



# The BRMP® Guide to the BRM Body of Knowledge

*Business Relationship Management Institute*

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The BRMP® Guide to the BRM Body of Knowledge is designed to assist the Business Relationship Management Professional (BRMP®) training course attendees and certification exam candidates, but it will also be of great value to anyone looking for a comprehensive foundation-level overview of the art and practice of Business Relationship Management. The book covers the entire BRMP® course syllabus and contains all the information covered in the training and referenced in the exam.

What is BRMP®?

Business Relationship Management Professional (BRMP®) training is a world-class professional development program designed to provide a solid foundation-level knowledge of Business Relationship Management. The BRMP® exam is designed to test an individual's learning through rigorous examination providing a leading verifiable benchmark of BRM professional acumen and achievement. To learn more about BRMP® training and certification, please visit <http://brminstitute.org/>.

Who Is It For?

Business Relationship Management Professional (BRMP®) training and certification program is intended as a comprehensive foundation for Business Relationship Managers at every experience level, with the training and certification designed to provide a solid baseline level of knowledge. BRMP® professional development program provides an excellent Return on Investment (ROI) and is ideally suited for project managers, business analysts, architects, external service providers; representatives of shared services organizations including IT, HR, Finance, Sales, Strategy Planning, etc.; business partners and anyone else interested in business value maximization.

Benefits for Individuals and Organizations

Holders of BRMI Business Relationship Management Professional (BRMP®) credentials will be able to demonstrate their understanding of:

- The characteristics of the BRM role.
- What it means to perform as a strategic partner, contributing to business strategy formulation and shaping business demand for the service provider's services.
- The use of Portfolio Management disciplines and techniques to maximize realized business value.
- Business Transition Management and the conditions for successful change programs to minimize value leakage.
- The BRM role in Service Management and alignment of services and service levels with business needs.
- The principles of effective and persuasive communication.

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