

Business Relationship Management Professional



Designed to inspire, promote and develop excellence in Business Relationship Management across the globe, leading to outstanding value for organizations and professionals.

WHAT IS THE BRMP QUALIFICATION?

The BRMP® training and certification program is intended as a comprehensive foundation for Business Relationship Managers at every experience level, with the training and certification designed to provide a solid baseline level of knowledge.

LEARN HOW TO:

- ✓ Create awareness of the role with business partners and senior provider management
- ✓ Assess the current state of business-provider relationships, business demand maturity and provider supply maturity
- ✓ Assess with the objective of scoping what aspects of the BRM role would be appropriate to be implemented or adjusted



HIGH LEVEL PERFORMANCE DEFINITION OF A SUCCESSFUL BRMP CANDIDATE

The candidate should understand the key principles, techniques, tools and processes central to the BRM role and discipline. Specifically, the candidate should know and understand:

- The characteristics of the BRM role
- What it means to perform as a strategic partner, contributing to business strategy formulation and shaping business demand for the provider's services
- How Portfolio Management disciplines and techniques are used to maximize realized business value.
- Business Transition Management and the conditions for successful change programmes that minimize "value leakage"
- The BRM role in Service Management and how to align services and service levels with business needs
- How to communicate effectively and persuasively



WHY CHOOSE TRAINING BYTESIZE?

Training ByteSize is one of the fastest growing project management training companies in the UK, doubling our learners year on year.

With over 30 years' experience, we are the first to market with innovative online and classroom courses. As a family business we aim to be the best that we can, with excellent customer service and great training products. Whether you have 1000 people to train or you're looking for training as an individual, we will make your learning journey special and unique to your requirements. One size doesn't fit all so we tailor solutions to your requirements. We focus on what you're trying to achieve with your budget and will exceed your expectations when it comes to delivery.

Current corporate customers include Bentley, Rolls Royce, YKK, AWE, Home Office, AMEX, House of Lords, Houses of Parliament, UNDP, Safran, BAE Systems among many others.

Contact us to see how we can help you.

TARGET AUDIENCE

This qualification is aimed at Business Relationship Management, Provider Management and those with a Business Management role or position. It is also aimed for Consultants looking to gain an insight into Business Relationship Management and looking for certification as a Business Relationship Manager.

COURSE SESSIONS COVER:

- ▶ **BRMP INTRODUCTION**
- ▶ **BRM OVERVIEW**
- ▶ **STRATEGIC PARTNERING**
- ▶ **BUSINESS IQ**
- ▶ **PORTFOLIO MANAGEMENT**
- ▶ **BUSINESS TRANSITION MANAGEMENT**
- ▶ **PROVIDER DOMAIN**
- ▶ **POWERFUL COMMUNICATIONS**

HOW MUCH IS THE COURSE?

OUR TRAINING PACKAGES ARE COMPLETELY TAILORED TO YOU SO CONTACT US FOR MORE INFORMATION

Courses are designed for those seeking a personal qualification, as well as corporate clients who seek a training solution for groups of employees.

Contact our training advisors for an informal, obligation-free quote:

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