2. During Preparation Training

- Arrange a [seminar program inhouse](#) for a group of three or more attendees; or alternatively, sponsor the participation of individuals in an [open class at a training provider](#).
- If you are interested in our program, download the [seminar datasheet](#).
- Select a trainer who will be there for your employees not only during the seminar but for the entire process until they start the exam; and make sure the person is knowledgeable about PMI and the exam.
- Assure your project managers that failing the test is not a problem but dropping out would be.
- PMI uses [CREDLY badges](#) to help validate that a person is certified. If you chose a trainer, check if the person is an Authorized Training Partner Instructor for PMP classes.



Authorized Training
Partner Instructor -
PMP
Project Management
Institute

In short: Make sure you get the best value for the money you are prepared to invest in your project managers.

3. During Exam Application at PMI

- Ensure that a trainer is available for mentoring - helping the candidate to write an application that will be accepted by PMI.
- Further ensure that the trainer will be available for mentoring in case of issues during the application and testing process and that the person is experienced and sufficiently connected with PMI to help resolve the issues.
- Sponsor at least one year of membership at PMI (\$139). This cost will be paid back through a discount for the exam of \$150.

Membership comes with benefits, such as the free download of core documents (PMBOK Guide 6th & 7th Ed., Agile Practice Guide, and more).

In short: Create an environment that allows the candidates to give his/her best.

4. During Mentored, Self-Directed Learning after Class

- Ensure that the trainer has practice questions for the candidates for self-studies after the seminar and is available for help when the candidates need it.
- Sponsor additional practice questions in form of books or simulators.
- Allow for time for self-directed studies by the candidates.
- Free practice tests and exam simulators can be found at <https://www.oliverlehmann.com/free/free-pmp-practice-questions>.
- Our seminar includes access for students to the PM Preicast Simulator. See our seminar datasheet.

In short: Ensure the preparation support goes on after the class.

5. For the Exam

- **Online proctored testing:**
Provide a place for the candidate with a stable Internet connection and protection from disruptions during the testing period.
- **Examination in a testing center:**
Consider the exam time working hours. The candidate has been directed by the employer to do the exam.

In short: Support the exam as much as you supported the preparation.

6. After Exam Success

- Celebrate the success with your employee. This is his/her success, but show how much you value it.
- Print business cards and other stationery with the acronym "PMP" behind the name.
- Update corporate HR databases to make the title visible to the entire organization.
- Inform customers, shareholders, and other stakeholders.

In short: Show your employees how much you value their achievements.

Closing Note

It may be helpful to obtain external support for the certification initiative from a professional trainer and mentor to ensure it is performed and finished properly.