

Become a consultant of tomorrow: develop your personal and commercial competencies to complement your technical expertise.

In an environment of intense competition and increasing change, employers, customers and partners have increasingly significant expectations of their consultants and professional services (PS) teams.

Consultants and other PS professionals have long relied on technical skills in order to address requirements of clients and typically have a number of both vendor (CCIE, Microsoft Professional) and/or non-vendor (ITIL®, PRINCE2®) certifications.

However it takes more than technical skills to stand out in today's increasingly complex professional services world and there has been little in the way of a clear development path for developing crucial non-technical, personal and commercial skills and competencies.

PS Professional is the world's only non-vendor certification program that develops commercial and personal strengths to complement existing technical expertise.

Whilst recognizing existing technical certifications, PS Professional aims to shape the consultant of tomorrow, expanding upon their technical expertise to offer greater commercial insight and personal effectiveness through a practical and respected training and certification programme.

The certification scheme is based upon five core characteristics that make up the complete professional services professional:-

- RAINMAKER (be more commercially savvy and sales oriented)
- ATHLETE (improve personal effectiveness)
- EXECUTIVE (understand business & industry)
- CATALYST (manage & exceed customer expectations)
- AUTHORITY (master professional documentation & proposals)

Training and certification offers the opportunity to gain immediately useable skills and competences to help you become a more rounded professional, helping you to improve results and client satisfaction.

FURTHER INFORMATION

WHO IS IT FOR?

PS Professional certification is aimed at a wide range of roles operating in professional services including – but not limited to – professional services managers, business/technical solutions consultants, pre-sales consultants and project/service managers.

Find out more online at

www.apmg-international.com/PSProfessional
www.psprofessional.com

Qualifications available (CS = coming soon):

	Foundation	Practitioner	Professional
RAINMAKER	✓	(CS)	(CS)
ATHLETE	✓	(CS)	(CS)
EXECUTIVE	✓	(CS)	(CS)
CATALYST	✓	(CS)	(CS)
AUTHORITY	✓	(CS)	(CS)

