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We live under the umbrella of an intricate and fascinating web of infrastructure that enables every aspect of modern technology. But how often do we really look at it? I ' ve been intrigued by ...

Focuses on project management skills for engineering, manufacturing & construction industries. Ideal for engineering project managers taking a Project Management Professional (PMP) qualification, this book covers all information for both the Project Management Institute (PMI) & the Association of Project Management (APM). Fully aligned with the latest 2006 updates to the syllabi & the latest revision of BS 6079 (British Standards Institute Guide to Project Management in the Construction Industry). Covers the complete body of knowledge for project management professionals in the engineering, manufacturing & construction sectors Covers all theory & practice for the newly revised PMP and APM qualification exams Written by a qualified PMP exam accreditor

Acquire the necessary skills to win business through proposals, bids, tenders, and presentations—this hands-on guide is your partner for success You have in your hands the collected knowledge and skills of the professional proposal writer. Proposal writing is a profession — a growing and increasingly important one and an essential part of a broader group of business development professionals who plan and execute strategies for businesses who want to obtain new customers. Proposal writers have a professional organization — the Association of Proposal Management Professionals (APMP) — and their best practices are the foundation for this book. Proposal writing is a skill you can learn, practice, and master; you can even go through a professional certification process to prove your mastery. Writing Business Bids & Proposals For Dummies is your no-nonsense guide to finding out what professional proposal writers know and for applying it to your own business. If you ' re a small- to medium-size business owner, a first-time proposal writer in a medium-size company, or a sales representative, you know that a written proposal (printed or electronic) is still a common, personal, and effective way to win business. Written in plain English, Writing Business Bids & Proposals For Dummies will help you to: Know the difference between reactive proposals (the RFP or request for proposal) and proactive proposals Focus on the customer by going beyond their requirements to address their true needs Know your competition through research and analysis Write persuasively to develop a winning business proposal Plan and use a repeatable proposal process Incorporate a lessons learned aspect to your proposal process Use tools and templates to accelerate your proposals Motivate and lead your proposal team to ensure they ' re on the same page Use graphics to enhance your proposals Learn ways to automate your proposal development process And a whole lot more Additionally, you ' ll gain access to ten templates for building a proposal, find out ten common misconceptions about bids and proposals, and add a compiled list of online resources to your toolset. Grab a copy of Writing Business Bids & Proposals For Dummies to start sharpening your proposal writing skillset.

Note that APM have renamed the APMP exam PMQ (Project Management Qualification) but the syllabus is unchanged. This book is a retitling of the APMP Primer to bring it in line with the renaming of the exam by APM. The content is the same. This book is aligned with the latest exam syllabus based on APMBOK 6.(Note that although APM have now published APMBOK 7, the exam is still aligned with APMBOK 6) The book has been written at a level of detail required to pass the PMQ exam. It can be used for independent study or to supplement a training course or simply read as a basic project management textbook.

The Baachu Proposal Specialist Guide (First Edition) uses the APMP Study Guide (APMP BOK Edition) as the reference. It summarises the information necessary to successfully prepare for the APMP Foundation Certification Exam. You can use the guide and study on your own and then take the exams online via the APM Group website at www.apmg-exams.com. The APM Group is the organization that administers the Certification exam and assessment processes for APMP. We strongly recommend that Proposal Professionals preparing for the foundation exam to also refer the APMP Study Guide (APMP BOK Edition) and APMP Glossary of Terms available in the APMP Store. APMP Foundation exam tests your knowledge of proposal and bid management best practices in 22 entry and early career competencies. The exam has 75 questions - it is an open-book exam. The exam lasts one hour (60 minutes). Our website (www.baachuscribble.com) provides up-to-date bidding tactics, proposal tools & templates, video bites and execution plan. There is also a link to the APMP Foundation certification programme. If you have registered for Baachu's APMP-Foundation Level Certification Training course, you will receive more comprehensive support including bite sized videos covering 31 core modules of the APMP Foundation syllabus, Chapter Quizzes, Mock Exams and Final Certification exams. There are over 150 MCQs in total for exam practice. That's not all though. You can also avail the opportunity to ask your questions, sit on the 'Hot Seat' and be held accountable by your Bid Buddy to ensure exam success. You can find the details of the programme <https://baachuscribble.com/apmp-foundation-certification/> Take action: Use the 10% discount code BAA10APMP to get access to the course. Baachu APMP Certification is built around YOU. Tell us your needs and tailor your own APMP certification training space from 1 day to 4+ weeks. Stop waiting for things to be just right and start where you stand. We would love to hear how you are doing with your APMP foundation certification journey. Email hello@baachu.com and let me know. Good luck, Baskar Sundaram

"This book focuses on environment information scanning and organization-wide support for strategic intelligence. It also provides practical guidance to organizations for developing effective approaches, mechanisms, and systems to scan, refine, and support strategic information provision"--Provided by publisher.

This title is the Study Guide for the TOGAF® Business Architecture Part 1 Examination. It gives an overview of every learning objective for the TOGAF Business Architecture Syllabus and in-depth coverage on preparing and taking the TOGAF Business Architecture Part 1 Examination. It is specifically designed to help individuals prepare for certification. This Study Guide is excellent material for:

- Individuals who require knowledge and understanding of TOGAF Business Architecture techniques;
- Professionals who are working in roles associated with an architecture project such as those responsible for planning, execution, development, delivery, and operation;
- Architects who are looking to achieve the TOGAF Business Architecture Level 1 credential;
- Architects who want to specialize in development of a Business Architecture based on the TOGAF Standard, Version 9.2;

It covers the following topics:

- Business Modeling
- Business Capabilities
- Value Streams
- Information Mapping
- TOGAF Business Scenarios and how to apply them in development of a Business Architecture based on the TOGAF Standard, Version 9.2.

A prior knowledge of Enterprise Architecture is advantageous but not required. While reading this Study Guide, the reader should also refer to the TOGAF Standard, Version 9.2 documentation (manual), available as hard copy and eBook, from www.vanharen.net and online booksellers, and also available online at www.opengroup.org.

Finally! The Ultimate Bid and Proposal Compendium is the most comprehensive guide to winning bids, tenders and proposals. It's packed with lots of hands-on examples and best practice guidance. It is designed as a practical reference book for everyone involved in proposal development. It is for new hires as well as for experienced professionals.

A comprehensive book on project management, covering all principles and methods with fully worked examples, this book includes both hard and soft skills for the engineering, manufacturing and construction industries. Ideal for engineering project managers considering obtaining a Project Management Professional (PMP) qualification, this book covers in theory and practice, the complete body of knowledge for both the Project Management Institute (PMI) and the Association of Project Management (APM). Fully aligned with the latest 2005 updates to the exam syllabi, complete with online sample Q&A, and updated to include the latest revision of BS 6079 (British Standards Institute Guide to Project Management in the Construction Industry), this book is a complete and valuable reference for anyone serious about project management. â € ¢ The complete body of knowledge for project management professionals in the engineering, manufacturing and construction sectors â € ¢ Covers all hard and soft topics in both theory and practice for the newly revised PMP and APMP qualification exams, along with the latest revision of BS 6079 standard on project management in the construction industry â € ¢ Written by a qualified PMP exam accreditor and accompanied by online Q&A resources for self-testing

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