



Contract Negotiations Specialty Certification (6 hours)

AOTMP Specialty Certifications deliver AOTMP-endorsed methodologies and best practices for tackling some of the most pressing issues facing telecom and IT professionals today. These specialty certification programs offer a great way to gain a better understanding of telecom issues, prepare for a particular telecom project, strengthen your overall telecom management skills, and bring value to your organization.

AOTMP's **Contract Negotiations Specialty Certification** is an interactive, hands-on session designed to share best practices for negotiating telecommunications service contracts. The scope of the certification spans local, long distance, data, wireless and equipment maintenance services. Participants learn best practice methodology by completing in-session exercises designed to enforce knowledge retention. This specialty certification establishes a framework of strategies to assist telecom professionals define and implement operational and financial management best practices supporting telecom management excellence.

The strategies and discussion shared in this specialty certification will support your initiatives in the areas of:

- Contract Needs Assessment
- Contract Baseline Establishment
- Negotiations Practices
- Contract Proposal Evaluation

Specialty Certification Exam

The Specialty Certification Exam contains 30 questions. Each question has a 5-point value for correct answers. A score of 80% (120 points) or better is required to pass the exam. The exam is available to participants online for 10 business days following the completion of the Specialty Certification Course. Completion and submission of the exam before the testing window expires is required for certification.

AOTMP

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Specialty Certification
Description