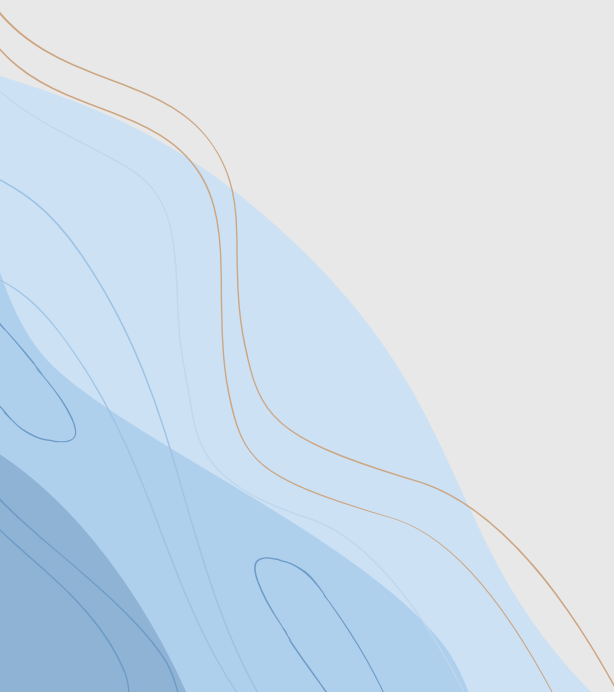




APMP California Capture Adventure Self-Leadership



Welcome!

Thanks for being part of the adventure!



Marie
APMP Professional
Development Chair

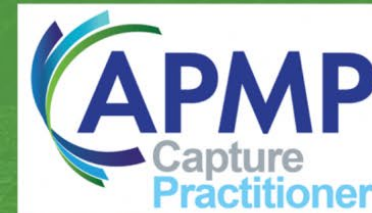


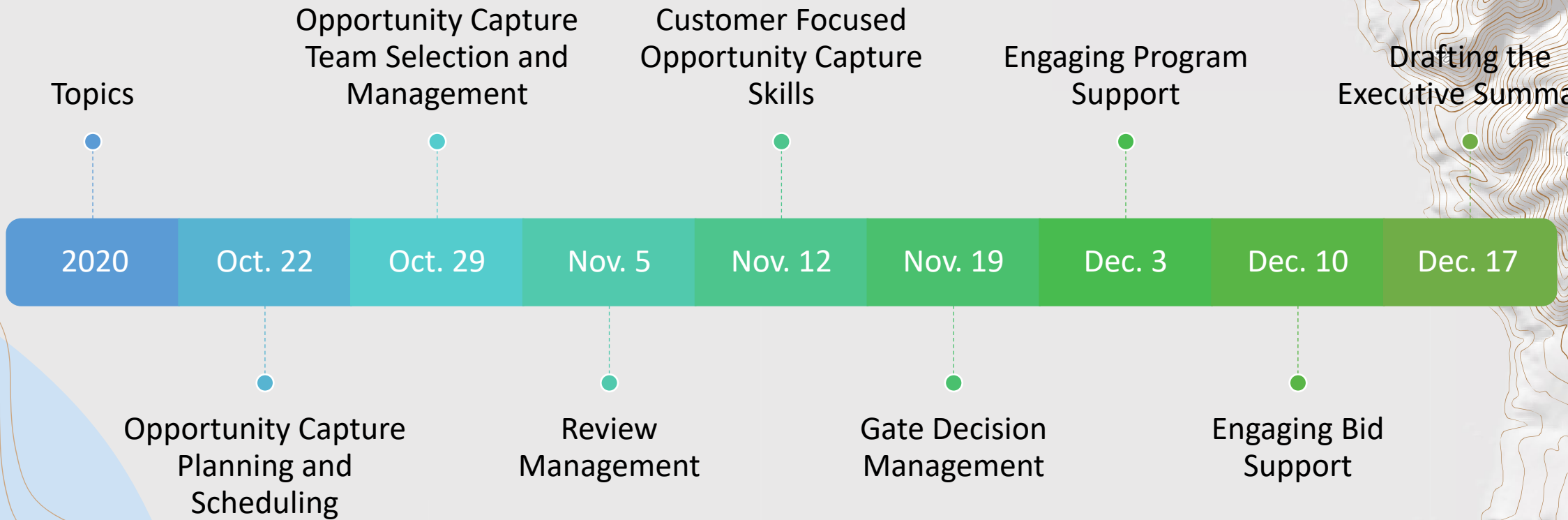
Heather
APMP California Chapter
Past Chair

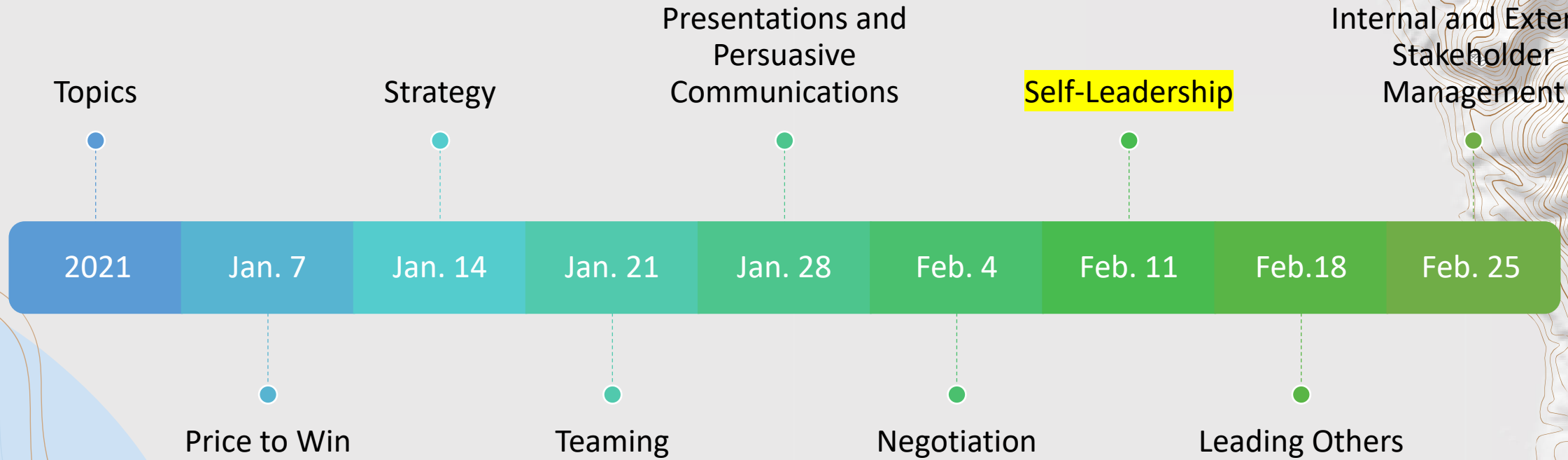
APMP CALIFORNIA CAPTURE ADVENTURE SERIES

EVERY THURSDAY ON ZOOM | 9:30 - 10 AM
OCT. 22 - FEB. 25

JOIN US FOR A WEEKLY 30-MINUTE
POWER HALF-HOUR TO PREPARE FOR THE
APMP CAPTURE PRACTITIONER CERTIFICATION!







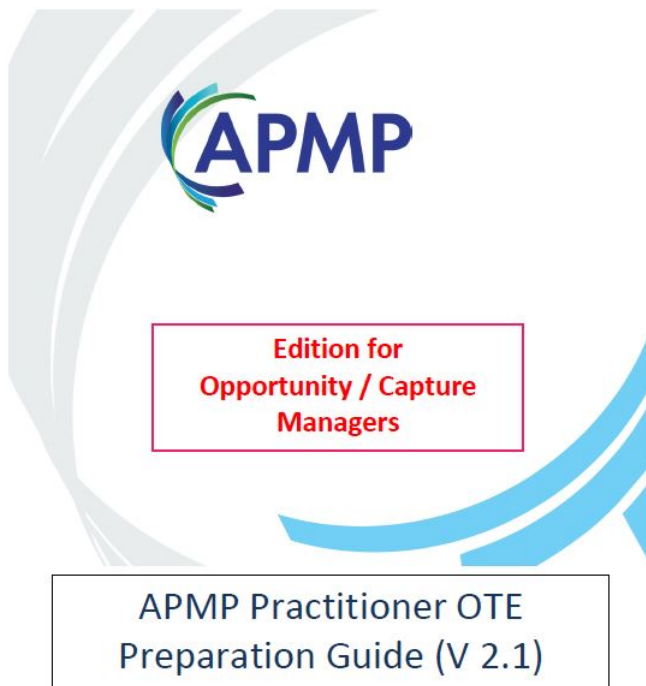
APMP CAPTURE PRACTITIONER CERTIFICATION

<https://www.apmp.org/page/CapturePractitioner>

APPROVED TRAINING ORGANIZATIONS

<https://www.apmp.org/page/AccreditationATOs>

Takeaways



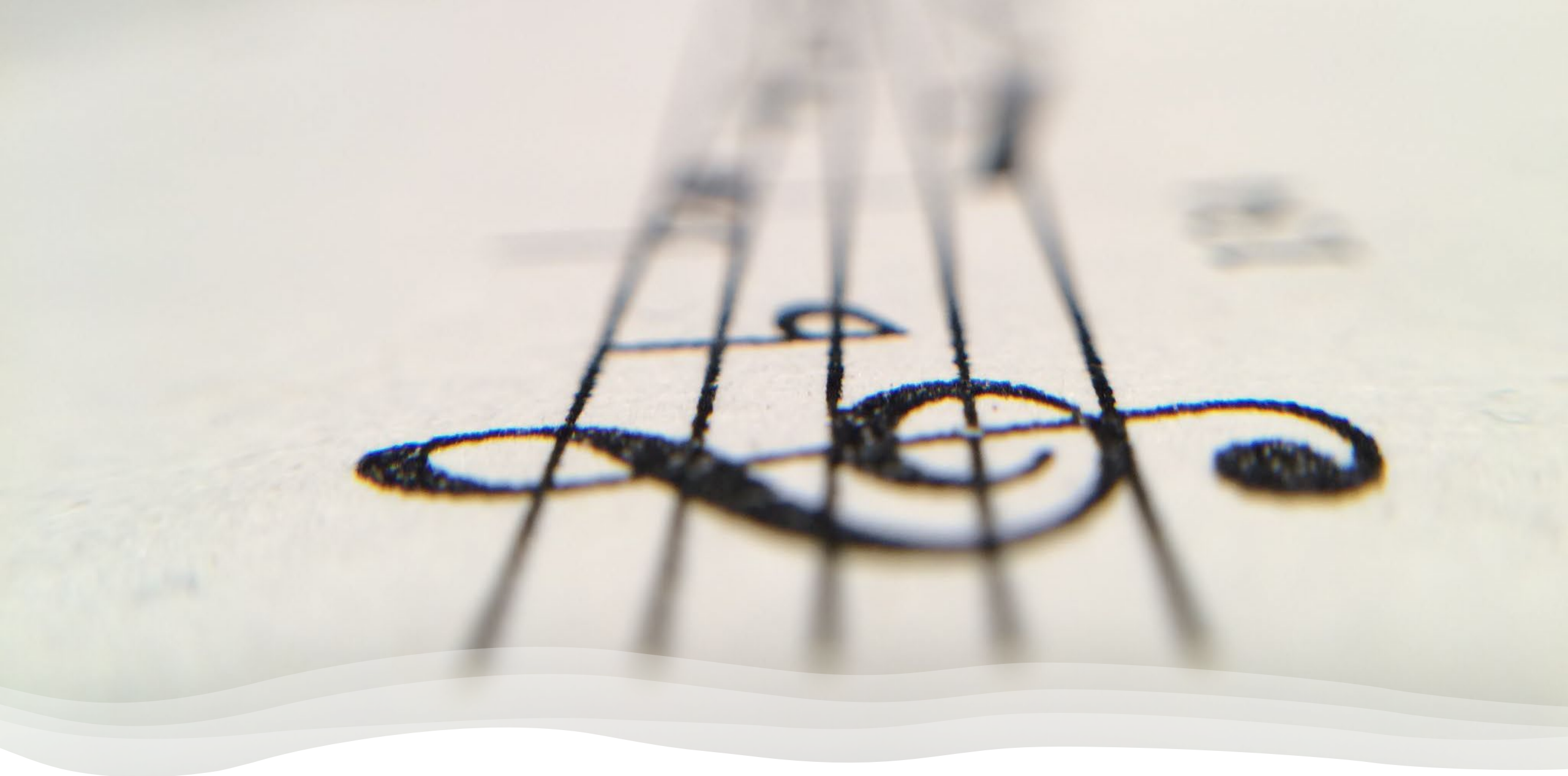
[https://www.apmp.org/resource/resmgr/certification/APMP Opportunity & Capture P.pdf](https://www.apmp.org/resource/resmgr/certification/APMP_Opportunity_&_Capture_P.pdf)



Appendix B - APMP Industry Glossary of Terms (Version 6)

This glossary has been compiled by interviewing more than 50 industry experts from around the globe, polling more than 750 APMP members, and gathering contributions from the writers, reviewers, and editors of the new APMP Body of Knowledge. This glossary includes more than 200 terms that cover a wide spectrum of business development activities with an emphasis on opportunity and proposal development.

Term	Equivalent or Corresponding Terms	Definition and Additional Information
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Self-Leadership

Self-Leadership

1

Interpret messages and give an appropriate response

2

Adapt to a variety of situations needs, and desired benefits and develop positioning approaches that leverage supportive factors and overcome/minimize barriers

3

Ensure that others buy in to teams missions, goals, agenda, tone, policy

Self-Leadership

4

Implement decisions/initiate action within a reasonable time

5

Enforce consequences and take action for poor performance

6

Adopt appropriate leadership style: responsible, ethical, accountable and decisive, balancing performance focus with people focus

Self-Leadership

7

Plan and adopt a flexible approach with others based on an understanding of their viewpoint

A dark green rectangular banner with a white and light blue circular logo on the left. The logo consists of three curved lines in white, light blue, and purple. To the right of the logo, the text "APMP Body of Knowledge" is written in a white, sans-serif font.

APMP Body of Knowledge

<https://www.apmp.org/page/BOK>

BOK Topics

[Communicating with Others](#)



Communicating with Others - Best Practices

1

1. Understand the principles of communication.

2

2. Understand the components of communication.

3

3. Use communication as a leadership tool.

4

4. Delegate tasks but remain accountable for the work.

5

5. Encourage teamwork and the pursuit of a common goal.

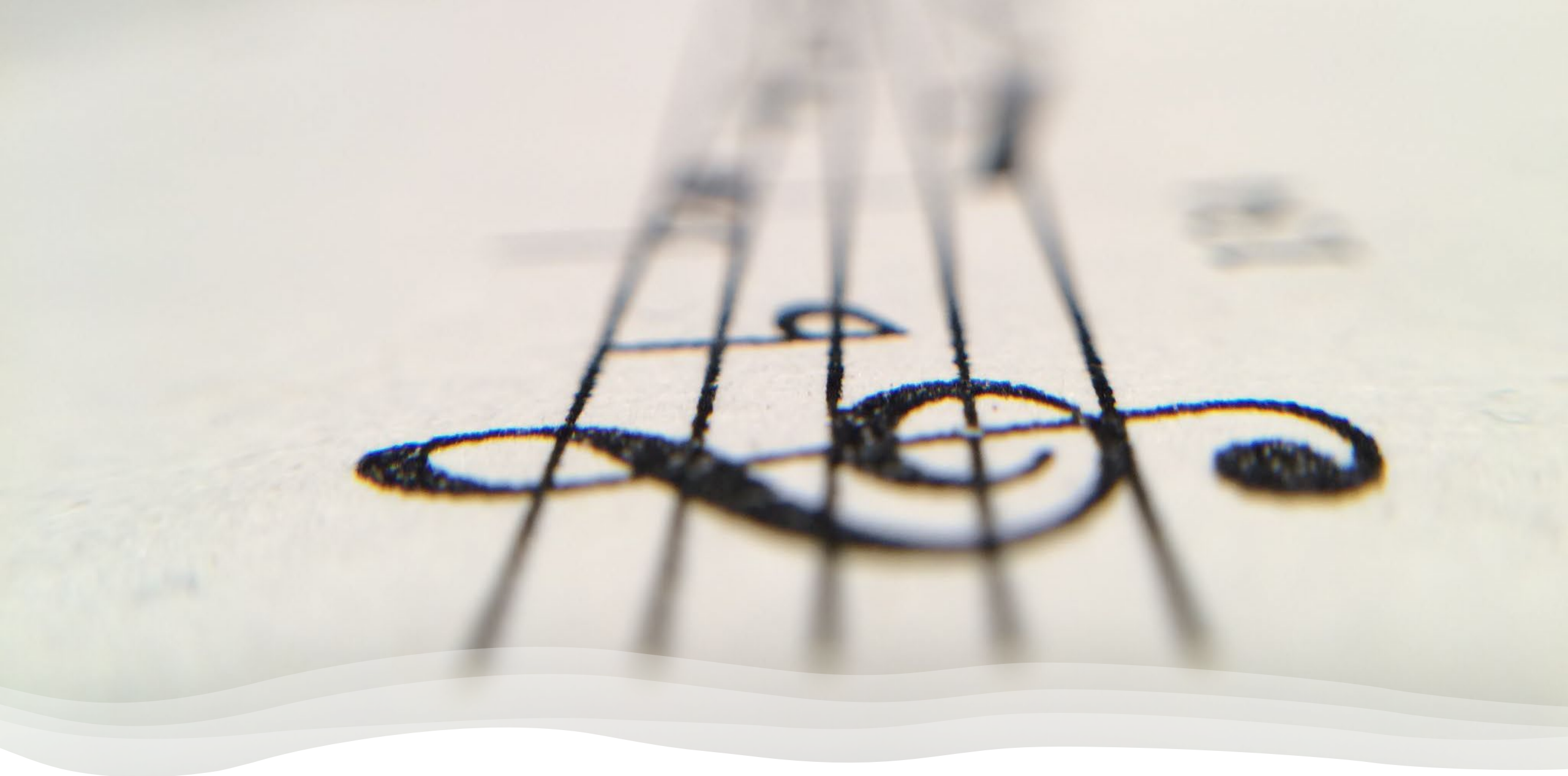
6

6. Anticipate and manage conflict.

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APMP Body of Knowledge

<https://www.apmp.org/page/BOK>



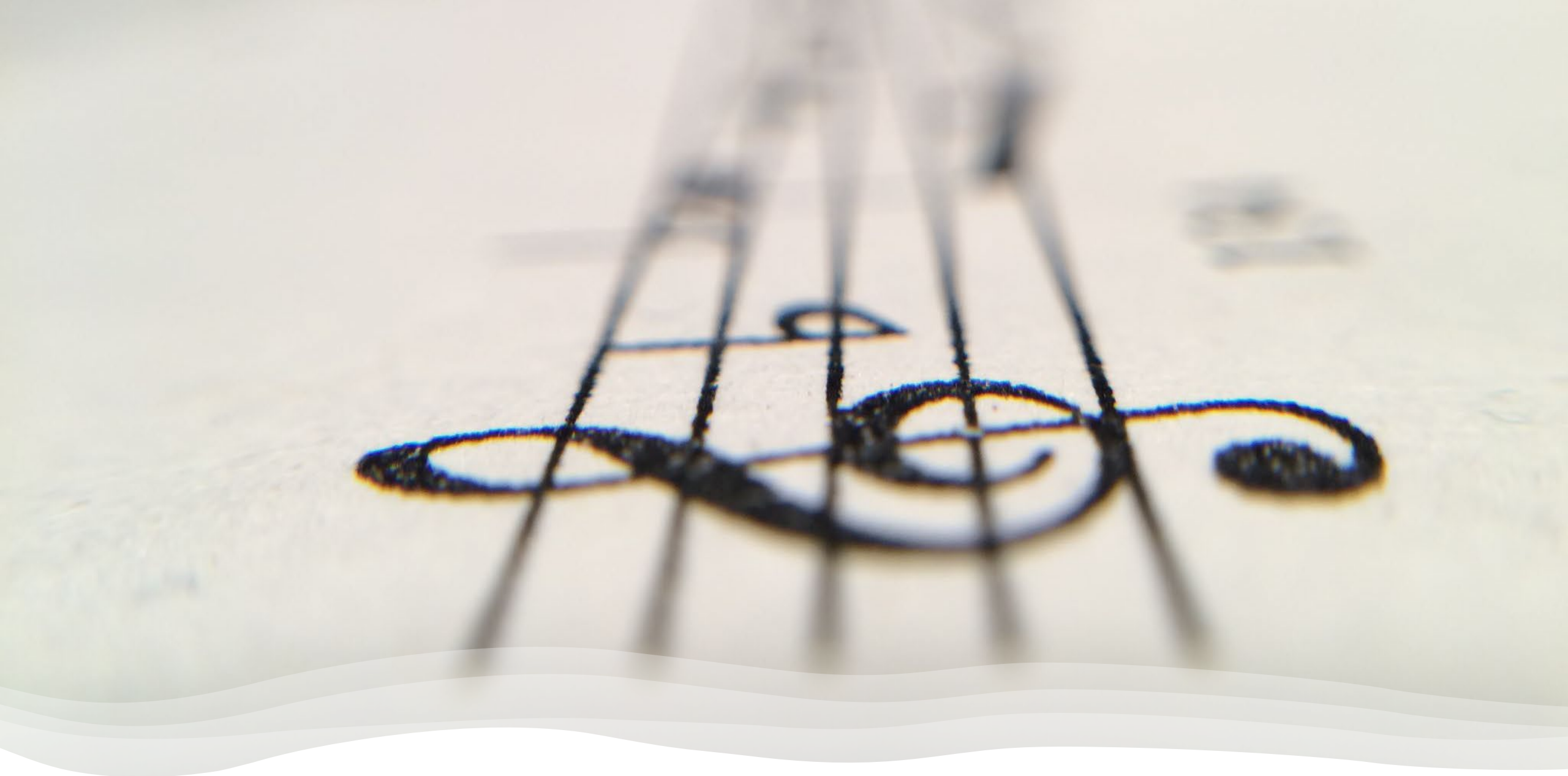


APMP California Capture Adventure

What can you take away?

An aerial photograph of a coastline at sunset. The sun is low on the horizon, creating a bright glow and long shadows over the water. The land is visible in the foreground and middle ground, with a topographic map overlay on the right side of the image. The text "Can you capture every moment?" is centered in the middle of the image.

Can you capture every
moment?



Virtual Events Calendar

APMP Community Calendar

https://www.apmp.org/events/event_list.asp

APMP Webinars & Recordings

<https://www.apmp.org/page/APMPOnDemandStore>



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