

# Authorized Training Partner Program\* Benefits, Pricing & Requirements



**Begin >**

\*All Program benefits, pricing and requirements are subject to change within PMI's sole discretion.

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## Why become an Authorized Training Partner?

**It's simple!** To receive visibility among PMI customers as an approved training provider, and exclusive access to licensed content and instructor training. We are committed to enabling our customers to find quality training, while helping **you** to succeed and grow your business in the process.

### 1

#### ENDORSEMENT FROM PMI

As an Authorized Training Partner you will stand out as a PMI-approved training provider—a quality customers want.

PMI will promote authorized partners through our website, searchable partner database, and marketing efforts, which provides visibility to an audience in need of your services. We will also teach candidates how to identify non-authorized providers to ensure they choose endorsed Authorized Training Partners.

### 2

#### ACCESS TO TURN-KEY CONTENT

As an Authorized Training Partner you will receive turn-key licensed content, including instructor and participant guides, and online learning assets like quizzes, knowledge checks and videos.\* Content management is maintenance-free. You never need to update course materials again—we do it for you. This content can be used for in-person and virtually instructor-led courses. We offer licensed content for Project Management Professional (PMP)<sup>®</sup> exam prep and Disciplined Agile.

### 3

#### INSTRUCTOR TRAINING

Authorized Training Partner Train the Trainer – PMP<sup>®</sup> Exam Prep program sets you up for success and prepares you to deliver PMP<sup>®</sup> exam prep and training content to our quality standards. Completion of this training provides the official Authorized Training Partner for PMP<sup>®</sup> exam prep endorsement from PMI and also provides your instructors with a badge that shows they are PMI-approved instructors.

\*Content format varies by topic (PMP<sup>®</sup> Prep and Disciplined Agile)

## NINE OUT OF TEN

of our customers state that they look for PMI-approved instructors when searching for PMP exam prep and training.

## FOUR OUT OF FIVE

customers feel it is important to be taught PMI-developed content.

According to the 2020 Pulse, nearly 1 in 4 projects were completed in the prior year using agile. And over the next five years, half of project management offices (PMOs) expect to increase their use of agile. Leaders now know it's simply a matter of when (and how) to adopt agile.



## Program Benefits — Choose Basic or Premier

The program offers two tiers: Premier and Basic. Both provide a license to teach PMI-licensed content and the tools to support the training. The Premier package includes additional benefits to augment your training as well as opportunities to grow your business through exclusive access to RFPs and channel management support. If you wish to focus solely on supporting and training existing certification holders, you may offer PDU-only courses through the basic tier.

Benefits	Basic	Premier	PMP® Exam Prep	Disciplined Agile	PDU-Only
<b>Welcome Kit:</b> includes PMI brand guidelines and marketing tools	✓	✓	✓	✓	✓
Ability to offer PMI pre-approved PDUs and submit PDU claims for students.	✓	✓	✓	✓	✓
Access to IP licensure for all PMI standards	✓	✓	✓	✓	✓
One-on-one onboarding for partners and instructors to understand the program's online tools and resources	✓	✓	✓	✓	✓
Access to the PMI ATP Support team	✓	✓	✓	✓	✓
Quarterly support webinars for partners and instructors to review updates to content, systems functionality, and anything new	✓	✓	✓	✓	✓
Quarterly Account Management support meetings with partners discussing performance reviews, lead generation, and marketing and brand compliance monitoring		✓	✓	✓	✓
Exclusive access to PMI thought leadership and perspective during quarterly webinars		✓	✓	✓	✓
Access to 200 cloned PMP® exam questions to create practice exams		✓	✓		
Access to performance dashboard		✓	✓	✓	✓
Exclusive access to RFPs		✓	✓	✓	✓
Access to licensed content including instructor manuals, knowledge checks, and online learning assets	✓	✓	✓	✓	
Your company listed on PMI.org as preferred Authorized Training Partner	✓	✓	✓	✓	
<b>Train the Trainer complimentary vouchers</b> <ul style="list-style-type: none"> <li>2 day training – Technical Content and Modern Classroom Management</li> <li>Badge upon successful assessment completion</li> </ul>	1 complimentary training voucher	2 complimentary training vouchers	✓		
	<b>ADDITIONAL VOUCHERS*</b>		✓		
	In-Person Training - US\$999 Virtual Training - US\$699 On-Demand Training - US\$499				
The ability to be a Pearson VUE testing center (must qualify based on Pearson Vue criteria)	✓	✓	✓		

\*After using complimentary training vouchers, Authorized Training Partners must pay for any additional Train the Trainer Course attendance for instructors. Instructor payments are not accepted.



## Pricing Structure\*

### Region-Specific Pricing

Pricing is based on the location of your headquarters office. For example, if you are headquartered in Portugal, but exclusively provide PMP® exam prep for Brazilian citizens, apply the European pricing.

Region	Basic	Premier
	Annual Fee (USD)	Annual Fee (USD)
North America/Europe	US\$6,999	US\$9,999
Asia Pacific/Latin America	US\$4,799	US\$6,799
India/Middle East/Africa	US\$2,699	US\$3,799

### 12-Month Program Membership & Renewal

Partners will renew their membership annually, and be invoiced every twelve months.

### Per Person Fee: Course Content License Per Student (Required for Partners Providing PMP exam Prep and Disciplined Agile Courses)

This fee covers the cost of each individual course content license per student, which provides access to the digital or print course materials required to deliver PMP® exam prep or Disciplined Agile training. To calculate the total fee, multiply the number of students by the license fee for your region. The fee will be collected when you register your students through our content provider’s online marketplace. Additional fees apply for shipment of hard copy material (see page on Augmenting Materials). Per person fees do not apply for PDU-only or other PMI certification courses.

Course Content	Per Person Fee by Region		
	North America/ Europe	Asia Pacific/ Latin America	India/Middle East/ Africa
PMP Exam Prep** (Does not include cost of exam)	US\$99	US\$69	US\$39
Disciplined Agile Lean Scrum Master (DALSM) 4-day Workshop	US\$360	US\$260	US\$180
Disciplined Agile Lean Scrum Master (DALSM) 3-day Workshop	US\$270	US\$195	US\$135
Disciplined Agile Lean Scrum Master (DALSM) 2-day Workshop	US\$180	US\$130	US\$90

The program pricing structure is designed to make exam prep globally accessible and affordable for students. We have visibility into where students are located and completing their training and will proactively monitor this. If you are hosting training outside of your region, we will bill or refund you the difference accordingly to ensure fairness across the program. Thresholds are subject to evaluation and PMI’s discretion.

\*Quoted prices are exclusive of tax.

\*\*If you deliver exam prep for other certifications you will not be required to pay the per person fee.



## Program Requirements

These program requirements were created to provide consistent and high quality training for our customers. All partners must adhere to these requirements to participate in the program.

General Program Requirements	PMP® Exam Prep	Disciplined Agile
1. Must use PMI-developed course content.	✓	✓
2. Instructors must complete Authorized Training Partner Train the Trainer session.	✓	
3. Instructors must be certified in the certification they are teaching and be in good standing with PMI.	✓	✓
4. Must be able to provide in-person and/or virtual instructor-led courses.	✓	✓
5. Must adhere to PMI brand guidelines and policies.	✓	✓
6. Must have documented customer resolution issue process or use one provided by PMI.	✓	✓
7. Organizations must be a legal business entity for 3 years.	✓	✓
8. Must pass a background check and financial review.	✓	✓
9. Instructors must have Agile project experience to teach PMP exam prep course.	✓	
10. Must agree to upload “guaranteed to run” public courses.	✓	✓

### If you deliver PDU-only training or training for other PMI certifications:

- You are not required to use PMI-provided content.
- Instructors are not required to complete the Authorized Training Partner Train the Trainer – PMP® Exam Prep.
- Instructors do not need agile experience.

Chapter Program Requirements
Chapters that become an Authorized Training Partner may not permit their Chapter Board members or those in a decision-making role within the chapter to serve as Authorized Training Partner certified instructors, nor can they be the Authorized Training Partner owner, in order to avoid conflict of interest.
Authorized Training Partner owners and instructors cannot serve as a Chapter Leader or a decision-making volunteer within a chapter while they are still an Authorized Training Partner owner or certified instructor.
Chapters who need certification exam prep training can follow a Request For Proposal (RFP) process to find an Authorized Training Partner.
If a chapter wants to deliver PMP exam prep or Disciplined Agile training to their members without partnering with an Authorized Training Partner, they need to join the Authorized Training Partner Program.
Chapters who are Authorized Training Partners cannot select individuals from chapters who are not authorized partners to become certified instructors for them.

### Program Restrictions

PMI Authorized Training Partners may NOT deliver on-demand, self-paced PMP® exam prep or any alternate PMP exam prep offering (E.g., books). PMI has developed a self-paced PMP exam prep offering. This allows us to address the needs of modern day learners and ensure consistent, high-quality exam prep experiences for both instructor-led and on-demand modalities. However, at this time, you may provide on-demand, self-paced content for other PMI certifications except for DA certifications.



## PMI® AUTHORIZED TRAINING PARTNER PROGRAM LICENSED COURSE CONTENT

## PMI® Authorized Training Partner Program Licensed Course Content

Basic and Premium Authorized Training Partners who deliver PMP® exam prep and Disciplined Agile courses are required to use PMI licensed course content. This ensures a consistent, high quality learning experience and provides the PMI-approved content customers asked for, and the comprehensive knowledge needed to prepare for these exams.

### Disciplined Agile Course content includes the following digital offerings\*:

- Instructor Manual/Facilitator Guide
- Instructor Slides
- Spotlight Videos & Media: supporting workshop engagement activities
- Extra Resources: where to find more information to help apply concepts in real-life scenarios

### The PMI Authorized PMP® Exam Prep Course content includes the following digital offerings\*:

- Instructor Manual/Facilitator Guide
- Instructor Slides
- **Student Manual:** workbook with instructional content and real world activities
- **Spotlight Videos & Media:** supplemental student materials
- **Mastery Builders:** end-of-chapter knowledge checks to ensure comprehension of key concepts
- **Student Checklists:** online lists for students to ensure adequate coverage of key concepts
- 200 PMP exam practice questions

\* Print copies are available for purchase (shipping fees apply)





### Augmenting the Content

The required licensed course content **CANNOT** be edited. You may *supplement* the content with your own case studies, learning activities, and industry-specific training information, as long as they do not alter the provided material.

### Getting and Delivering the Content

You will be able to purchase content in our third-party content provider’s online marketplace, in your choice of digital, print or blended formats.

**Digital** – you and your students receive digital access keys

**Print** – Our third-party content provider will print materials using their global network of printers, and ship via FedEx to ensure the quickest turnaround and best negotiated rates.

You may also choose your own shipping carrier. Below is a breakdown of expected shipping rates for student manuals, which weigh approximately 2.37 lbs. each. All prices are in USD.



Location	Shipping Method	1 Guide	15 Guides
Chicago	Ground	\$11.25	\$16.87
California	Ground	\$11.25	\$34.32
Atlanta	Ground	\$11.25	\$20.38
Dublin	Economy	\$52.80	\$69.17
Dubai	Economy	\$29.07	\$159.15
Munich	Economy	\$32.94	\$32.94
Sydney	Economy	\$11.11	\$15.68
Toronto	Economy	\$13.19	\$25.69
Singapore	Economy	\$25.00	\$25.00
New Delhi	Economy	\$50.53	\$159.44
Johannesburg	Priority (only option)	\$20.00	\$20.00





**AUTHORIZED TRAINING PARTNER TRAIN THE TRAINER – PMP® EXAM PREP**

**Authorized Training Partner Train the Trainer – PMP® Exam Prep**

Only Basic and Premium Authorized Training Partners who deliver PMP exam prep courses must complete our Authorized Training Partner Train the Trainer – PMP® Exam Prep. This ensures our PMP candidates are being taught by qualified instructors who understand the content and can meet their needs as modern day learners.

**Here’s what you can expect from the two-day course.**

Day 1: Technical (7.5 hours)	Day 2: Technique (7.5 hours)
Technical aspects of the PMP® exam, with added focus on agile and hybrid approaches	Facilitation techniques: how modern learners learn, meeting delivery preferences and leading courses in a virtual environment

**Training Session Options**

To accommodate our global network of instructors, we offer instructor-led in-person and virtual sessions. The schedule will be posted on the [R.E.P. Resource Center](#). Basic and Premier program participants receive complimentary vouchers for these sessions. Please refer to the pricing structure on [page 5](#) for information about quantify and purchasing additional vouchers.

**Additional Requirements for Instructors**

- Instructors must complete the Authorized Training Partner Train the Trainer – PMP® Exam Prep prior to offering any PMP® exam prep courses. Once completed, instructors will receive an Authorized Training Partner Instructor badge to show they are approved by PMI.
- Instructors must have agile experience to teach PMP® exam prep courses, and must submit a professional bio for review and approval when registering for their Train the Trainer session.

