

WILSON LEARNING IS SELECTED BY THE PRESTIGIOUS PROJECT MANAGEMENT INSTITUTE TO PROVIDE PROJECT MANAGEMENT TRAINING

Edina, Minn., USA — September 26, 2011

Wilson Learning Worldwide, a global provider of Human Performance Improvement solutions, announces today that it is approved by Project Management Institute (PMI) as a PMI Registered Education Provider (R.E.P.).



PMI Registered Education Providers are educational organizations that have demonstrated that they are capable of providing world-class effective project management training. Through PMI's rigorous quality criteria for course content, instructor qualification, and instructional design, R.E.P.s provide the project management training necessary to earn and to maintain Project Management Professional (PMP)®, Program Management Professional (PgMP)® and other PMI professional credentials.

for immediate release

"This is a significant honor to have our Wilson Learning content approved by PMI. Our research based content is designed with a very specific approach to inspire learning in the classroom, and transfer learning to performance back on the job," states David Yesford, Sr. Vice President of Wilson Learning Worldwide.

press contacts

As a R.E.P., Wilson Learning has been approved by PMI to issue professional development units (PDUs) for three of its programs. The three programs are:

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1. **Building Relationship Versatility (BRV)** is designed to help participants develop results-oriented communication skills in order to work more effectively with different people. Participants will deepen their understanding of the different ways people communicate with one another and learn how to use this knowledge to improve collaboration, build more productive relationships, and increase productivity and business results.
2. **Building Collaborative Client Relationships (BCCR)**, also known as The Consultative Process, focuses on client communication and business problem solving skills. It is appropriate for all professional personnel whose work depends on having strong consultative relationships with external or internal clients—including project managers, service engineers, consultants, sales support staff, managers, and anyone with customer-contact responsibilities. Participants learn skills to ask the right questions that uncover the real needs and interests of the client as well as how to present recommendations, facilitate decision-making, and support client satisfaction with the accepted recommendation.
3. **Negotiating to Yes (NTY)** is a powerful program on the techniques and skills of principled negotiation. The course is based on the work of Dr. William Ury, from the Harvard Negotiations Team and co-author of *Getting to Yes*. The program includes fresh insights from Ury's latest books, *Getting Past No* and *The Positive No*. There is a strong emphasis on preparing one's strategy and following a critical three-step process that includes aligning the people, exploring the issues and reaching agreements.

“This approval emphasizes Wilson Learning’s global approach to provide exceptional development opportunities that connect to the organization’s strategic direction and translate to measurable performance improvement, around the globe where ever you have resources,” adds Tom Roth, Chief Operating Officer, Wilson Learning Worldwide.



Currently, there are over 1,400 R.E.P.s in more than 70 countries. These organizations include commercial training providers that design complete educational systems, academic institutions, internal training offices at corporations and government agencies.

To learn more, contact Wilson Learning at www.wilsonlearning.com or 800.328.7937.

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About Wilson Learning – Improving Performance Through People

Wilson Learning Worldwide is a global leader in Human Performance Improvement solutions for Global 2000, Fortune 500, and emerging organizations worldwide. With operations in over 45 countries worldwide, including Japan and the United States, incorporating over 25 languages, the company creates synergy between people and business strategy through an extensive range of world-class solutions focusing on leadership, sales, and individual effectiveness. Its integrated offerings include: strategy alignment consulting, descriptive and evaluative assessment services, world-class process and skills content, and technology-enabled solutions. More information about Wilson Learning is available online at www.wilsonlearning.com or by calling **800.328.7937**.

About Project Management Institute (PMI)

PMI is the world's largest project management member association, representing more than half a million practitioners in more than 185 countries. As a global thought leader and knowledge resource, PMI advances the profession through its global standards and credentials, collaborative chapters and virtual communities and academic research. When organizations invest in project management supported by PMI, executives have confidence their important initiatives will deliver expected results, greater business value and competitive advantage. Learn more at www.pmi.org