

The Gold Standard in Project Management Credentials:

The *PMP*



In these challenging times, you don't have to sacrifice quality for cost when it comes to your education needs.

Grail offers quality project management courses that are affordable but do not sacrifice return on investment, quality, and comfort and convenience.

Learn how your management and staff can earn the PMP and other credentials in a way that maximizes all of the attributes you look for when allocating your educational resources:

- **ROI**
- **Quality**
- **Comfort & Convenience**

Our Approach

- **Whenever possible, we use the case study method in which real-world events are analyzed through the lens of the skills, tools, and techniques taught in our courses.**
- **First made popular at the Harvard Business School, the case study approach helps us derive general principles (theories really) that we can use to make our organizations more efficient and effective.**

Spotlight on the Case Study Approach in the PMP Exam Prep Course

- People ask, *Why do you use case studies in the PMP exam prep course? Shouldn't most of the course involve rote memorization?*
- We point out that a significant portion of the PMP exam contains context-related questions.
- You may be a project manager with a lot of practical experience, but if you aren't familiar with the PMI perspective, the PMP exam can be challenging.
- We review real-world cases throughout the course. This approach gives our clients an extra edge because they understand the context in which PMP exam questions are framed.
- This understanding is essential for performing well on the PMP exam.

ROI Spotlight: PMP

In 2006, a study conducted by PricewaterhouseCoopers found *higher-performing projects are significantly more likely to be staffed with certified project managers & 80 percent of projects classified as high-performing use a certified project manager.*

... the marketplace in the U.S. is demanding the PMP...

According to Steve DelGrosso, an IBM Global Business Services director *The marketplace in the U.S. is demanding the PMP ... Going back five or six years, IBM has seen requests for proposals where the clients are demanding certified project managers be part of the proposal. If you can't present a certified project manager on their deal, they won't consider you... The best project managers inside IBM are certified project managers.* (Note: As of January 2010, IBM had 14,000 employees who held the PMP credential.)

In a recent review of project management ads to fill project management positions, over 60 percent said a PMP was *highly desirable, an advantage, preferred, or a plus.* About a third of the ads said the PMP credential was required for employment.

In a study conducted by the Standish Group, the number of CIOs requiring project managers to hold a (project management) certification grew by 10 percent in just four years (2005 – 2009).

Recent earners of the PMP (two to five years) earn 15.6% more than their non-credentialed counterparts with similar experience. The median salary for people holding the PMP for more than five years is \$94,340. More than 10 years after earning the PMP? The median salary is \$102,000, which is still 13.3% higher than salaries achieved by non-credentialed individuals with equivalent experience (*Project Management Salary Survey, 4th Ed.*).

... the PMP is the gold standard...

In an article in the Defense AT&L Journal (a publication of the Defense Acquisition University), Wayne Turk of Suss Consulting Inc. said that *in and outside of government, the PMI certification is the gold standard.* He also noted, *PMI has been acknowledged as the leader in the field... It [the PMP] sets a level of required expertise and professionalism that is recognized nationally and internationally ...*

Project Management Professional (PMP®) Exam Prep Course

- Environment: Seminar/Classroom
- Duration: 4 or 5 days (36 hours)
- If you have project management experience, this is the class for you. We will help you hone your management expertise to a razor sharp edge during our comprehensive review of the nine major project management subject areas.* This course prepares you to take the Project Management Professional (PMP®) exam, and this course satisfies the 35-contact hour requirement you need to qualify to take the PMP® exam.**
- *Quality, Scope, Time, Cost, Human Resources, Communications, Risk, Procurement, and Integration Management
- PDUs: 36

****In addition, a person with a bachelor's degree (four year) or higher must have at least 4,500 hours experience leading and directing project tasks in the last 36 months. If you do not hold a bachelor's degree (minimum high school diploma — or equivalent), you must have at least 7,500 hours experience leading and directing project tasks in the last 60 months.**

PMP is a registered certification mark of the Project Management Institute, Inc.

Quality

Grail is a leader in the management seminar industry.

Grail markets, manages, and teaches executive seminars and is a key player in the billion-dollar-a-year executive education market. Executives and entrepreneurs enroll in our highly popular courses to leverage their existing skills, talents, and resources, and to gain new insight on how they can better manage their organizations and themselves.

Grail is a Registered Education Provider (R.E.P.) with the Project Management Institute (PMI®).

PMI is one of the most widely recognized and respected organizations in the management profession. PMI's highly diverse world-wide membership of over 350,000 members in 125 nations consists of leaders, educators, executives, and practitioners involved in every aspect of management.

Course Development

Mark Ward developed these courses. Mark is a retired US Air Force officer, with many years of practical project and program management experience. He has a Ph.D., PMP, several technical certifications, numerous scholarly publications, and years of teaching experience in the public and private sector. He has taught PMP® exam prep courses via electronic means as well as in the more traditional face-to-face classroom environment. He has also been an invited speaker at numerous project management venues to discuss topics as diverse as the state of project management education and Organizational Project Management Maturity Model (OPM3®). He is a former PMI Specific Interest Group Vice-Chair for Professional Development.

Guarantee

We guarantee you will pass the PMP® exam (see Guarantee for detailed information).

Grail

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Guarantee

Grail guarantees each student will pass the PMP credentialing exam (hereafter referred to as "exam") after taking the PMP Exam Prep Course. In the unlikely event someone should not pass, Grail will remit \$275 (USD) to retake the exam. The following restrictions apply: In order to qualify for the guarantee, a student must:

- a. be approved by PMI to take the exam.
- b. be a PMI member before taking the exam.
- c. obtain an 80% or higher on in-class proficiency exams.
- d. (unless stipulated otherwise) take the exam for the first time within 7 days of completing the PMP Exam Prep Course.

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