



# Pearson Skilling Instructor Program



Fuel Your Future.

# Empower Your Career and Expand Your Reach

The Pearson Skilling Instructor Program (PSIP) empowers independent instructors to deliver Pearson Skilling Suite content, promote Pearson's offerings, and support vendor ATP requirements globally. This non-exclusive program complements the existing Pearson Skilling Partner Program designed for training centers.



## Why join the Pearson Skilling Instructor Program?



### No Pearson broker fees

- Pearson takes no revenue share when you book a delivery with a Pearson Skilling Partner



### Deliver Pearson Skilling Suite content

- Teach from a catalog of 60+ in-demand IT certification courses
- Access premium courseware, instructor slides, and teaching tools



### Grow your visibility and credibility

- Get listed in the Pearson Partner Portal for hire
- Earn a digital badge for LinkedIn and marketing use



### Unlock incentives & recognition

- Earn performance-based rewards and public recognition

# Program Structure

## Eligibility Criteria

- **Instructor Certification:** Must hold a recognized instructor teaching certification (e.g., MCT, GCAT).
- **Proven Teaching Quality:** Demonstrated positive track record from prior training engagements.
- **Pearson Onboarding Completion:** Complete Pearson's onboarding program.
- **Commitment to Targets:** Willingness to meet ongoing program commitments.
- **Agreement & Compliance:** Ability to sign the program agreement and abide by its terms.

## Instructor Commitments

- **Quarterly License Purchases:** Purchase 30 Pearson Skilling Suite licenses per quarter.
- **Annual Program Fee:** Pay a \$250 yearly program membership fee.
- **Profile Maintenance:** Maintain an up-to-date profile on the Pearson Partner Portal.
- **Teaching Demo Submission:** Provide a 20-minute teaching video during onboarding.
- **Community Engagement:** Participate in quarterly instructor briefings and peer collaboration sessions.
- **ATP Credential Alignment:** Associate vendor-specific trainer credentials with Pearson.

## Instructor Benefits

- **No Pearson broker fees:** Instructors keep all the delivery revenue from training engagements they arrange with and deliver for other Pearson Skilling Partners.
- **Delivery Opportunities with Pearson:** Get paid for delivering classes within our Marketplace or Custom Group Training division. These opportunities require engagement through an approved contracting house.
- **Premium Content Access:** Full access to Pearson's premium courseware library.
- **Pearson Branding & Credentials:** Recognition as a Pearson-approved instructor.
- **Visibility & Lead Generation:** Partner Portal visibility for potential clients and partners.
- **Performance Incentives:** Access to performance-based rewards and recognition.
- **Discounted Pearson Resources:** Exclusive discounts on Pearson products and services.
- **Networking & Growth Opportunities:** Opportunities to network with peers and collaborate on content development.

### Operational Components: Onboarding & Enablement

- **Orientation & Discovery:** Welcome orientation and discovery session.
- **Train-the-Trainer (TTT) Workshops:** Structured workshops on adult learning principles and Pearson materials.
- **Portal Setup & Training:** Profile setup and training on the Pearson Partner Portal.
- **Peer Network:** Introduction to other Instructors and community forum.
- **Initial Goal Setting:** One-on-one goal setting with the program manager.
- **Ongoing Enablement:** Continuous learning through quarterly briefings and content updates.

### Marketing & Outreach

- **Recruitment Toolkit:** Marketing collateral to promote the program.
- **Social Media Campaign:** LinkedIn teaser posts and social media campaign.
- **Direct Outreach & Early Leads:** Proactive outreach to known instructors.
- **Visibility on Pearson Platforms:** Featured in Pearson's Partner Portal.
- **Brand Affiliation & Materials:** Authorization to use Pearson branding in marketing.
- **Collaborating with Training Partners:** Informing training companies about the instructor program.

### Instructor Feedback & Continuous Improvement

- **Feedback Collection Mechanisms:**
  - **Post-Training Surveys:** Feedback gathered via post-class surveys.
  - **Quarterly 1:1 Check-Ins:** Structured conversations with the program team.
  - **Community & Mentorship Feedback:** Monitoring instructor community for feedback trends.
- **Feedback Driven Enhancements:**
  - **Curriculum Updates:** Feedback influences Pearson's courseware.
  - **Platform/Process Improvements:** Partner Portal co-designed with instructor input.
- **Transparency and Follow Through:**
  - **Regular Updates:** Quarterly program update reports.
  - **Open Communication Channels:** Channels for instructors to raise concerns or ideas.
  - **Instructor Accountability:** Transparency in self-reporting classes and feedback results.
  - **Continuous Dialogue:** Establishing an Instructor Advisory Council.



# Updates on the Horizon

We're committed to the continual improvement of our Skilling Instructor Program. Here are a few upgrades we're planning to implement in the near future.

- Rewards & incentives for quality and engagement.
- Feedback dashboard so our Skilling Instructors can suggest updates to shape the future of the program.

By joining the Pearson Skilling Partner Instructor Program, you gain the independence to run your own training business with Pearson's content, brand, and support. Pearson is deeply invested in your success as an instructor, ensuring mutual benefits for learners and partners.

