



**Professional Development
 Certification Point Criteria and Guidelines Form**

Guidelines

ASAP members earn certification points for:

- Sharing their collaboration management expertise so that others can build their competence
- Building their own capabilities in alliance management
- Service to the alliance profession and supporting the community

<p>Six points must be earned from at least two of the categories below over the course of three years; with at least one point per year.</p> <ul style="list-style-type: none"> • Presentations • Writing • Attending/Participating • Service to the alliance profession 	<p>CSAP candidates may accumulate all six points in one year.</p>	<p>Members that have accumulated six points do not have to wait three years between CA-AM and CSAP certification.</p>
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Members are responsible for submitting and tracking their earned points. Instructions on how to register points online can be [found here](#).

ASAP conferences, programs, and courses are eligible for certification points. Members seeking points for participating in events taking place outside of ASAP must get pre-approval from Lori Gold, lgold@strategic-alliances.org.

Members may only use an item once for points attribution; there is no “double-dipping”. For example, if a member writes an article that is published in **Strategic Alliance Quarterly** and then that article is added to the ASAP resource library, the member will receive one point, one time.

Members must be at least CA-AM certified in order to accrue points. No points are awarded retroactively. However, if members attend the Global Alliance Summit, take the CA-AM exam prep course and pass the CA-AM exam within 30 days, they are granted points for attendance at the Summit.

Points do not carry over after certification/re-certification. For example, if a member has more than six points at the time they are re-certified as CA-AM or CSAP, or if they are CSAP certified for the first time, all points beyond the six required will be forfeited.

Request for ASAP Certification Points Form

ASAP Certification Points are used to qualify for CSAP certification or to renew your CA-AM certification. These points are reflected in the Professional Development section of [your profile](#) on the ASAP website (click the Manage Profile link, then the Professional Development button).

Members may submit their points online and instructions can be found [here](#), or please complete the form below and return to Lori Gold by fax at 781-562-0354 or by email lgold@strategic-alliances.org.

Name: _____ Organization: _____ Email: _____

Fill in points earned, date completed and activity for each category that apply.

Presentations – Sharing member competency in alliance management

# of points submitted	Date completed	Activity completed	Category/Activity	Policies & Criteria	Max Points Allowed
			ASAP conference (Summit/BioPharma/Tech Forum/European Summit)	Covers both attendance and presentation (includes panelist and moderators)	3
			ASAP Netcast Series	Global webinars	1
			Chapter event/meeting	Covers both attendance and presentation. Must follow ASAP chapter event process. It is expected that chapter presentations will be posted in the ASAP Member Resource Library	1
			Delivering ASAP & EPPP approved courses	Approved courses are posted on the ASAP website. Attendance is verified by Instructor	1
			Delivering approved non-ASAP conferences/courses	Approval from ASAP Certification Task Force	1

Writing – Sharing member competency in alliance management

# of points submitted	Date completed	Activity completed	Category/Activity	Policies & Criteria	Max Points Allowed
			White paper for ASAP document library	Submitted and approved by ASAP Certification Task Force	2
			Article published in <i>Strategic Alliance Quarterly</i>	Approved by the SAQ editorial team	1
			Article published in an approved publication	Approved by ASAP Certification Task Force	1
			Bloggng	Verification process: provide blog link & # of responses to views, likes, shares on social media	.25

Attending/Participating – Augmenting member competency in alliance management

# of points submitted	Date completed	Activity completed	Category/Activity	Policies & Criteria	Max Points Allowed
			ASAP Conference	Must be registered through the ASAP registration system	2
			ASAP Global Webinar	Must be registered through the ASAP registration system	.25
			ASAP Chapter event/Meeting	Must be registered through the ASAP registration system	.25
			ASAP Alliance Management Simulettes	Verified by certificate of completion	.25
			Authorized ASAP & EPPP courses/programs	Includes courses provided by the ASAP Education Provider Partners. Attendance is verified by the instructor.	0.1 per hour
			Approved non-ASAP conferences/courses/programs	Approved by the Certification Task Force	0.1 per hour
			Approved continuing education courses/programs	Approved by the Certification Task Force	0.1 per hour

Service to the alliance profession

# of points submitted	Date completed	Activity completed	Category/Activity	Policies & Criteria	Max Points Allowed
			Chapter leadership team	Needs to be registered with ASAP headquarters	1 per year
			Participation on an ASAP board/task force/ committee/ special project/chapter	Points for service are assigned by Committee Chairs Taskforce Leader or Chapter leadership. Leaders have some discretion based on level of service in the role.	1 per year
			Evangelism	Promotion of Alliance management/ASAP/Certification through presentations at industry conferences, webinars, publications, blogs, etc.	.25 per year