Business Relationship Management Professional (BRMP®) Training

Category: Project Management & Business Skills | **Vendor:** Various

Duration: 24.00 hours (3 days) **19.5 CPD Hours** **Rating:** ⭐ 4.6 (5,878 reviews)

Course Information

Delivery Format:	Instructor Led - Online
Certification:	Business Relationship Management Professional (BRMP)
Related Exam:	BRMP

Course Overview

The Business Relationship Management Professional (BRMP) training and certification course will provide you with a foundational understanding of business relationship management. This course provides the “why” business relationship management is critical to your organization and “what” a BRM does to add value to their organization. This interactive course includes discussions and real-life exercises that will provide you with the opportunity to apply the learning to your organizational situations and allow you to show immediate value, as well as prepare you for the BRMP Certification exam. Exam fee included in the cost of the course This course has been approved for 21 PDUs | 21 CDUs

About This Course

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Who Should Attend

This course is for anyone who recognizes the importance of relationships in organizations. A BRMP certification indicates a thorough knowledge of connecting relationships to results and a command of fundamental concepts and skills necessary to be a valued partner within your organization.

Learning Outcomes

Upon successful completion of this course, participants will be able to:

Define what business relationship management (BRM) is and the value it provides to an organization. Demonstrate the need for an organization to move beyond traditional goals focused on profits and products to encompassing a relationship-centered approach that maximizes value. Understand the importance of integrating BRM into every facet of the organization. Educate the organization about developing BRM capability to evolve culture, build partnerships, drive value, and satisfy purpose. Apply BRM to the organization’s triple bottom line of people, purpose, and planet. Employ the basic knowledge, skills, and mindsets of the BRM role. Recognize core BRM approaches, tools, and templates used to achieve results. Measure the value and impact the BRM capability has on an organization.

Detailed Course Outline

Business Relationship Management (BRM) Introduction

- Why BRM? Why Now?
- Relationship-Centered Organization
- Theory of Relationshipism
- Triple Bottom Line
- BRM Defined
- BRM Role Competency Model
- Activity Domains

BRM Capability

- BRM Capability Framework
- BRM Workbooks
- Strategic Relationship Plan

BRM Capability – Evolve Culture

- Evolve Culture Framework
- BRM Role in Evolve Culture
- Purposeful Narrative
- Desired Behaviors
- Influential Relationships
- Personal Growth

BRM Capability – Build Partnerships

- Build Partnerships Framework
- BRM Role in Build Partnerships
- Relationship Maturity and Quality
- Partnering Mindsets
- Relationship Discovery
- Relationship Nurturing

BRM Capability – Drive Value

- What is Value?
- Types and Sources of Value
- Drive Value Framework
- BRM Role in Drive Value
- Value Discovery, Realization & Results

BRM Capability – Satisfy Purpose

- Satisfy Purpose Framework
- BRM Role in Satisfy Purpose
- Through BRM Capability & Triple Bottom Line
- Social Value

BRM Role

- Our Purpose and What We Believe
- Role Clarity
- BRM Code of Ethics
- BRM Role Competency Model
- BRM Mindset
- Scope of BRM Role

BRM Team

- Our Purpose and What We Believe
- BRM Team Definition
- BRM Team Purpose, Mission, and Vision
- Assessing the Value of a BRM Team
- Organizing and leading a BRM Team
- Transition Management
- Coaching BRMs

□□ Certification Path

Business Relationship Management Professional (BRMP)

Exam: BRMP

Frequently Asked Questions

Q: What delivery options are available for Business Relationship Management Professional (BRMP®) Training?

We offer multiple delivery formats:

- Live Instructor-Led Classroom Online (Virtual/Live Online)
- Traditional Instructor-Led Classroom Training (ILT)
- On-site delivery at your offices anywhere in United Kingdom
- Private dedicated courses customized for your team

Q: What certification does this course prepare me for?

The Business Relationship Management Professional (BRMP®) Training course helps prepare you for the Business Relationship Management Professional (BRMP) certification path.

Q: Which exam does this course prepare me for?

This course prepares you for the BRMP official exam. You can take this exam at any exam center across United Kingdom including London, Manchester, Birmingham, Edinburgh, or live online wherever you are located.

Q: How many CPD hours does this course provide?

The 3-day Business Relationship Management Professional (BRMP®) Training course provides up to 19.5 CPD hours of structured learning. CPD certificates can be provided upon request.

Q: What is the duration of the Business Relationship Management Professional (BRMP®) Training training?

The training takes place over 3 day(s), with each day lasting approximately 24.00 hours including breaks for lunch and refreshments.

Q: Do you provide corporate training for Business Relationship Management Professional (BRMP®) Training?

Yes, we provide corporate training, dedicated training, and closed classes for Business Relationship Management Professional (BRMP®) Training. Training can take place anywhere in United Kingdom including London, Manchester, Birmingham, Edinburgh, or live online allowing teams from across United Kingdom or internationally to attend.

Q: Why choose Nexus Human for Business Relationship Management Professional (BRMP®) Training?

Nexus Human is recognized as one of the leading training providers. Our trainers have won multiple awards including:

- Small Firms Best Trainer Award
- National Training Partner of the Year (Ireland) - Multiple Years
- Global Top 30 Instructor Awards (2012, 2019, 2021)
- Tech Excellence Award Nominations
- Learning Performance Institute (LPI) External Training Provider Sponsor 2024

Q: Are there any discount codes available?

Yes! Use discount code **PENPAL5** when booking your Business Relationship Management Professional (BRMP®) Training training. Please note that only one discount code can be used per booking and cannot be combined with other special offers.

Nexus Human

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