

# THE BRM KNOWLEDGE PATH TO SUCCESS



STEP  
01

## INTRODUCTION BRM FUNDAMENTALS

- Introduces BRM as a capability, role, and discipline
- Designed to facilitate an understanding of BRM fundamentals
- Open to anyone wanting to learn more about the BRM profession

STEP  
02

## CERTIFICATION Business Relationship Management Professional (BRMP®)

- Intended as a comprehensive foundation for Business Relationship Managers at every experience level
- Designed to provide a solid baseline level of BRM knowledge

## Certified Business Relationship Manager (CBRM®)

- Intended for the intermediate-to-advanced Business Relationship Manager
- Primary focus is on strategic BRM, leveraged to optimize business value to the enterprise

STEP  
03

## APPLICATION STRATEGIC PARTNERING APPROACH

- Designed to help business professionals partnering with key business partners in co-creating a journey map to reach and sustain strategic partnerships
- Drive increased collaboration and ensure value recognition across the organization

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International Institute for Learning (IIL) is proud to be an APMG Accredited Training Organization for BRMP® and CBRM®, and a Registered Training Provider with the BRM Institute.



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