

How to Select a PM Provider

1. Should the provider be a PMI® Registered Education Provider (REP)? Please note: just because a provider is REP that does not mean that this is a quality provider.
2. If REP status is important for you, then see how long the provider has been a REP. Are they recent provider catching the trend (REP before or after 2006), or have they been a provider for a long time?
3. Is project management a core business for this provider, or is project management one of a long list of courses on everything you can imagine?
4. Who are the course leaders/instructors?
5. Many providers say they have instructors with years of experience; then can you get the profile of the instructor?
6. Also is the instructor CORE experience in project management? Or the only thing you see on their profile related to project management is their PMP?
7. Are they confident enough to post their “instructors” on the website for the whole world to see?
8. If a provider claims they have “certified trainer” – be wary. PMI and all major professional project management associations do not have such a designation. Maybe the person is a PMP but not every PMP is a certified trainer.
9. If a provider claims they have “PMI certified courses” – also be wary. PMI approve courses if the provider wants to put them on the REP Site but PMI does not certify courses.
10. If a provider claims that they are “PMI Partners” – also be wary. PMI does not partner with providers nor do they endorse providers.
11. If a provider is not REP is that bad? Not really – some providers might chose not to participate in the PMI program since they might see no value in it. Check them out before you discard them.
12. Check the schedule of the course; not all 5-days classes are equal; most providers only offer 5 or 5.5 hours per day while others offer 7 hours per day. This is a 10 hours difference per a 5-day class.
13. Watch for overstated claims, like: “Number 1”, “98% Success Rating”, etc. Ask – who granted them the number 1 status or can they prove the 98% success rating.
14. When they state “98% success from the first time”; ask the company to show you AUDITABLE proof of that ... no one knows for sure (except PMI) what percent of people pass from the first time, but the “common view” is about 70 to 75% pass on the first time. In our region (West Asia) we have the additional challenge of language and we know the passing rate is below the global average so when a provider claims 98% is questionable.
15. Does the instructor business card looks like a CV with 5 or more certifications? Is this good or bad?
16. Check the provider website; do you see project management as a prominent feature or are they more of a software seller? Or a computer training center, or an English/educational center?
17. Do they have full time Project Managers / Consultants on staff that can answer some of your technical questions or is it that all their instructors fly-in, conduct a class and leave?
18. If they tell you the training MUST be taken from an REP beware – this is not correct. You can take project management training from any provider and PMI will accept it. The difference is on the application to PMI you have to say whether you took the training from a REP or not.

19. Can they tell you in writing that their material is theirs and no copyright violations are being committed?
20. "The leading company in the Middle East"; by who's standard or who granted such a status.
21. "Having a PMP certification proof that an individual has advance level of experience" this is not a truthful statement. A PMP is someone who has met PMI minimum experience requirements (3 years only) and passed an exam. A PMP is someone who understands the fundamentals of PM and does not necessarily have an advance level of experience or knowledge.
22. "IT Training and more" – part of the "more" is project management; is this enough for you?

The following two points are from Dr. Paul D. Giammalvo, Jakarta, Indonesia

<http://www.build-project-management-competency.com>

23. Is the course designed ONLY to pass an exam ("teaching to the exam") or is it designed to build COMPETENT, capable practitioners?
24. Have the instructors actually held the position of "project manager" on real projects that have been "successful"?