

Driving your own career growth

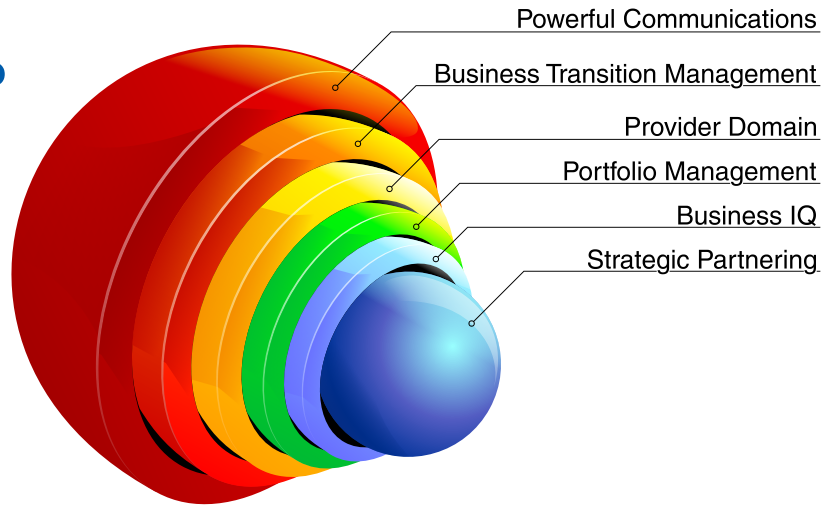
Leveraging the Business Relationship Management Professional (BRMP) program to increase your value and grow your career



**BUSINESS
RELATIONSHIP
MANAGEMENT
PROFESSIONAL**

What do growing IT organizations need?

Top IT organizations are seeking more than coding skills or tech-speak from their managers and leaders. They need to see a balance of soft skills and business knowledge. These skills paired with tech savvy position professionals for growth in technology or business, because they "get it".



Regardless of your role today, if you have plans to grow your career, you'll need to cover the bases of soft skill development and improved business acumen. Business Relationship Management Institute offers the BRMP program to individuals interested in growing and improving the skills known as the **BRM DNA**.

Future management aspirations? Development of the BRM DNA areas are critical in forging a path to your future career. What does every management career have in common? Relationships – with employees, with stakeholders and consumers of your craft, and with external partners. With Business Relationship Management Professional (BRMP) training, you'll be able to assess your current skill level and performance and determine plans for continuing development –

Adding value. To you. To your career. To your organization. Value³



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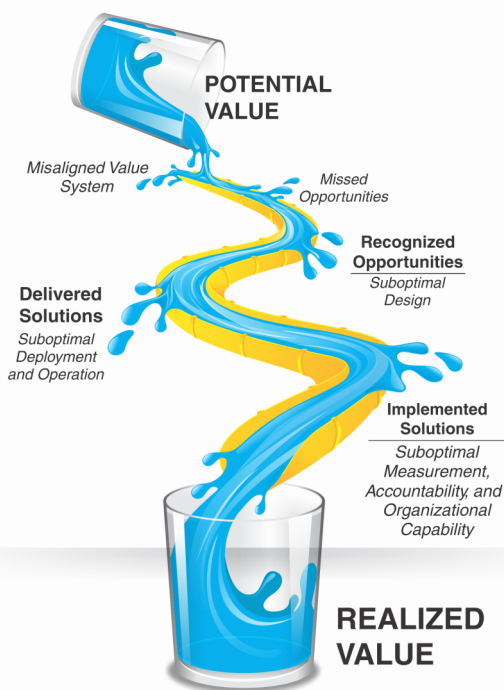
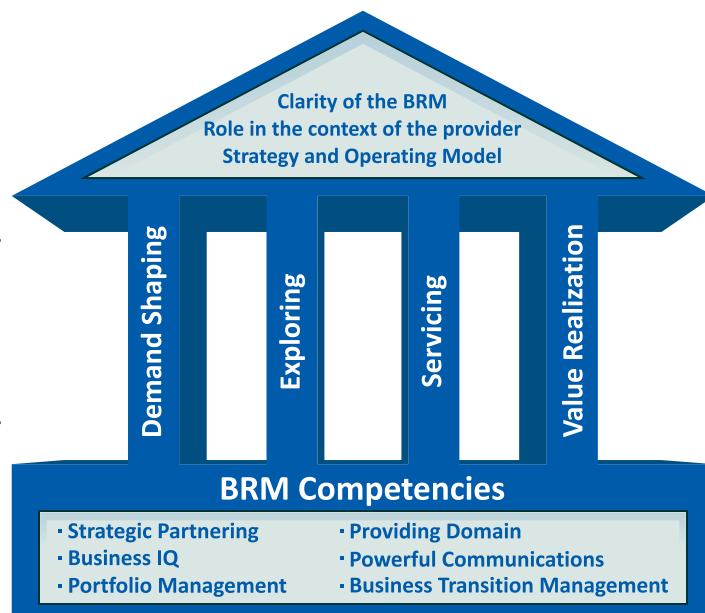
Joining BRM Institute as a Professional Member is a great way to get a head and learn about the BRM role before your formal training starts! Immediate access to the BRM Book of Knowledge, past webinars, articles, and access to our supportive community of business relationship management professionals.

Join now by visiting: [https://brm.institute/join-now/!](https://brm.institute/join-now/)

Skill development sounds great!

I know what's in it for me – what's in it for my enterprise?

Business Relationship Management is about VALUE – and ensuring that the enterprise is seeing optimal value for their investment. Sometimes, that's handled by executives prioritizing a strategic project. Sometimes, it's as simple as the decisions individuals make in their work day – focusing on value over "busy". Building a culture of business relationship management positions and supports us all in making value-based decisions – prioritizing our own work to deliver the greatest value. You'll learn about these concepts in your BRMP training, and will understand how to put them to work immediately – regardless of role you hold.



Strong IT organizations aren't just looking to build a team of business relationship managers. Instead, they are working to build a team *fluent* in business relationship management knowledge, skills and abilities – because a full IT team paired with a full business team, all focused on enterprise value in their decisions and investments – is a powerhouse. We can help you be a part of that team. Please check us out at <http://brm.institute> for more information on the BRMP program and how to enroll in a course offered near you, online, or via an onsite engagement for your team.

The best way to get the job you want is to prepare yourself BEFORE you apply. If IT management is in your future, get registered for your BRMP!



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