

## **Standard Training Offerings**

At BZ Opportunity Management, we know the best way to improve our partners' proposals is by increasing the knowledge and skills of their own personnel. Our proposal training offerings provide tangible, applicable skills that can be used right away. We use a combination of traditional instruction and hand-on experience through scenarios tailored to your business to maximize applicability and retention.

For each engagement, we take our standardized course material and tailor it to your organization's needs. We account for your basic client profile and offerings and adjust our training to include real world examples. We also adjust content to include or remove modules as needed to make the training focused on your needs. Combined, this customization increases attendee retention and engagement by making the training directly applicable to their working environment.

### **APMP Foundation and Practitioner Level Certification Training**

- One day course providing training to support passing certification requirements
- Option for BZ to proctor APMP exam at the end of the session

### **Writing Winning Proposals**

- One or two day course targeted at non-proposal professionals to provide introductory instruction on proposal writing

### **Advanced Proposal Writing (Creating Client-Focused Proposals)**

- One day course targeted at proposal professionals on improving proposal writing

### **Becoming a Successful Color Team Reviewer**

- One day course to develop all-star reviewers within your organization

### **Developing a Quality Task Order Response Organization**

- Two-day course to show your team the best ways to leverage your IDIQ investments

### **Introduction to Solution and Win Theme Development**

- One day course introducing best practices on solution and win theme development

### **Overview of Opportunity Management**

- One day course aimed at small business leadership on how to maximize their chances of winning new business in the Government arena

### **Opportunity Life Cycle Basics for Non-Proposal Professionals**

- One or two day course for non-proposal professionals in larger organizations to familiarize them with the best ways to respond to solicitations

### **Adding Value as a Proposal Professional**

- One day course aimed at proposal professionals to identify how to help throughout the opportunity lifecycle