

## Time to get certified



By Larissa Cornelius

We excited to report we are seeing a growing trend in South Africa, of companies starting to prefer and in some cases demand APMP certified bid professionals.

APMP offers the world's first, best and only industry-recognised certification programme for professionals working in a bid and proposal environment. APMP certification is the global standard for developing and demonstrating proposal management competency.

Achieving APMP certification:

- Demonstrates a personal commitment to a career and profession.
- Improves business development capabilities.
- Creates a focus on best team practices.
- Gains the respect and credibility of peers, clients and organisational leaders and in some cases, additional compensation.

### How does it work?

Challenge yourself to see which level of APMP certification you can achieve, based on your industry experience. Each level builds on the prior level, and everyone must start at Foundation before advancing to Practitioner and Professional.

### APMP Certification Levels, Exam Types

Each level is assessed differently, requires a minimum level of experience and uses a process of examination and competency-based assessment, which is consistent and measured against worldwide best practice standards.

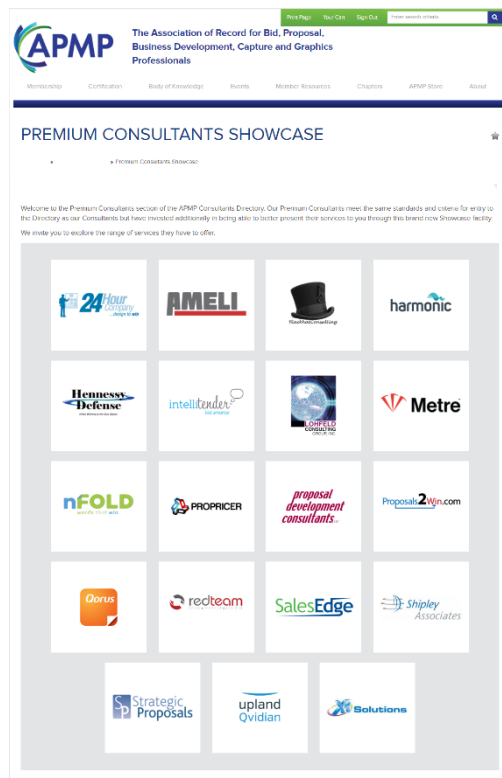
APMP Certification	Type of Assessment
Foundation	One-hour, open-book, multiple-choice exam
Practitioner	Two-and-a-half hour, online-only Objective Testing Examination (OTE)
Professional	Assessment of impact presentation and communication and leadership skills in an interview setting



## Salary and skills survey 2020

Talking about career development, it has been a while since we have done a South African salary and skills survey. Please complete the below link, share it around – let’s make this as comprehensive as possible. Survey remains anonymous, and the report will be shared with all respondents. [Start Survey](#)

## APMP Consultant directory



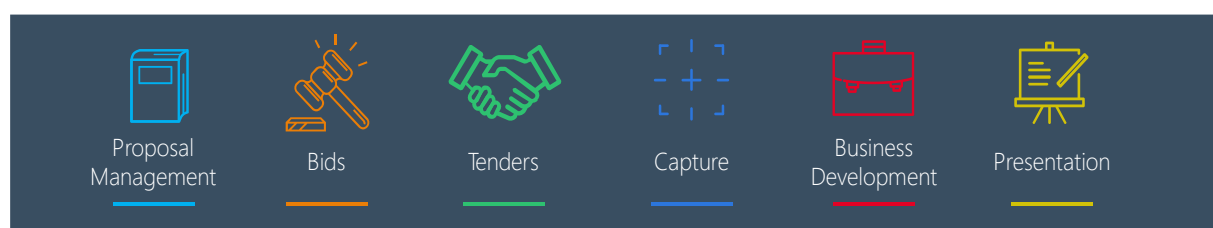
**“Before, or at time of draft RFP, or when you first become aware of an upcoming opportunity. A good proposal Consultant can help craft the best strategy (in some cases capture planning as well as the proposal) to put forward the best possible response and increase the chances of winning the opportunity!”**

### APMP Premium Consultant

A Valuable Resource When the Heat is on!

APMP’s welcome our new Consultant Directory, the definitive guide and go-to resource for industry consulting, graphics, production, software and training consultancy that can help you to win more business.

Here you will find detailed listings and an intuitive search facility to help you to identify the consultant that will assist you in delivering success for your team, adding skills, knowledge and experience, growing capacity and capability or even, more strategically, helping you to transform and develop your work winning function.



**Figure 1: Specialist support from APMP Certified professionals dedicated to winning business for your business!** Every member of the Consultant Directory is a current APMP Member and fully insured

Our Premium Consultant Showcase brings you greater accessibility and a direct link to our worldwide cohort of premium consultants.