



Certified Manager™ Program—Fact Sheet

... validating essential skills to lead and manage effectively



WHO: Watson Training & Development (WT&D) in partnership with the Institute of Certified Professional Managers (ICPM), is now offering the Certified Manager® program. The ICPM is an educational institute and business center of James Madison University located in Harrisonburg, Virginia, USA. WT&D, headquartered in Texas with an office on Guam, provides leadership training to clients in North America and in Asia-Pacific.

WHAT: Through a comprehensive, 3-module program of online study, webinar and testing, ICPM certifies a level of management competency which is recognized worldwide by the *Certified Manager® (CM)* credential. CM certification is appropriate for

managers and supervisors at all levels and working in all industries. The CM body of knowledge covers the following essential skills and content areas:

Foundations of Management	Planning + Organizing	Leading + Controlling
<ol style="list-style-type: none"> 1. Management Today 2. Manager or Leader? 3. Ethics + Social Responsibility 4. Managing in the Global Environment 5. Managing for Sustainability 6. Effective Communication 7. Decision making 8. Using Information Tech to Improve Performance 9. Working in the Legal Environment and Managing Risk 10. Understanding how Economics Affects Business 	<ol style="list-style-type: none"> 1. The Manager as Planner and Strategist 2. Value-Chain Management: Functional Strategies 3. Project Management 4. Managing Organizational Structure and Culture 5. Building Teams and Work Groups 6. Human Resource Management 7. Managing a Diverse Workforce 8. Coaching + Providing Feedback for Improved Performance 9. Networking and Mentoring 10. Planning and Facilitating Effective Meetings 	<ol style="list-style-type: none"> 1. Leadership 2. Motivation 3. Managing Change 4. Managing Conflict, Politics, and Negotiation 5. Managing Misbehavior 6. Time and Stress Management 7. Organizational Control 8. Operations Control 9. Understanding Accounting and Financial Information 10. Financial Management

WHEN: Application and enrollment in the CM Program is continuous, and because the program is online, CM candidates can begin their course of study at any time. CM certification is attained by meeting eligibility requirements for education and experience, and by passing 3 challenging CM exams. Training and study are self-directed through an online Learning Management System and webinars. Program duration is anywhere between 4 months and 9 months, but candidates have up to 15 months to complete the program.

WHY: CM certification is highly sought after in today's workplace because it is the highest level of management certification in the U.S. It is a real resume enhancer and distinguishes you from other job candidates when applying for management positions, and provides greater opportunity for promotions and raises. It also develops confidence, improves on-the-job performance and demonstrates commitment to professional development.

PRICING: Two Payment Options are available

Option 1: Bundle Pricing—Allows you to save over \$50 by paying in advance for all of the costs of certification. *A bundle includes everything you need to become certified:*

- CM application fee
- 3 CM study manuals
- 3 CM certification exams
- Access to the Watson Training Learning Management System
- Access to the ICPM website

US Price: \$1950 plus \$20 shipping & handling¹ (total = \$1970)

International Price: \$1950 plus shipping & handling²

Option 2: Module Pricing - Allows you to split the cost of the CM program into 3 equal payments, one for each module. Additional modules are billed every two months. *A module includes:*

- CM application fee
- 1 CM study manual
- 1 CM certification exam
- Access to the Watson Training Learning Management System
- Access to the ICPM website

US Price: \$666.50 per module, plus \$12 shipping and handling¹ (total = \$678.50)

International Price: \$666.50 per module, plus shipping and handling²

Note: Payment can be made by credit card, PayPal or by check in U.S. funds.

¹UPS Ground Shipment to any address in the continental United States.

Shipments to Alaska, Hawaii and U.S. Territories will be sent by the most economical UPS Shipment method. Rates will vary accordingly.

²UPS Shipment by the most economical method. Rates will vary depending on location.

For expedited shipping rates, contact us.

RECERTIFICATION REQUIREMENTS

Recertification is a 4-part process which annually includes:

- Affirming intent to abide by CM Credential Use Statement
- Reaffirming intent to abide by the ICPM Code of Ethics
- Completing 4 professional development (PD) activities
- Paying a \$50 professional fee by February 28th

FOR MORE INFORMATION—or to request a CM application, please contact Dr. Tom Watson at tom@watson-training.com or call 903-758-0855. www.CertifiedManagerProgram.com