

CEdMA Certified Technical Training Manager - Exam Information

This exam is for Technical Training Managers or those seeking to become Technical Training Managers who seek to validate the skills and knowledge for learning leaders in the areas of Business Management, Business Development, Product Management, Curriculum Management, Delivery Management and Operations Management.

Format: Multiple choice

Duration: 90 Minutes

Number of questions: 60

Passing score: 60% or higher**

Cost: \$295

** subject to change

This exam aligns with the CEdMA published book "[Technical Training Management](#)", and additional [on-line learning modules](#) offered by CEdMA.

Topic: Business Management (13% of exam)

Objectives:

- Define Technical Training Organizations
- Describe strategy & business execution
- Identify the differences in business models

Topic: Business Development (24% of exam)

Objectives:

- Demonstrate the ability to build a training business
- Determine how to manage marketing programs and initiatives
- Demonstrate ability to create a Revenue Generation plan
- Create and measure sales strategies and plans

Topic: Product Management (10% of exam)

Objectives:

- Determine plan to introduce offerings at the right time and price point

Topic: Curriculum Management (20% of exam)

Objectives:

- Demonstrate the ability to develop and manage curriculum
- Identify how to utilize the different types of offerings and modalities
- Identify key elements to a Certification program

Topic: Delivery Management (20% of exam)

Objectives:

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- Demonstrate ability to build and develop staff
- Demonstrate ability to schedule and manage resources
- Identify when and how to leverage consulting services
- Determine the need for an Authorized Training Partner Program

Topic: Operations Management (13% of exam)

Objectives:

- Identify infrastructure and tools
- Understand legal ramifications and impact on the business
- Determine and manage key finance elements
- Understand Governance Metrics and Management